



RESPONSIBLE
CHEMISTRY

Q1 FY24 Results Presentation

August 03, 2023

Rs. **1,806** crore

Turnover (in Q1 FY24)

Rs. **208** crore

PBT (in Q1 FY24)



DEEPAK
CARES

Tribute to Shri C. K. Mehta, Founder & Chairman Emeritus

- **Shri C. K. Mehta** envisioned in 1970 - more than 50 years ago, a dream to 'Make in India' - to set up a chemical plant based on indigenous technology at Vadodara, which led to incorporation of Deepak Nitrite Limited
- He is credited with leading an able Board and laying the foundation of a strong professionally driven organization on principles of deep-rooted values and commitment to excellence and Responsible Chemistry
- He has been instrumental in initiating many CSR initiatives and in establishing Deepak Foundation that has in the last 40 years, since its inception, touched the lives of over 2 million people across the nation
- Shri C K Mehta's mantra of 'Nation Building by serving the society' lives on as he continues to shine and guide all of us at the Deepak Group as we remember his illustrious life filled with inspirational moments



April 6, 1932 to July 3, 2023

Shri C. K. Mehta
Founder & Chairman Emeritus



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Deepak Nitrite Limited: A Leading Chemical Intermediates Producer



Company Overview

Deepak Nitrite (DNL) is one of the fastest growing and trusted chemical intermediates company in India with a diversified portfolio of products that caters to multiple industries with myriad applications. DNL is recognized globally as a *'Responsible Manufacturer'* and as a *'Supplier of Choice'* by marquee customers. Led by an able management team, DNL has leveraged process expertise, technological prowess and operational excellence to capitalise on opportunities for growth and deliver sustained value for stakeholders.



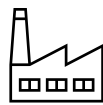
DEPEND ON DEEPAK

Deepak Nitrite Limited (DNL) has built a strong organisation with processes and systems that ensure seamless operations, as well as a focus on ethics and transparent practises, with a team of skilled and motivated people ready to step up and take charge, as well as deep capabilities to meet our customers' needs. More importantly, having long-lasting relationships at its core, founded on the principles of trust, faith, and values, ensures our long-term success and future value creation.

30+ Products



56+ Applications



1,000+ Customers



Sustainable & versatile business model

6 Modern Manufacturing Facilities

Products exported to 45+ Countries across 6 continents

Largest Producer of Phenol & Acetone since 2019 in India

Robust R&D capabilities

Rich Legacy of over 5 Decades



Company overview: Exemplary track record



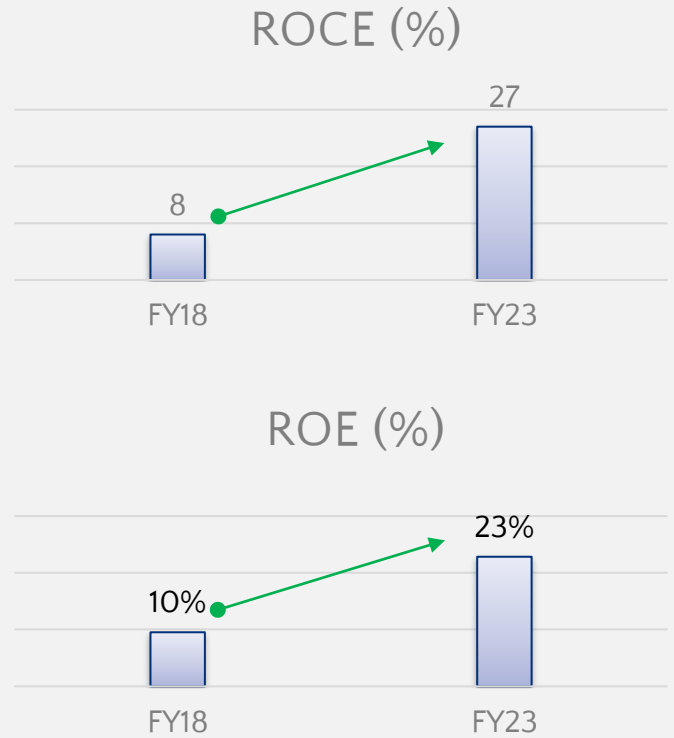
Seizing the opportunity

Delivered marked improvement across various parameters

	FY18		FY23
Revenue (₹ Cr)	1,689	6x	8,020
PAT (₹ Cr)	79	11x	852
Cash PAT (₹ Cr)	132	8x	1,018
Debt to equity ratio	1.07		Zero
R&D exp. (₹ Cr)	8	2x	17

