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November 6, 2022

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code - 543336	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 050 Scrip Symbol - CHEMPLASTS
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Subject: Investor Presentation

Please find enclosed copy of Investor Presentation.

Copy of Investor Presentation will also be available on the website of the company at www.chemplastsanmar.com.

Thanking You,
Yours faithfully,

For CHEMPLAST SANMAR LIMITED

M RAMAN
Company Secretary and Compliance Officer
Memb No. ACS 6248



SANMAR

Chemplast Sanmar Ltd.

Investor Presentation

Q2-FY'23 Results

November 2022



Safe Harbour

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Performance Highlights

Performance Highlights: Q2 & H1 FY'23

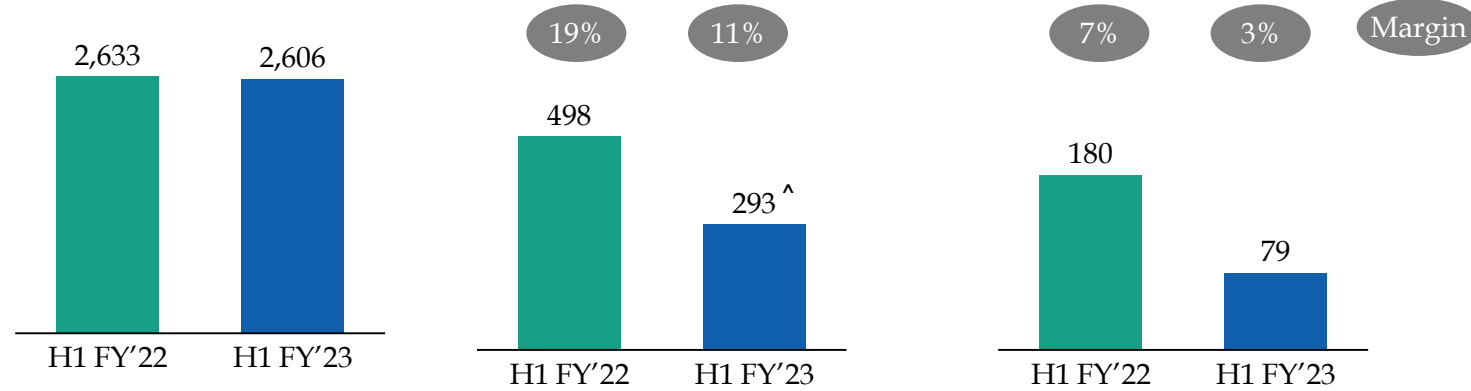
Rs. Cr

Total Revenues

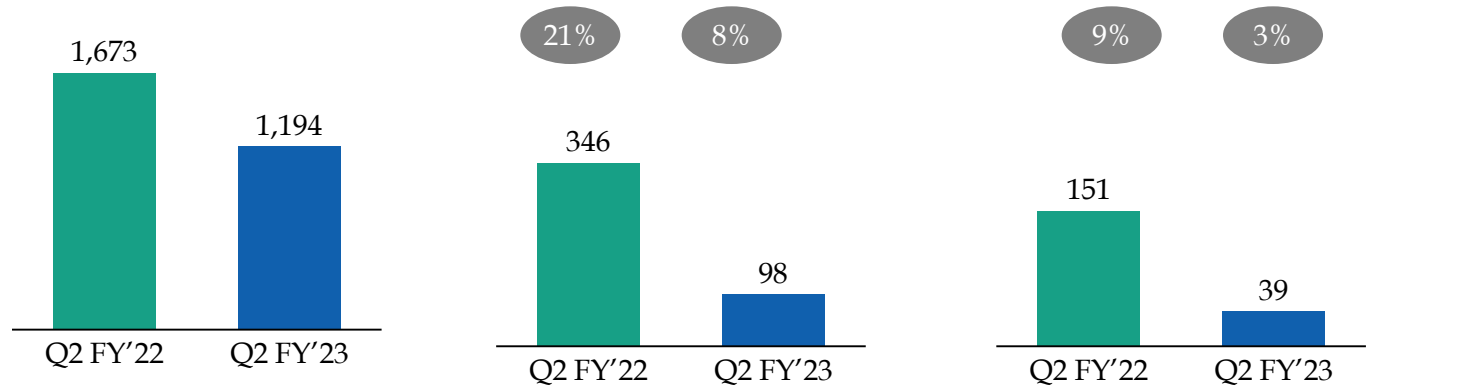
EBITDA

PAT

Half Yearly



Quarterly



Key highlights

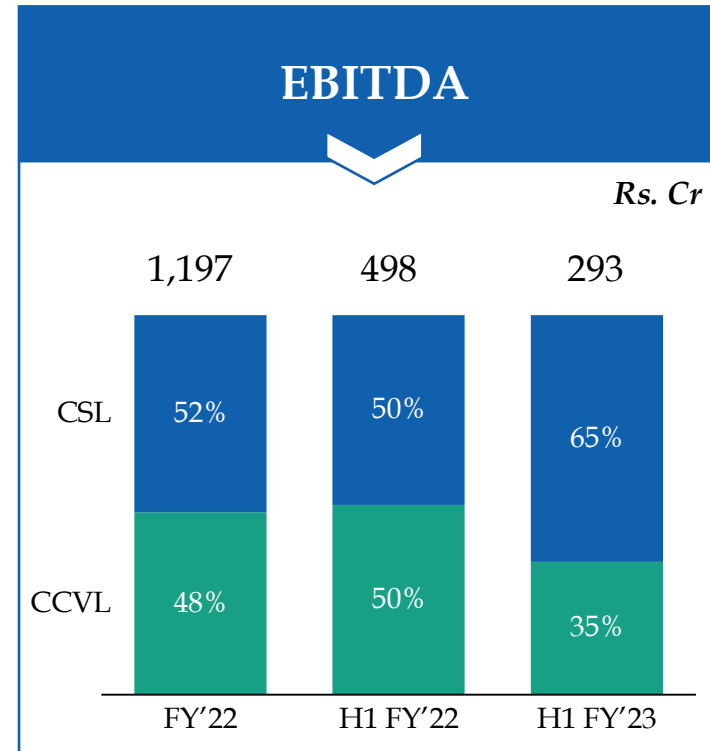
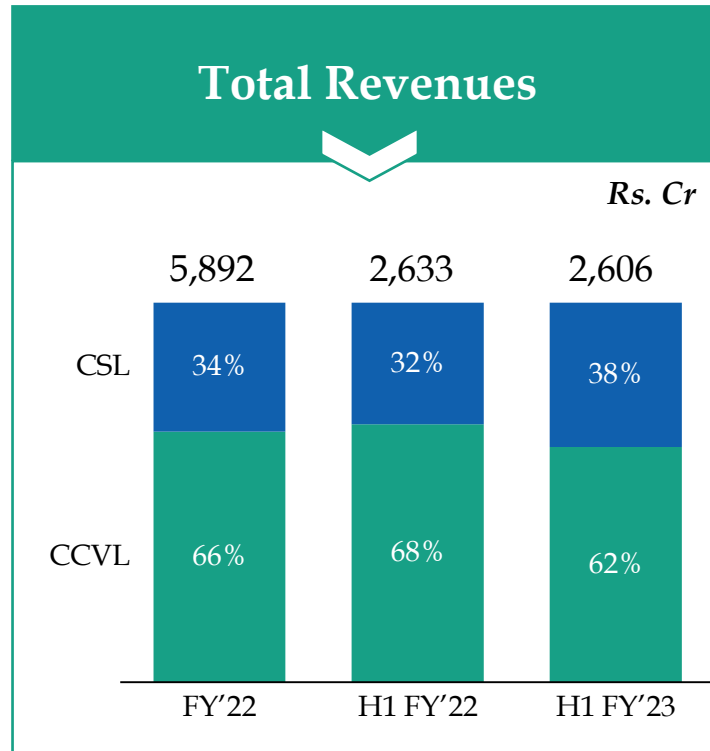
- Volumes of all products witnessed an increase in H1-FY'23 compared to the volumes in the corresponding period last year
- Uncertainty in the pricing environment continues for Paste PVC and Suspension PVC
- Feedstock (EDC and VCM) prices have also dropped, albeit with a lag. The benefit will however be realized only once the PVC prices stabilize; expect price stability by end of Q3
- Custom Manufacturing business continued to see healthy demand in Q2-FY'23
- In Q2-FY'23, Other Chemicals[#] delivered a 37% increase in revenues on y-o-y basis, primarily led by growth in terms of both volumes and prices of Caustic soda
- Cost of Power and Fuel increased by Rs. 132 Cr and by Rs. 61 Cr as compared to H1 and Q2 of FY'22, respectively. This is mainly due to increase in coal and natural gas prices
- In H1-FY'23, the company spent Rs. 115 Cr for capex. Both the Paste PVC and Custom Manufacturing expansion projects are on track
- With a healthy cash balance of Rs. 1,400 Cr, the company continues to be net cash positive on a consolidated basis

- Includes Caustic Soda, Chloromethanes, Refrigerant gases and Hydrogen Peroxide

[^] Excludes negative impact of ~ Rs. 81 cr in Q1-FY'23 due to write down in the carrying value of stocks of major intermediates and finished products

