



**MEGHMANI FINECHEM LTD.**

Regd. Office: CH/1, CH/2, GIDC Industrial Estate, Dahej, Tal. Vagra, Bharuch - 392 130. Gujarat, (INDIA)  
Phone: +91- 635 9953661/62/63/64/65, E-mail : helpdesk@meghmanifinechem.com,  
URL: www.meghmanifinechem.com CIN: L24100GJ2007PLC051717

28<sup>th</sup> April, 2022

To,

<b>National Stock Exchange of India Limited</b> "Exchange Plaza", Bandra-Kurla Complex, Bandra (East) <u>Mumbai 400 051</u>	<b>BSE Limited</b> Floor- 25, P J Tower, Dalal Street, <u>Mumbai 400 001</u>
<b>SCRIP CODE: MFL</b>	<b>SCRIP CODE: 53332</b>

Dear Sir,

**Sub: Revised Earnings Presentation for audited Financial Results of Q4 & FY22**

**Ref: Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015**

**Ref: Earnings Presentation submitted on 25<sup>th</sup> April, 2022.**

With reference to the above, Meghmani Finechem Limited (MFL) submits herewith revised Earnings Presentation for audited Financial Results of Q4 & FY22.

You are requested to take the same on your record and disseminate to the members.

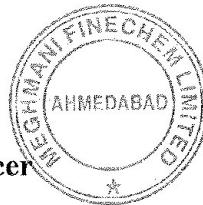
Thanking you.

Yours faithfully,

**For Meghmani Finechem Limited**

**K. D. Mehta**

**Company Secretary & Compliance Officer**





**Meghmani  
Finechem Limited**  
*Corporate Presentation*

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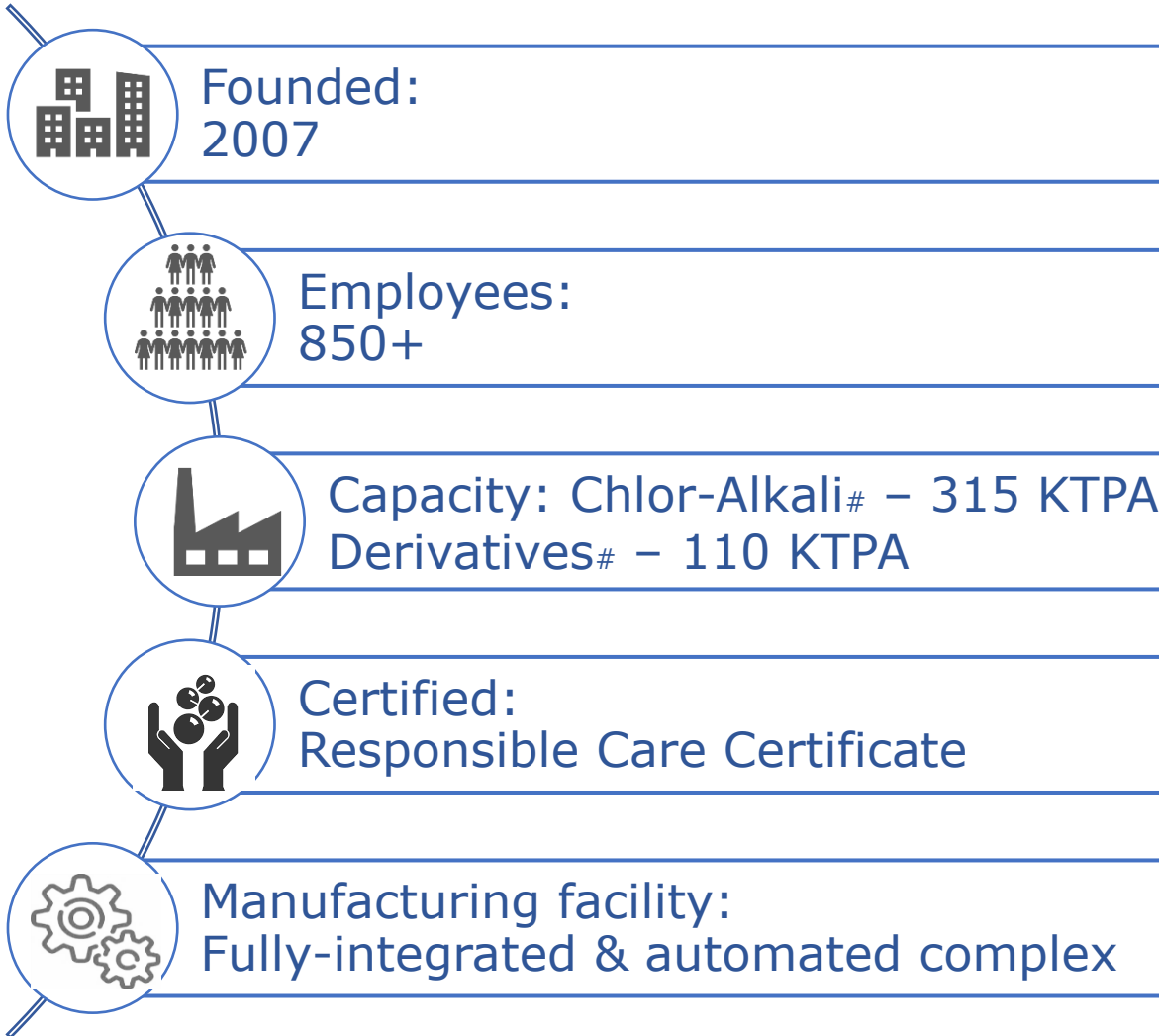
*Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward -looking statement that may be made from time to time by or on behalf of the company.*