Excellence in execution

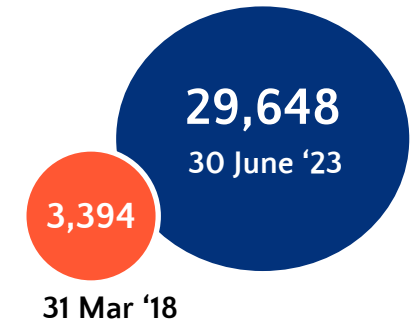
Sustained increase in return ratios, with zero debt levels



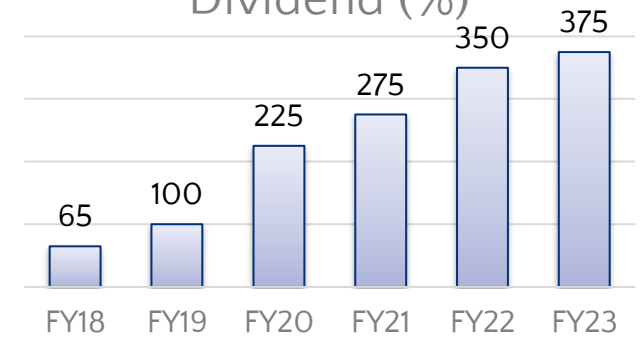
Value creation

Consistently rewarded shareholders

Market Cap. (in ₹ Crore)



Dividend (%)



Performance highlights – Q1 FY24 (Consolidated)



Particular (Rs. Crore)	Q1 FY24	Q-o-Q	Y-o-Y
Revenue	1,806	-8%	-13%



Performance Takeaways

The Indian chemical industry has been impacted in Q1 FY24 due to China opening up, global destocking of inventory and the Euro zone slowdown. This has led to subdued realizations and impacted volume offtake by customers. To safeguard profitability and market share, the Company adopted several strategies like exploring new customer opportunities, optimizing procurement, driving for valorization opportunities.

In this backdrop, the Company has delivered a commendable performance. For several established products, DNL reported highest-ever production in May 2023 of select products thereby demonstrating solid business resilience, process efficiency and byproduct valorization. Notably, the Company was able to export its key pharma and agro intermediates to China during the last 2 quarters.

The Phenol plant operated at an impressive average capacity utilization of around 135% during the quarter, however it also went into annual maintenance. The Company proactively de-risked its business model by securing assured input supplies, captive power and driving value creation from waste. Moreover, the contracted product supply in all the segments will ensure a clear pathway for sustained growth going ahead.

**Standalone for Q1
FY24 Vs. Q1 FY23**

Revenue at **Rs. 725 cr.** Vs. 739 cr.

EBITDA at **Rs. 142 cr.** Vs. 149 cr.

EBITDA Margin at **20%** Vs. 20%

PBT at **Rs. 121 cr.** Vs. 131 cr.

PAT at **Rs. 90 cr.** Vs. Rs. 97 cr.



Performance overview & other highlights...

- The Company achieved the highest-ever SNI production in May 2023
- The Phenol plant clocked Highest-Ever daily production but also had annual shutdown
- Enhanced wallet shares in several products
- Commenced exporting product to China for pharmaceutical applications
- In order to secure stable and consistent supply of key raw material, the Company has decided on further diversifying sources which will more than cover up short term pain of de-risking
- In Q1 FY24, DNL witnessed significant exchange rate volatility (USD/ INR), ranging from a peak of 82.85 to a low of 81.61
 - To manage the forex volatility risk, the Company employed dynamic hedging strategies, which led to a gain of ₹0.24 Cr in Q1 FY 24. Consequently, the total treasury gain amounted to ₹8.84 Cr
- DPL's Net Debt / Equity ratio stood at 0.03x as compared to last year's 0.13x.
- On a consolidated basis, the Company remains debt-free and boasts a substantial net worth of ₹4,244 Cr and ₹2,715 Cr on standalone basis

Awards & Accolades



Shri Deepak C. Mehta – Trustee, Deepak Foundation felicitated with **Hurun Edelgive Philanthropy Award 2023** for excellence in Corporate Philanthropy, received by Shri Maulik Mehta & Shri Meghav Mehta