Specialty Chemicals Continue to Drive the Profitability

Currently, Suspension PVC dominates the sales mix. However, in terms of profitability, share of Specialty vehicle (CSL) is larger



In the long term, once our proposed expansions come on-stream, Specialty vehicle (CSL) would contribute even larger share of profitability

MD's Message



Ramkumar Shankar
Managing Director

"The unique situation that the PVC industry is experiencing continued through this quarter. Our business continued to face headwinds in Q2 FY'23 as well due to the zero-COVID policies in China, rising energy costs due to the Russia-Ukraine war and overall inflationary pressures. Chinese shutdowns related to zero-COVID policies led to inventory build up in China and continuous dumping into India, though some reduction has been witnessed in the last couple of months. With our strong balance sheet and portfolio of products, we have been able to fare reasonably well in this extremely tough situation. We closed the first half of the fiscal with a flat top-line and a double digit EBITDA margin of 11%. Falling prices of finished goods coupled with increase in energy costs have resulted in reduction of margins.

We believe that both Paste PVC and Suspension PVC prices are nearing the bottom and with lower feedstock price, we expect to see an upturn from Q4-FY'23 onwards.

Based on current trends, Custom Manufacturing business is expected to grow at ~30% in FY'23. Recently, we have signed a Letter of Intent with a global innovator to supply an advanced intermediate for a recently launched active ingredient. To cater to the additional volumes of Custom Manufacturing business, we plan to increase the capacity in Phase 1 itself and fast track the expansion. We expect to achieve significant growth in this segment in the coming years.

Caustic Soda prices continue to remain healthy.

Demand for Chloromethanes is also steady. There have been a few capacity additions recently which could have a temporary impact on prices. However, we expect the prices to recover once the market absorbs the additional quantities.

Hydrogen peroxide demand increased on the back of improved demand from paper industry; the outlook remains positive with rising prices due to the tightness in the natural gas availability impacting supply in the region.

Energy costs continue to remain high, with coal and natural gas prices on an upward trend.

Both our capex projects are on track and slated to meet expected timelines."

Product group-wise Volumes & Revenues: Q2 & H1 FY'23

mt

Sales Volume	Q2 FY'23	Q2 FY'22	Y-o-Y	H1 FY'23	H1 FY'22	Y-o-Y
Specialty Chemicals	20,064	20,842	-4%	33,703	29,677	14%
Other Chemicals #	41,690	37,851	10%	79,679	66,633	20%
Suspension PVC	77,933	93,331	-16%	152,417	146,496	4%
Total Sales Volume	139,688	152,024	-8%	265,799	242,806	9%

Rs. Cr

Total Revenue	Q2 FY'23	Q2 FY'22	Y-o-Y	H1 FY'23	H1 FY'22	Y-o-Y
Specialty Chemicals	287	370	-22%	544	563	-3%
Other Chemicals #	226	164	37%	457	283	61%
Suspension PVC	682	1,139	-40%	1,605	1,787	-10%
Consolidated Revenues	1,194	1,673	-29%	2,606	2,633	-1%

"mt" stands for metric tons

- Includes Caustic Soda, Chloromethanes, Refrigerant gases and Hydrogen Peroxide

Consolidated Profit & Loss Account

Rs. Cr

Particulars	Q2 FY'23	Q2 FY'22	Y-o-Y	H1 FY'23	H1 FY'22	Y-o-Y
Revenue from Operations	1,194	1,673	-29%	2,606	2,633	-1%
Cost of Goods Sold	782	1,077		1,686	1,675	
Employee Cost	38	33		74	61	
Other Expenses	276	217		553	399	
EBITDA	98	346	-72%	293	498	-41%
EBITDA Margin %	8.2%	20.7%		11.2%	18.9%	
Other income	17	22		32	36	
Depreciation	33	33		74	64	
EBIT	82	335	-76%	251	469	-47%
Finance Cost	40	149		76	249	
Profit Before Tax and exceptional items	42	186	-78%	175	220	-20%
Exceptional Items**	-	-		(81)	-	
Profit Before Tax	42	186	-78%	94	220	-57%
Tax	3	35		15	40	
PAT	39	151	-75%	79	180	-56%
PAT Margin %	3.2%	9.0%		3.0%	6.8%	
Basic EPS (Rs./share)	2.44	10.51		5.00	12.95	

** Negative impact in Q1-FY'23 due to write down in the carrying value of stocks of major intermediates and finished products