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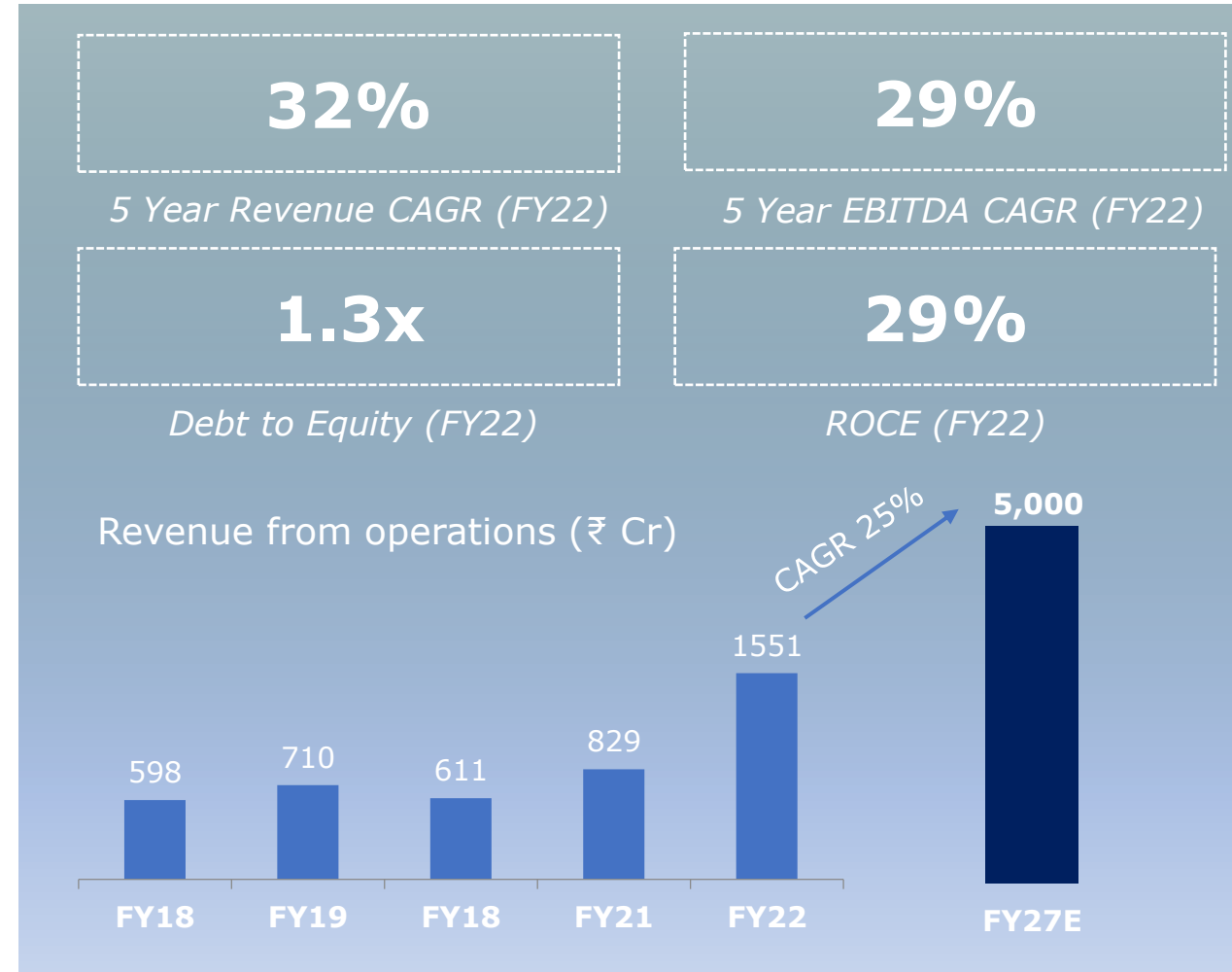
# MFL Plant Video



# Company Overview



# Chlor-Alkali : Caustic Soda - 294 KTPA and Caustic Potash - 21 KTPA  
Derivatives : Chloromethanes - 50 KTPA and Hydrogen Peroxide - 60 KTPA



# What are we into

## ESG Focus

- Strong focus on sustainability - awarded with **the 'Responsible Care' Logo by ICC**

## Our Business

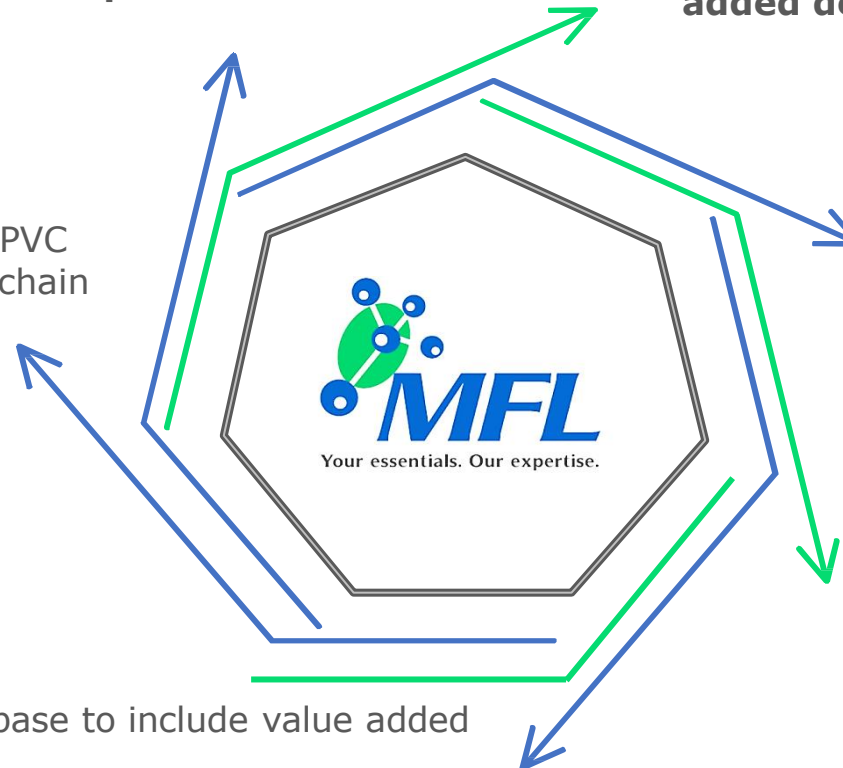
- Leading producer of **Chlor-alkali products and value added derivatives**

## Competitive Advantage

- Domestically produced ECH, CPVC and Chlorotoluene & its value chain to **largely replace import**

## Strategic Location

- State of the art manufacturing facilities in Gujarat, **Dahej –India's leading PCPIR region**