Shri Sanjay Upadhyay, Director Finance and Group CFO Wins **The Best CFO Award at the 7th CMA Awards 2022** in New Delhi



The Company was awarded **Certificate of Excellence and Trophy by Paryavaran Today NGO, Ahmedabad**. The award was given to Deepak Nitrite Limited's efforts in recycling hazardous waste



Project Status

- Approved projects are being executed and within contemplated timelines
- Key hirings across several functions including Project Management, Procurement, Operations and support has been concluded for phase 1 projects
- Construction work at Photohalogenation + Halex plant is ongoing as per planning and is expected to be commissioned in H2 of current FY; Acid plant project also remains on track to commence commercial production in FY24
- Once commissioned, both the above plants will help secure internal supply of critical raw materials and thereby elevate the profitability levels at full utilization
- Other projects like brown field projects of increasing existing process and product lines are under implementation too, they are expected to be commissioned by the end of current financial year



High pressure, multi-purpose fluorination plant



Photohalogenation plant

The Company is building a world-class R&D centre near Vadodara to solidify its capabilities and expertise across complex chemistries, while accelerating the growth momentum.

Update on Projects (2/2)



Project Status

- Acetone-derivatives project of MIBK and MIBC has seen significant progress on-ground including engineering works and ordering of equipment. The plant is expected to be commissioned on schedule in H1 FY25 and aims for downstream value-added products using captively sourced acetone
- Sodium Nitrite Project in Oman is on track and progressing well, as planned

Project Status (DPL)

- Initiatives around debottlenecking of Phenol facility has commenced and the same is expected to increase the production by close to 10% over FY23 levels, thereby giving DPL more headroom for incremental growth in phenol

The next jump - MoU signed with Government of Gujarat

Deepak Chem Tech Limited signed Rs. 5,000 crore MoU with Government of Gujarat in the presence of Hon'ble Chief Minister Shri Bhupendra Patel and Hon'ble Minister of Industries, Shri Balvantsinh Rajput

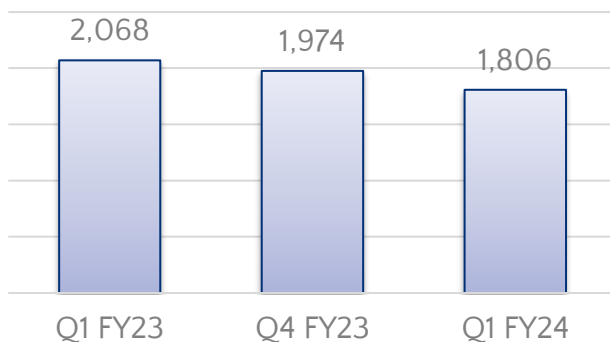
- Early adopter of Make in India, Deepak Group takes another step in realizing the goal of self-reliant India of Hon'ble Prime Minister Shri Narendra Modi
- Specialty Chemicals, Phenol, Acetone and Bisphenol to be manufactured in Gujarat by Deepak Chem Tech Limited (DCTL)
- DCTL to invest around Rs. 5,000 crore across these projects with aim to commence the first phase in 2024-2025 and aims to complete these projects by 2026-2027
- Aims to generate a revenue of approximately 1.5 times the investment
- About 1,500 direct and indirect employment opportunities will be created

Rs. 5,000 crore
DCTL signed MoU with Government of Gujarat



Q1 FY24 – Financial Highlights

Revenue (Rs. Cr.)

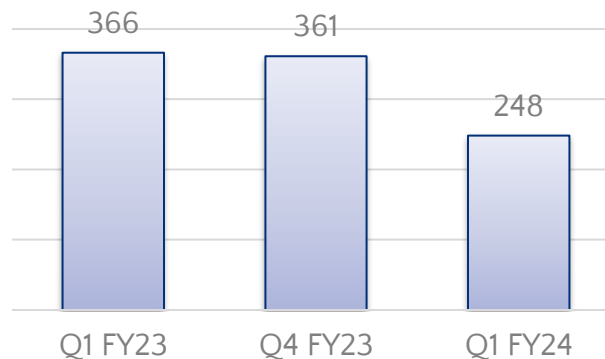


Y-o-Y **-13%** ▼

Q-o-Q **-8%** ▼

- Topline performance was impacted due to industry-wide challenges linked to inventory destocking and persistent slowdown in EU and other markets
- DNL continues to foster development and actively explore new ventures – new customers and new markets were added during the quarter
- Wallet share is maintained or increased in all cases

EBITDA (Rs. Cr.)