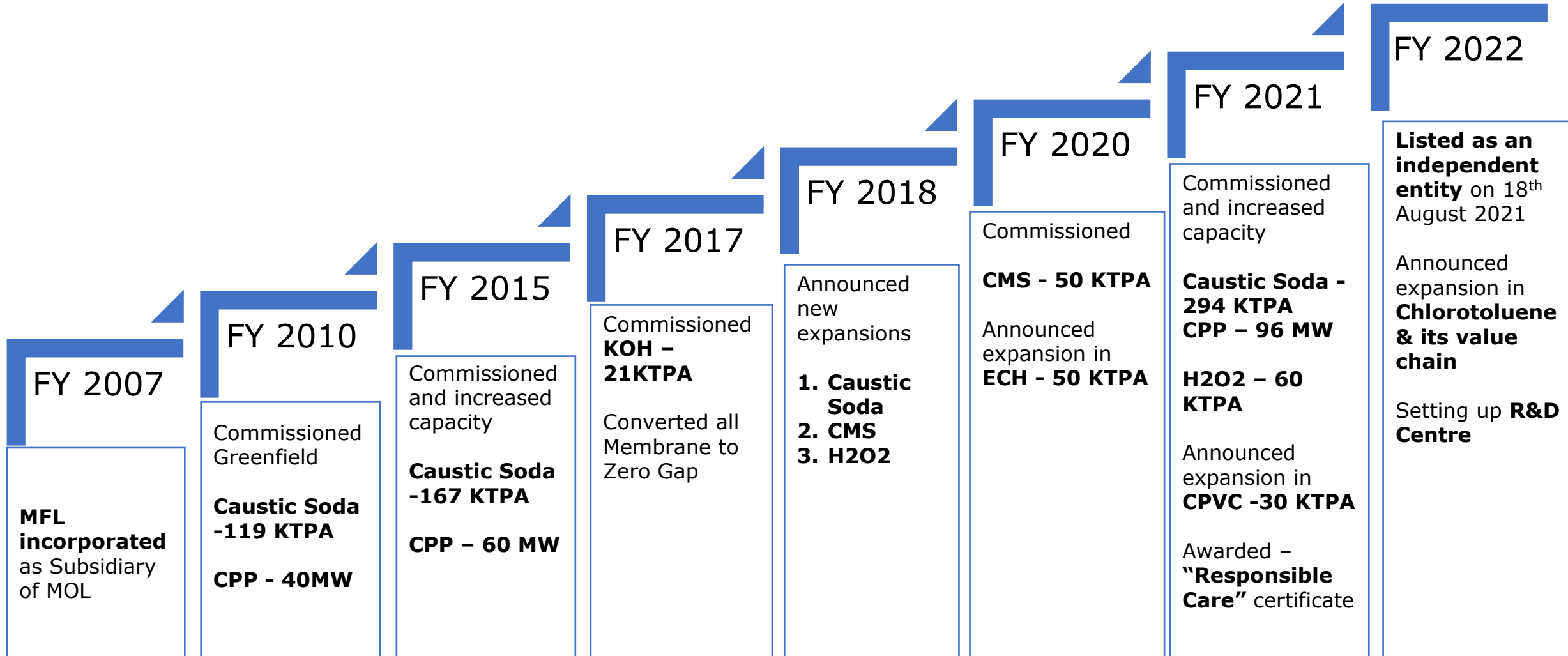
## Product Pipeline

- Expanding product base to include value added products
  - **Epichlorohydrin [ECH]**
  - **Chlorinated Polyvinyl Chloride [CPVC]**
  - **Chlorotoluene and its value chain**

## Our Products

- Currently product profile comprises of
  - **Chlor-Alkali**
  - **Chloromethane**
  - **Hydrogen Peroxide**

# Our Evolution



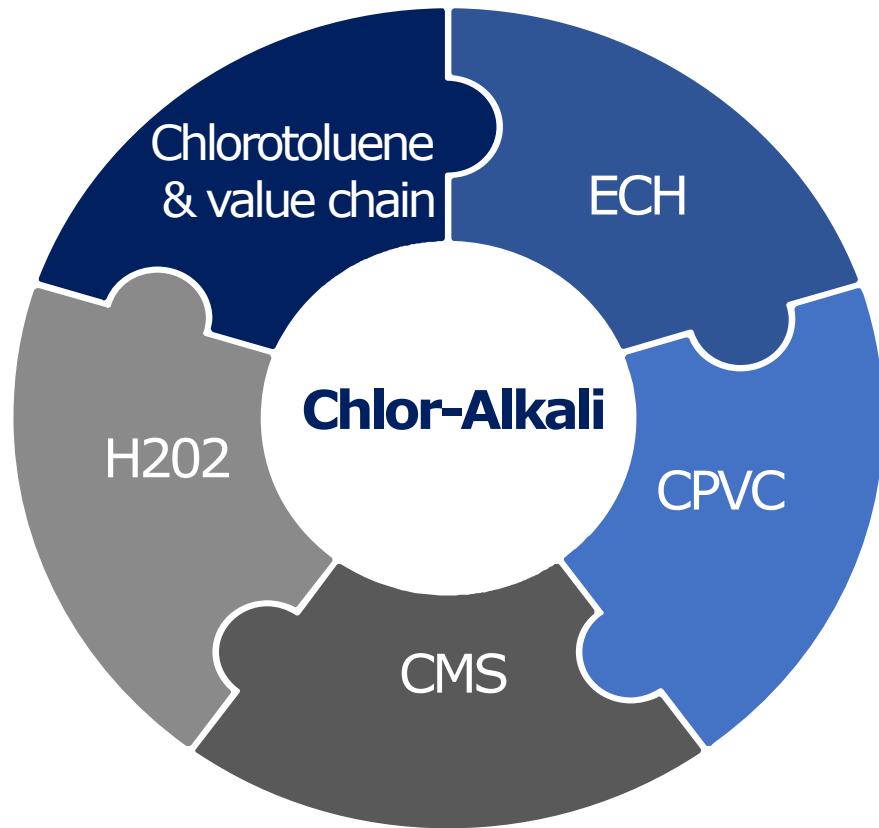
# Driven by Strong Values





# MFL Evolving to value added specialty products

## Fully Integrated Product Portfolio



High Value Products

Import Substitution – Make in India

Diversified End User Industries

Sole Manufacturer of ECH in India

**Diversifying Portfolio; De-Risking Business Model**



## Well Invested Infrastructure

- State of the art manufacturing facility
- Strategic location with close connectivity to ports and raw material availability.
- Large customer base within a 100 km radius



## Well established brand

- MFL is a known brand in Indian chemical market
- Serving domestic customers for last 12 Yrs
- Pan India reach through a wide network of distributors



## Focused on Efficiency

- Low cost operations as fully backward and forward integration
- Fully automated complex
- Continuous addition of value added products



## Diversified Application Base

- Catering to more than 15 industries
- Revenue split is evened out among customer base
- End user market growing rapidly

***Underpinned by a Technically Qualified Leadership Team***

# Catering to High Growth Industries

*Increased market potential & higher growth exposure*

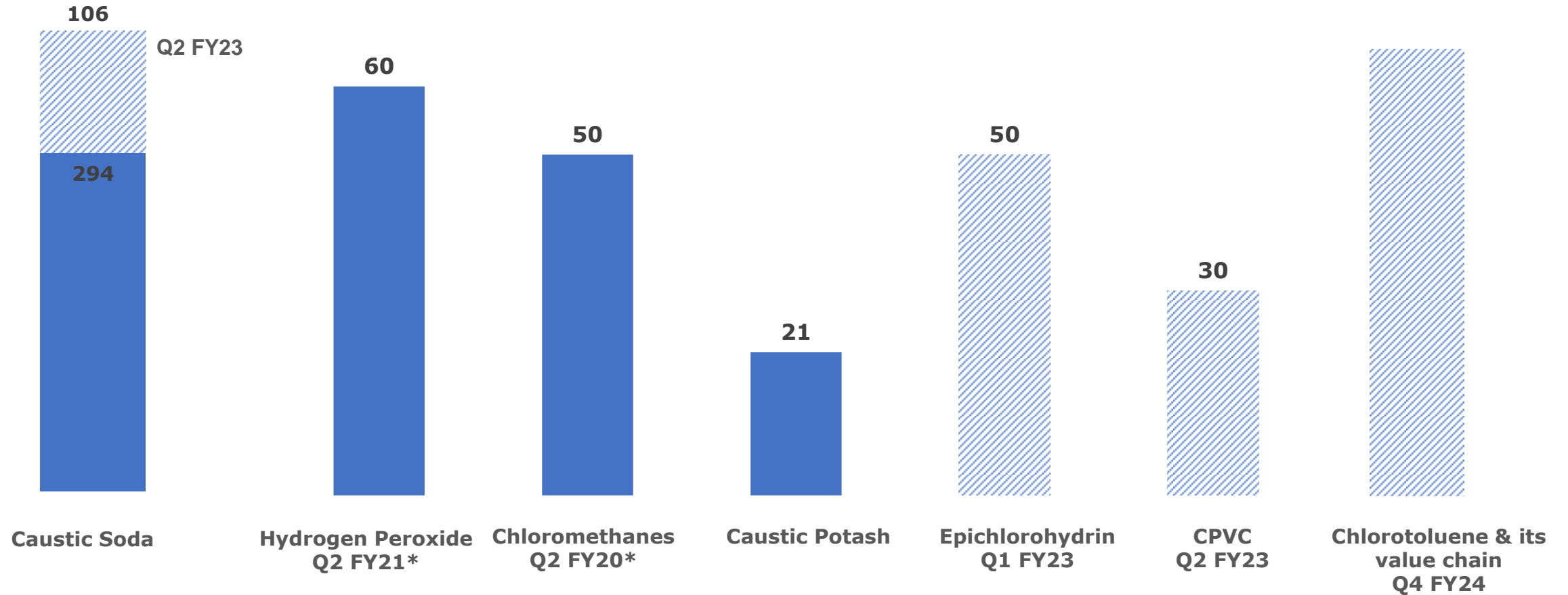


**The addressable market for MFL is growing ~10-13% in the next 5 years giving it a huge headroom for growth**

# Levers of Future Growth

*High-margin products with low-cost capacity expansion*

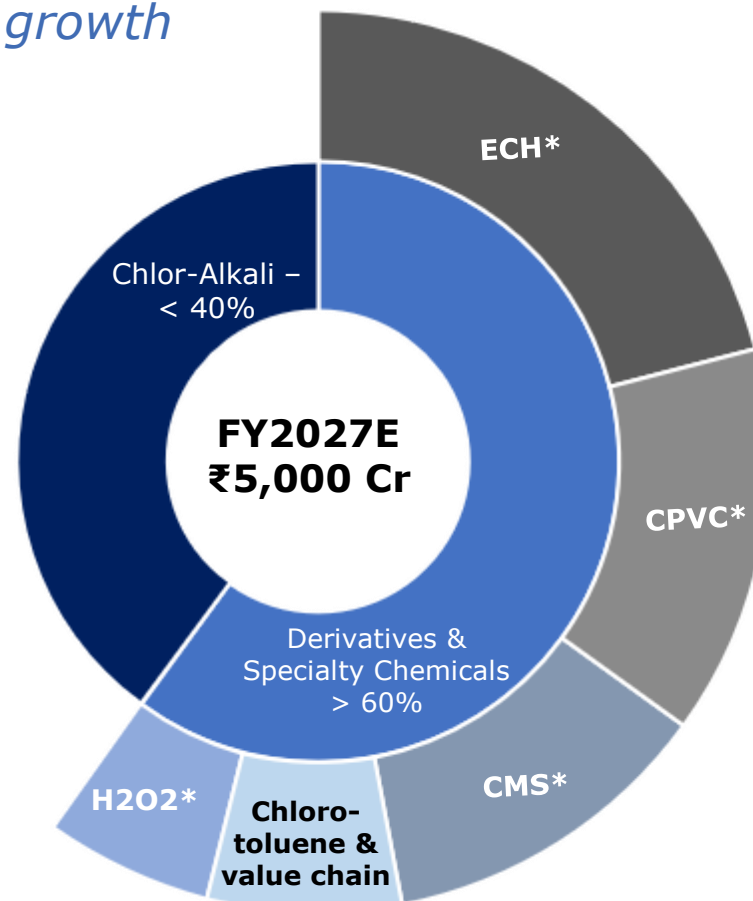
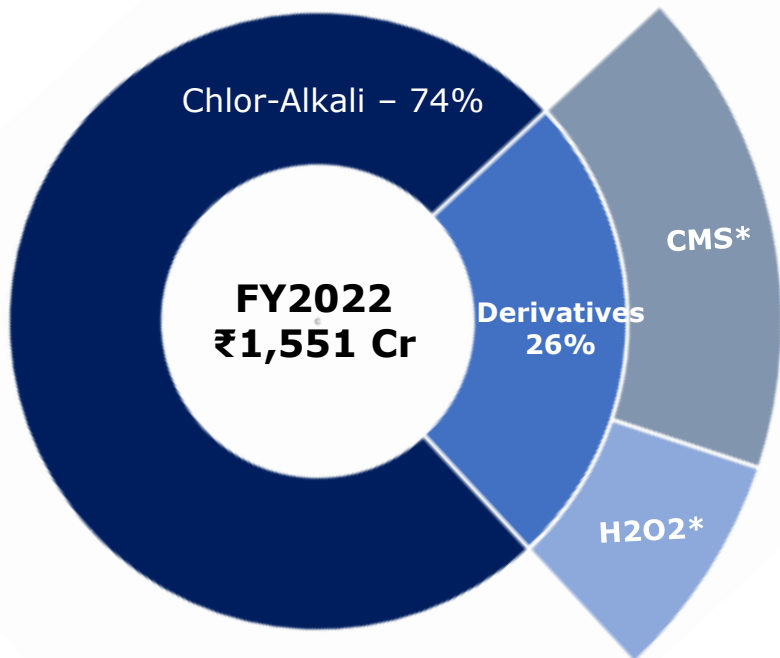
**Manufacturing Plant Capacity ('000 TPA)**