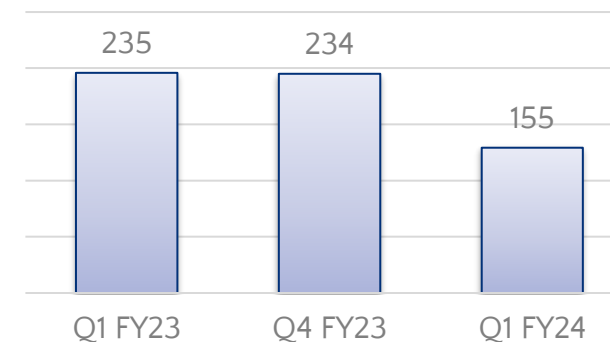


Y-o-Y **-32%** ▼

Q-o-Q **-31%** ▼

- EBITDA moderated temporarily due to trends in global industry landscape
- Aggressive opening up of China led to dumping of products leading to sharp drops in sales realization. However, the impact seems transient
- Despite these pressures, margins in Advanced Intermediates increased to 20%, from 19% in the preceding quarter

PAT (Rs. Cr.)



Y-o-Y **-34%** ▼

Q-o-Q **-34%** ▼

- PAT performance reflects the weaker demand and softening in product realisations
- PAT was further impacted in Q1 because of some destocking



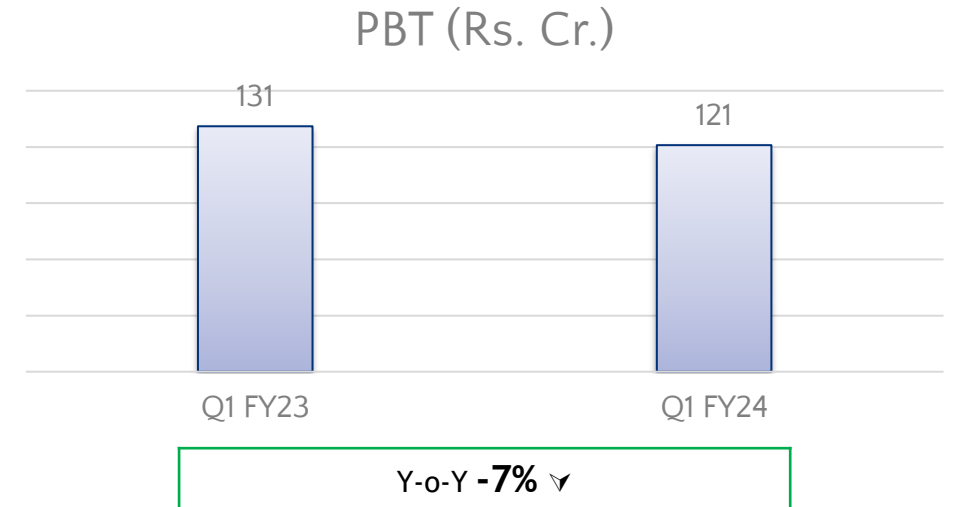
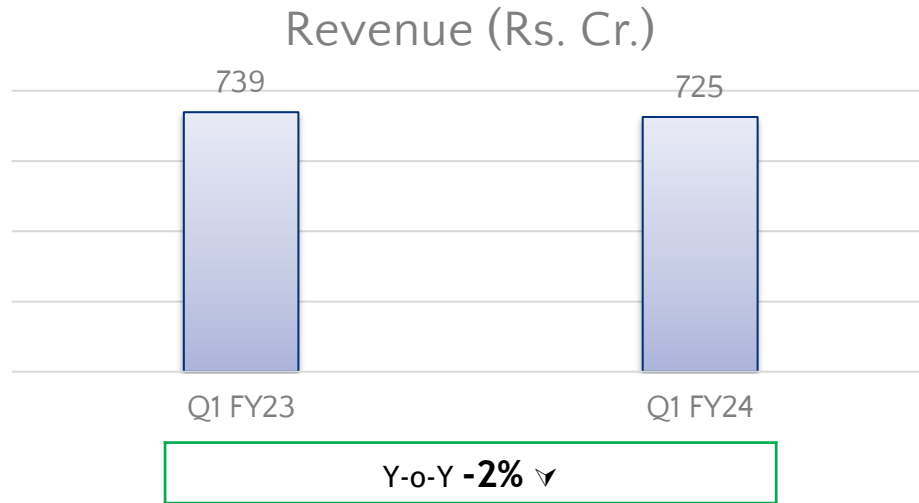
Commenting on the performance for Q1 FY24, Mr. Deepak C. Mehta, Chairman & Managing Director said:

"We entered FY24 on a challenging note while navigating through several global macro-economic pressures and a slower-than-anticipated increase in consumption, leading to modest performance. The chemical industry faced difficulties due to China's opening up and destocking of inventory across the globe. Nevertheless, we remain committed to strengthening our market position and enhancing product portfolio.