*Expected Commissioning , \* Commissioning date*

# Transitioning to Value added Specialty Chemicals

*High value products to fuel future growth*



**Revenue from the derivatives and specialty chemical segment to be >60% by FY27E**

\*CMS – Chloromethane, H2O2 – Hydrogen Peroxide, CPVC – Chlorinated Polyvinyl Chloride, ECH - Epichlorohydrin

## Caustic Soda (NaOH)

- ❖ India's NaOH Requirement: 4,000 KTPA
- ❖ Demand CAGR: ~ 8%



Alumina



Textile



Chemicals

- We are 4<sup>th</sup> largest producer in India
- Caustic Soda is basic raw material and caters to many industries. Major industries are alumina, textile, chemical, etc.
- Demand for Caustic Soda is expected to increase to 4.8 million ton by FY2025
- Co-products are key raw material for our value added downstream products (CMS, H<sub>2</sub>O<sub>2</sub>, ECH and CPVC)

## Caustic Potash (KOH)

- ❖ India's KOH Requirement: 86 KTPA
- ❖ Demand CAGR: ~ 8%



Agrochemicals



API

- We are 3<sup>rd</sup> largest producer in India
- Caustic Potash is majorly consumed in soap & detergent, agrochemical and pharmaceutical industry
- The India's capacity stands at 83 KTPA
- Co-products are key raw material for our value added downstream products (CMS, H<sub>2</sub>O<sub>2</sub>, ECH and CPVC)

## Chloromethanes (CMS)

- ❖ India's CMS Requirement: 430 KTPA
- ❖ Demand CAGR: ~ 12%



Solvent in Pharma



PTFE Pipes



Refrigerant Gas

- We are 5<sup>th</sup> largest producer in India
- CMS plant produces 3 products, MDC, Chloroform and CTC. It is majorly drive by MDC
- The India's capacity stands at 351 KPTA
- CMS is used majorly in pharmaceutical, refrigerant, Tetrafluoroethylene (TFE), etc.

## Hydrogen Peroxide (H2O2)

- ❖ India's H2O2 Requirement: 282 KTPA
- ❖ Demand CAGR: ~ 10%



Paper & pulp



Textile



Chemicals

- We are 3<sup>rd</sup> largest producer in India
- H2O2 demand will continue to grow driven by diverse industrial uses – paper & pulp, textiles, effluent treatment, chemicals, etc.
- The India's capacity stands at 384 KTPA

## CPVC Resin

- ❖ India's CPVC Requirement: 127 ktpa
- ❖ Demand CAGR: ~ 13%



Pipes and Fixtures



- Once commissioned, we will be largest producer
- Key raw material for heat resistant pipes
- Antidumping duty Imposition on Imports from China and Korea creating opportunity for domestic Market.
- Growing demand of CPVC in India for Pipe and Fittings in Chemical processing and Irrigation.
- 95% of CPVC resin demand is served through import

## Epichlorohydrin (ECH)

- ❖ India's ECH Requirement: 62 ktpa
- ❖ Demand CAGR: ~ 15%



Wind mill



Automobile



Adhesives

- 1<sup>st</sup> company in India to produce sustainable bio based ECH
- Domestic alternative for 100% imported product
- Competitive advantage due to captive raw materials
- Estimated Capex ₹ 270 Cr, with a capacity of 50 KTPA



## Project Details

- **Capex** for the project will be ₹ 180 Cr and **expected revenue of Rs. 300 Cr**
- **Expected commissioning date: Q4FY24**
- This facility will be **forward integrated to our chlor-alkali facility**
- **Range of products** will be manufactured through various reaction capabilities
- This will be **intermediates** for manufacturing **pharmaceutical and agrochemical active ingredients**

## Rationale

- **Foundation for the next phase of growth** in Specialty Chemicals
- **Chlorine is captive a raw material** - in line to strengthen fully integrated complex
- **1st in India to manufacture**, under the initiative of Make in India and Aatmanirbhar Bharat
- Facility will enable us to manufacture various reactions

## Project Details

- **Capex** for the project will be ₹ 25 Cr
- A step towards **strengthening presence in Specialty chemicals**
- **Location Changodar, Ahmedabad**

## Rationale

- R&D center will be used for creating further molecules for Chlorotoluene and other new molecules, which will be intermediates for pharmaceutical and agrochemical active ingredients
- R&D center will be helpful to create Chlorotoluene eco-system/family and strengthen fully integrated facility
- It will help the company as whole to grow in Specialty Chemical post FY2024

# Professional Management Team



**Mr. Maulik Patel**  
*Chairman & Managing  
Director*

**Mr. Kaushal Soparkar**  
*Managing Director*

Mr. Vijay Vasudeva  
*Head of Operations*

Mr. Sanjay Jain  
*Chief Financial Officer*

Mr. Yashodhan Chitnis  
*Sales Head –  
Derivatives & Specialty  
Chemicals*

Mr. Naresh Agarwal  
*Sales Head – Chlor-  
Alkali*

Mr. Pritesh Shah  
*Supply Chain*

Mr. Hamid Sayyad  
*EHS*

Mr. Rakesh Dave  
*Human Resource*

Mr. Milind Kotecha  
*Investor Relations*



## ENVIRONMENT

- Focused on using **best technology** to manage critical resources, to moderate the consumption of energy and natural resources and drive operations efficiently
- Focus is to manufacture more from less, basis for environment responsibility
- Commitment towards reduce energy intensity, graduate to cleaner processes and fuels
- Intend is to minimize effluents discharge while moderating water consumption
- **First company to produce sustainable bio-based Epichlorohydrin**
- **Safety protocols imbibing in the culture** of the company and timely management review safety systems with quantified leading and lagging indicators



## SOCIAL RESPONSIBILITY



- **Employees** – Investment in culture of excellence, timely training, scope for growth, talent investment, extensive safety provisions and supporting financially and mentally in difficult times
- **Community** – Engaged community around manufacturing plant. Supporting them in difficult times. Deeply rooted CSR in the area of education, health & family welfare, sustainable livelihood, infrastructure and other social activities
- **Customers and vendors** – Strong and long relation with customers and vendors. Over a period built on eco-system of vendors and primary customers

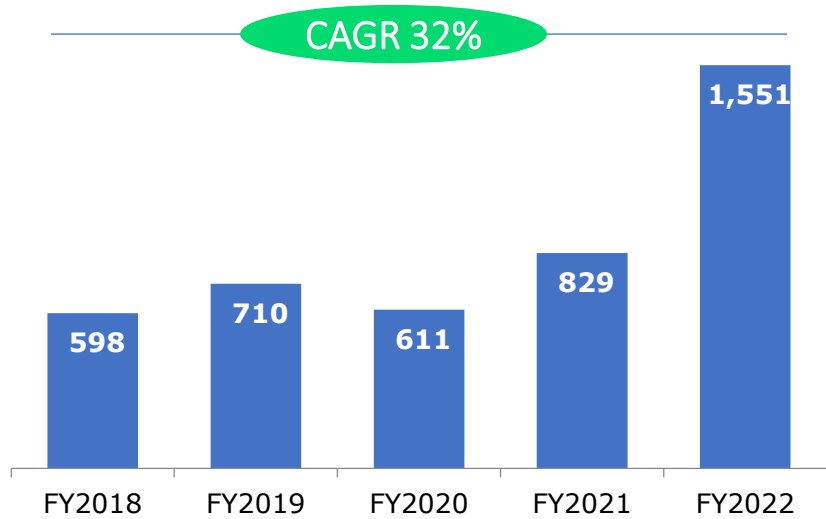
## GOVERNANCE



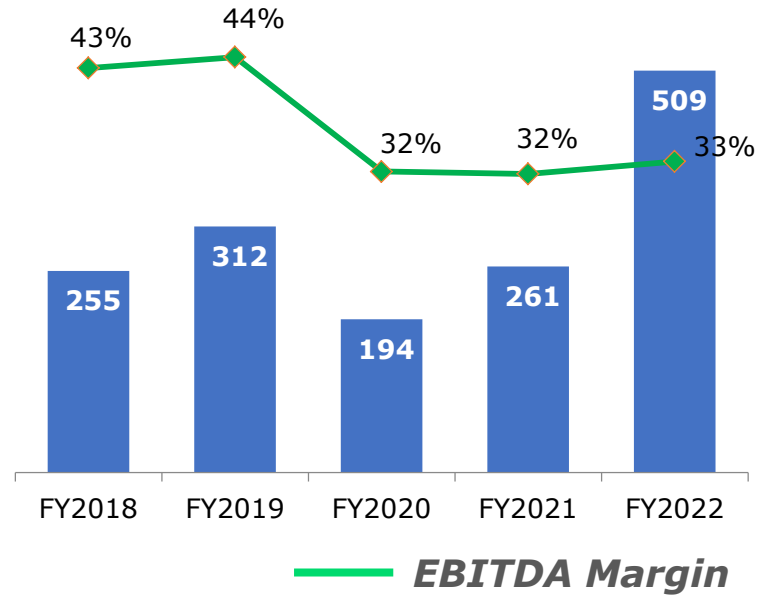
- Focus on managing the business with all stakeholders in transparent manner
- Proactive in communicating and maintaining transparency with all our stakeholders
- All the strategic decisions are taken considering interest of minority shareholders
- Timely disclosure of material announcements

# Generating Sustainable Profits

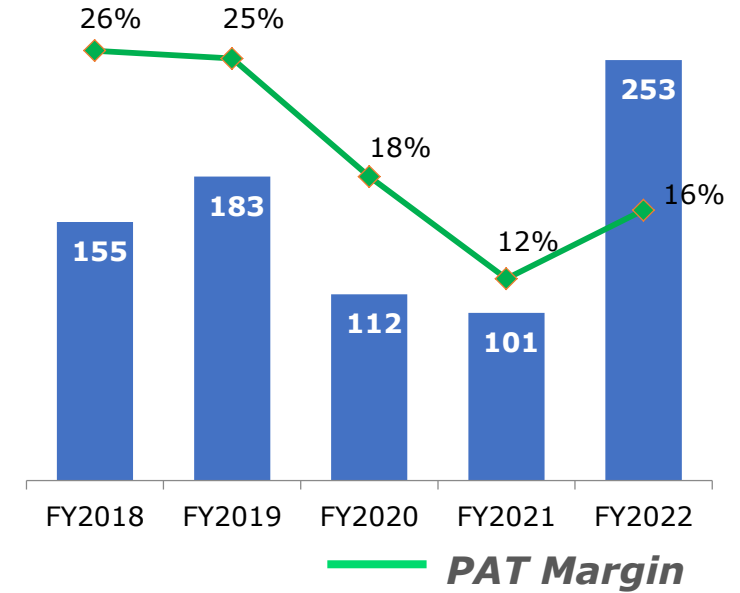
### Revenue from operations (₹ Cr)