In a key milestone, our wholly owned subsidiary, Deepak Chem Tech Limited (DCTL), inked a groundbreaking Rs. 5,000 crore MoU with the Government of Gujarat. This collaboration aims to produce Specialty Chemicals, Phenol, Acetone, and Bisphenol within the state, with the aim to commence the first phase in 2024-2025 and complete the projects by 2026-2027. This is a testament of our focus on import substitution through value-addition.

We are strategically positioned to take advantage of increasing demand and benefit from the country's trend of import substitutions. Exciting projects, such as solvents like MIBK and MIBC among others, approved by the Board, will enable us to capitalize on this trend.

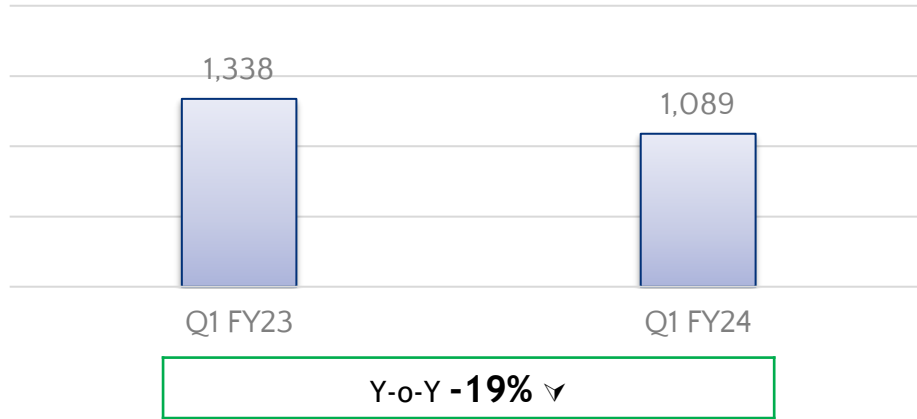
Our noteworthy investment plans reflect our enthusiasm to seize opportunities both in India and worldwide. We are continually diversifying our product offerings by introducing innovative intermediates, expanding our client base and enhancing overall value propositions. With a strong financial position, valuable client relationships, and well-considered growth investments, we are poised to elevate our business proposition."



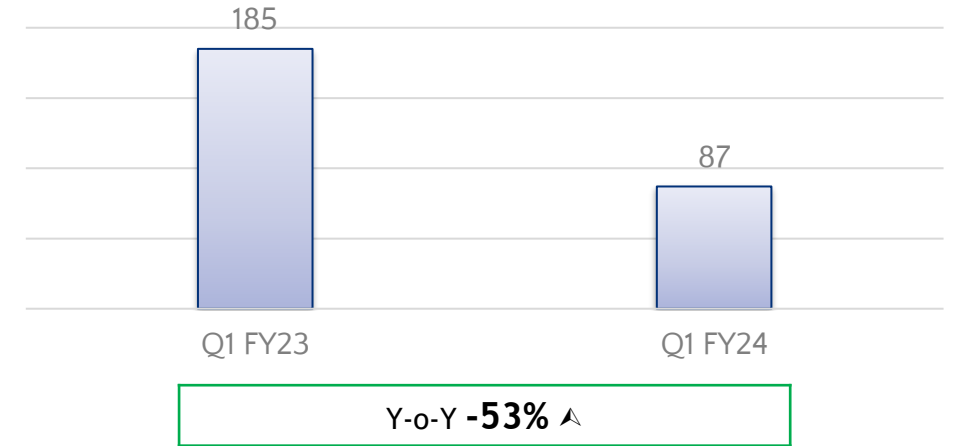
Key Highlights

- Amidst the on-going global challenges around inflation coupled with destocking and slowdown in Eurozone, the Company demonstrated immense agility and reported steady revenue by fulfilling its delivery obligations and growing wallet share in all business
- During the quarter under review, the Company undertook a successful pilot of a new agro intermediate product for a long-term commitment
- Over the next 2 years, the product basket and competency toolkit will see a raft of expansions along with significant deepening of strategic partnerships

Revenue (Rs. Cr.)



PBT (Rs. Cr.)



Key Highlights

- Revenue and EBITDA decline was in-line with contraction of Phenol spreads during the quarter on a Y-o-Y basis due to disproportionate imports from China. The Company recorded an EBITDA margin of 10% in Q1 FY24
- During the quarter, the Phenol plant achieved an impressive average capacity utilization of approximately 135% and this is expected to go up further post debottlenecking
- The phenolics segment is on course to substantially improve its downstream product offerings through phase-wise implementation of projects such as MIBC and MIBK, which are solvents, leading to higher captive utilization of acetone and resultant value addition
- Annual shutdown coincided with advanced process control commissioning

- DNL stands to reap the benefits of the 'Make in India for the World' initiative and the resurgence of the China+1 strategy, with a plethora of opportunities emerging in the sector
- With projects close to ₹25 billion under execution across its key product lines, DNL is clearly committed to sustained growth and value addition
- Leveraging its robust manufacturing infrastructure and extensive expertise in chemistry, DNL has emerged as a key partner for major Indian and international conglomerates
- DNL is well-positioned to achieve incremental gains in both its segments on the back of planned commissioning of key projects slated for the coming year. These projects encompass:
 - Expanding capacity of select products through brownfield projects
 - Improving backward integration capabilities for key inputs to boost margins and provide assured supply
 - Developing value-added downstream derivatives such as solvents from Phenol and Acetone
 - Establishing new chemistry platforms for photo chlorination and fluorination
 - Investing in a compounding asset to meet the diverse requirements of India's 5G, electronics, EVs and medical devices industries
 - Creating new products that leverage world beating efficiencies to serve a range of end-user industries
 - Significant importance to sustainability by investing in multi-fuel boilers, low energy ETP, waste recycling and byproduct valorization



Consolidated P&L Statement

Particulars (₹ crore)	Q1 FY24	Q1 FY23	Y-o-Y (%)	FY23
Revenue	1,768	2,058	-14%	7,972
Other Income	38	10	296%	48
Total Revenue	1806	2,068	-13%	8,020
Total Expenditure	1,558	1,702	-8%	6,683
• Raw Material consumption and change in inventory	1,224	1,361	-4%	5,348
• Employee benefits expense	84	81	4%	318
• Power & fuel expenses	117	133	-12%	542
• Other expenses	133	127	5%	475
EBITDA	248	366	-34%	1,337
EBITDA Margin (%)	14%	18%	-400 bps	17%
Finance Costs	2	9	-79%	25
Depreciation and Amortization	38	42	-9%	166
PBT Before Expectational Items	208	315	-34%	1,146
Expectational Items	0	0	0%	0
PBT After Expectational Items	208	315	-34%	1,146
Tax expense	53	81	-34%	293
PAT	155	235	-34%	852
PAT Margin (%)	9%	11%	-200 bps	11%
EPS Basic & Diluted (₹)	11	17		62

Notes: EBITDA includes other income

Consolidated Segmental Financials – Revenue

Particulars (₹ crore)	Q1 FY24	Q1 FY23	Y-o-Y (%)	FY23
Advanced Intermediates	708	730	-3%	3,034
Phenolics	1,068	1,335	-20%	4,970
Less - Inter segment	8	7		32
Total	1,768	2058	-14%	7,972

Consolidated Segmental Financials – EBIT & Margin

Particulars (₹ crore)	Q1 FY24	Q1 FY23	Y-o-Y (%)	FY23
EBIT				
Advanced Intermediates	121	133	-9%	555
Phenolics	88	188	-53%	594
EBIT %				
Advanced Intermediates	17%	18%		18%
Phenolics	8%	14%		12%

Deepak Nitrite Limited (NSE: DEEPAKNTR, BSE: 506401) is a leading chemical intermediates producer with a diversified portfolio that caters to the dyes and pigments, agrochemical, pharmaceutical, plastics, textiles, paper and home and personal care segments and petrol derivatives intermediates – phenolics, acetone and IPA in India and overseas. Its products are manufactured across 6 locations, which are all accredited by Responsible Care.

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