### EBITDA (₹ Cr & %)



### PAT (₹ Cr & %)

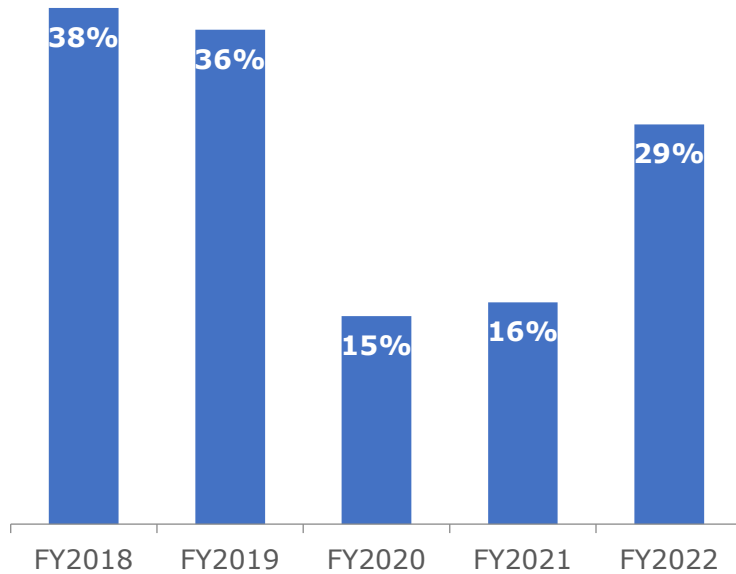


**Strong Growth Track Record**

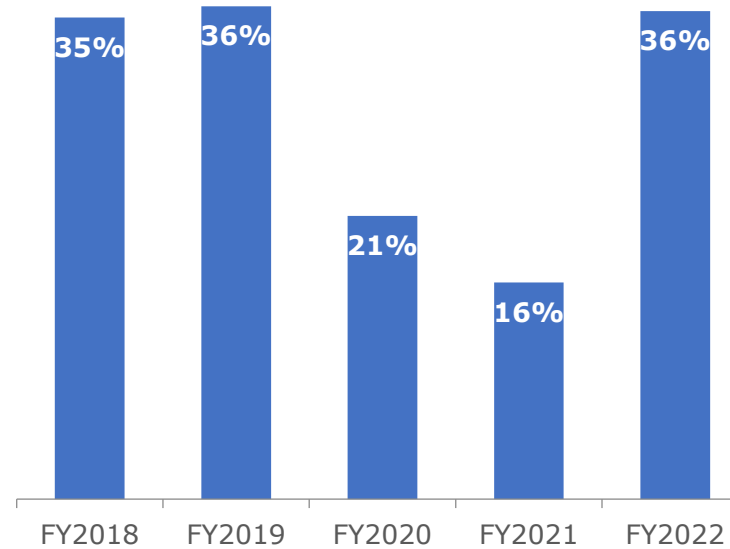
# Maintaining Strong Balance Sheet

*Achieving Strong growth without extensive debt*

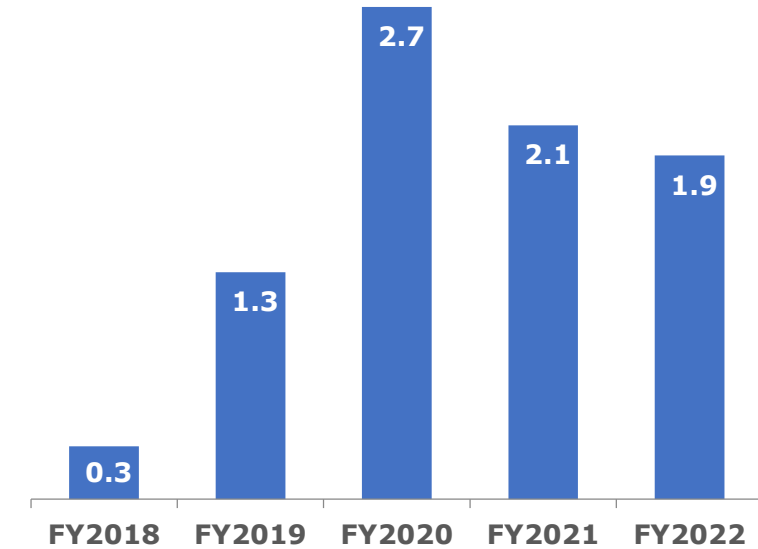
**ROCE (%)**



**ROE (%)**



**Debt/EBITDA (x)**



***Superior Balance Sheet Strength***

## **Forward & Backward Integration:**

- Scale up capacities in existing products
- New value added products in existing value chains
- Improved market position

## **Opportunities in high growth sectors:**

- Explore opportunities in various sectors
- Increase presence & improve market share
- Entering into products which are fully imported

## **New Value Chains:**

- Expand chemistry expertise to enter new value chains (specialty chemicals)
- Addition of new reaction capabilities

## **Achieving economies of scale:**

- Optimising existing complex
- Achieving efficiency operations to become a low cost producer

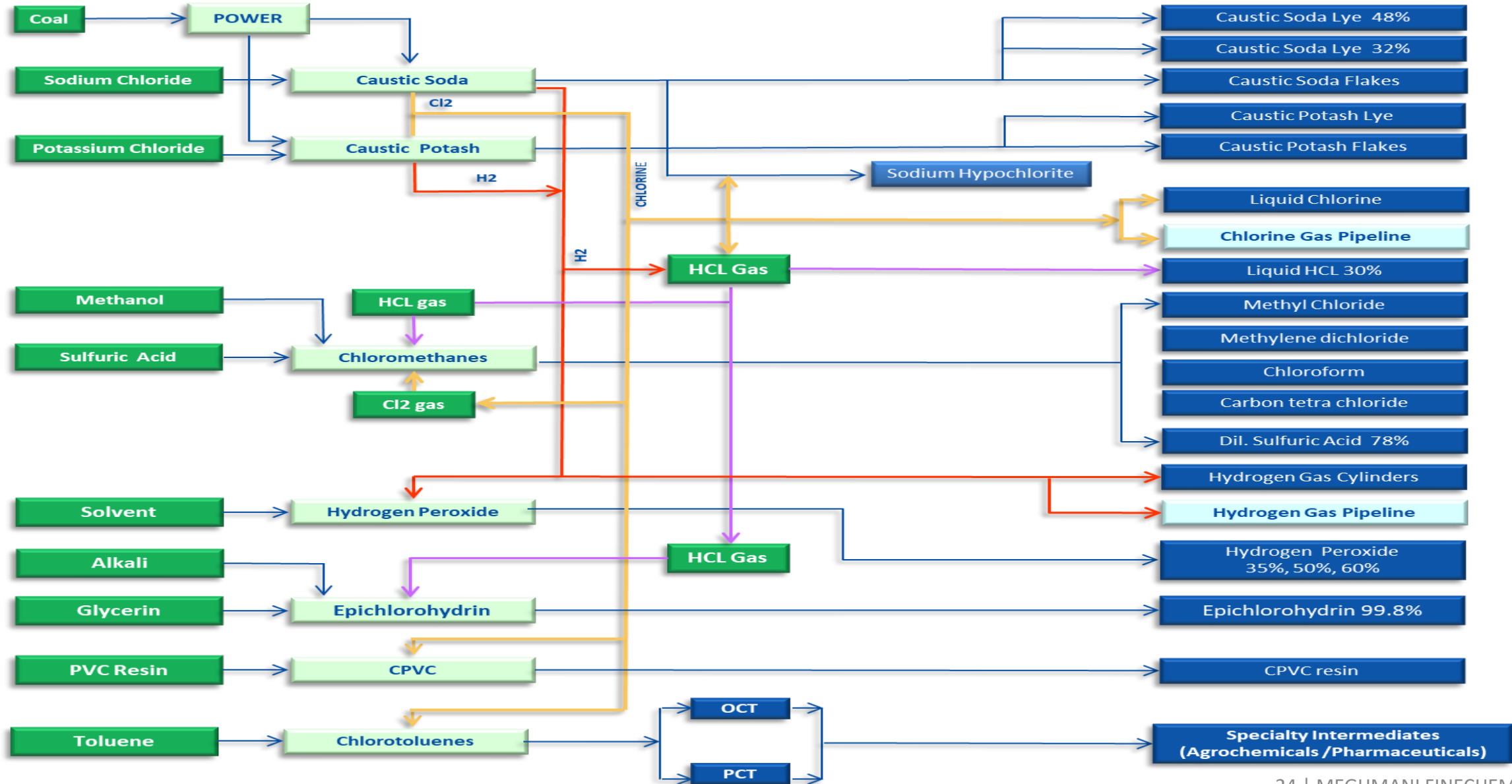
***Vision – To achieve revenue of ₹ 5,000 Cr by FY2027***

# Appendices





# Fully Integrated Complex



# Historic Income Statement



Particulars (₹ Cr)	FY18	FY19	FY20	FY21	FY22
Total Revenue	602	720	613	831	1,555
<b>Gross Profit</b>	359	455	335	443	790
<b>Gross Margin (%)</b>	<b>60%</b>	<b>64%</b>	<b>55%</b>	<b>53%</b>	<b>50.9%</b>
<b>EBITDA</b>	255	312	194	261	510
<b>EBITDA Margin (%)</b>	<b>43%</b>	<b>44%</b>	<b>32%</b>	<b>32%</b>	<b>32.9%</b>
Depreciation	55	54	44	74	86
Finance Cost	9	25	11	29	44
<b>PBT</b>	195	242	141	161	384
<b>PAT</b>	<b>155</b>	<b>183</b>	<b>112</b>	<b>101</b>	<b>253</b>
<b>PAT Margin (%)</b>	<b>25.8%</b>	<b>25.4%</b>	<b>18.3%</b>	<b>12.1%</b>	<b>16.3%</b>
EPS (₹)	<b>22.0</b>	<b>25.1</b>	<b>27.0</b>	<b>24.3</b>	<b>60.8</b>

# Historic Balance Sheet



Assets (₹ Cr)	FY20	FY21	FY22	Liabilities (₹ Cr)	FY20	FY21	FY22
Fixed Assets	1,131	1,228	1,657	Share Capital	42	42	42
Financial Assets	4	10	8	Reserves & Surplus	542	643	684
Other Non-current Assets	5	29	11	Long-Term Borrowings	418	340	557
Inventories	48	54	154	Redeemable Preference Shares	-	-	211
Trade Receivables	76	119	256	Other Non-current Liabilities	7	35	97
Cash & Bank Balances	0	1	25	Short Term Borrowings	20	75	221
Loans & Advances	0	0	0	Trade Payables	47	73	88
Other Current Assets	7	8	11	Other Current Liabilities	198	240	213
				Short Term Provisions	0	0	10
<b>Total</b>	<b>1,273</b>	<b>1,449</b>	<b>1,717</b>	<b>Total</b>	<b>1,273</b>	<b>1,449</b>	<b>1,717</b>



Your essentials. Our expertise.

## Corporate Office

“Meghmani House”, B/h Safal  
Profitaire, Corporate Road,  
Prahladnagar, Ahmedabad  
380015, Gujarat, India

## Manufacturing Site

CH/1 and CH/2, GIDC Industrial  
Estate, Dahej, Tal. Vagra, Dist.  
Bharuch – 392130,  
Gujarat, India

## Regional Office

Regus Mid-Town 1st Floor,  
101, Mid Town Plaza,  
Road No. 1, Banjara Hills,  
Hyderabad – 500033,  
Telangana India.

## Regional Office

303-B, Alpha, Main Street,  
Hiranandani Gardens, Powai.  
Mumbai – 400076.  
Maharashtra. India.

**Milind Kotecha**

[Milind.kotecha@meghmani.com](mailto:Milind.kotecha@meghmani.com)

**Surabhi Sutaria**

[surabhi@goindiaadvisors.com](mailto:surabhi@goindiaadvisors.com)

[www.meghmanifinechem.com](http://www.meghmanifinechem.com)