Consolidated Balance Sheet

ASSETS	Sep-22	Mar-22
Non-Current Assets		
a) Property, Plant And Equipment	3,148	3,195
b) Capital Work in Progress	73	34
c) Right Of Use Asset	64	64
d) Intangible Assets	-	-
e) Other Financial Assets	25	20
f) Other Non-Current Assets	97	28
g) Investment in Associate and JV	-	-
Sub-Total - Non-Current Assets	3,407	3,341
Current Assets		
a) Inventories	655	711
b) Financial Assets		
i) Trade Receivables	151	190
ii) Cash And Cash Equivalentents	1,156	1,000
iii) Bank Balances	244	229
iv) Other Financial Assets	107	92
c) Other Current Assets	26	39
d) Derivative assets	66	-
Sub-Total - Current Assets	2,404	2,261
Total - Assets	5,810	5,602

EQUITY AND LIABILITIES	Sep-22	Mar-22
Equity		
a) Equity Share Capital	79	79
b) Other Equity	1,671	1,592
c) Instruments entirely equity in nature	34	34
Total Equity	1,784	1,705
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	842	799
ii) Lease Liabilities	10	11
b) Other Non current Liabilities	98	88
c) Deferred Tax Liabilities (Net)	733	741
Sub-Total - Non-Current Liabilities	1,684	1,639
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	70	68
ii) Trade Payables	2,063	1,932
iii) Other Financial Liabilities	134	107
iv) Lease Liabilities	3	3
b) Other Current Liabilities	44	88
c) Derivative liabilities	-	7
Current tax liabilities (net)	28	53
Sub-Total - Current Liabilities	2,342	2,258
Total - Equity And Liabilities	5,810	5,602

Consolidated Cashflow Statement

Rs. Cr

Particulars	Sep-22	Sep-21
Net Profit Before Tax	94	220
Adjustments for: Non Cash Items / Other Investment or Financial Items	189	287
Operating profit before working capital changes	283	507
Changes in working capital	83	36
Cash generated from Operations	366	544
Direct taxes paid (net of refund)	(65)	(66)
Net Cash from Operating Activities	300	478
Net Cash from Investing Activities	(105)	(57)
Net Cash from Financing Activities	(39)	(139)
Net Increase in Cash and Cash equivalents	156	281
Add: Cash & Cash equivalents at the beginning of the period	1,000	303
Cash & Cash equivalents at the end of the period	1,156	585

Stand-alone Profit & Loss Account

Rs. Cr

Particulars	Q2 FY'23	Q2 FY'22	Y-o-Y	H1 FY'23	H1 FY'22	Y-o-Y
Revenue from Operations	569	534	7%	1,139	846	35%
Cost of Goods Sold	264	209		492	284	
Employee Cost	25	19		49	38	
Other Expenses	210	156		407	277	
EBITDA	70	151	-54%	191	247	-23%
<i>EBITDA Margin</i>	<i>12.2%</i>	<i>28.3%</i>		<i>16.8%</i>	<i>29.2%</i>	
Other income	7	15		14	23	
Depreciation	22	23		47	43	
EBIT	55	144	-62%	158	228	-31%
Finance Cost	7	70		12	130	
Profit before Tax and Exceptional items	48	74	-35%	146	97	50%
Exceptional items **	-	-		-50	-	
Profit before Tax	48	74	-35%	97	97	-1%
Tax	6	7		16	9	
PAT	42	67	-38%	81	89	-9%
<i>PAT Margin %</i>	<i>7.4%</i>	<i>12.6%</i>		<i>7.1%</i>	<i>10.5%</i>	
Basic EPS (Rs./share)	2.65	4.66		5.09	6.37	



** Negative impact in Q1-FY23 due to write down in the carrying value of stocks of major intermediates and finished products

Stand-alone Balance Sheet

ASSETS	Sep-22	Mar-22
Non-Current Assets		
a) Property, Plant And Equipment	2,196	2,220
b) Capital Work in Progress	66	27
c) Right Of Use Asset	13	12
d) Intangible Assets	1,556	1,556
e) Other Financial Assets	18	16
f) Other Non-Current Assets	72	26
g) Investment in Associate and JV	-	-
Sub-Total - Non-Current Assets	3,921	3,857
Current Assets		
a) Inventories	411	347
b) Financial Assets		
i) Trade Receivables	277	180
ii) Cash And Cash Equivalentents	445	357
iii) Bank Balances	106	113
iv) Other Financial Assets	90	77
c) Other Current Assets	17	22
d) Derivative assets	14	-
Sub-Total - Current Assets	1,360	1,096
Total - Assets	5,281	4,954

EQUITY AND LIABILITIES	Sep-22	Mar-22
Equity		
a) Equity Share Capital	79	79
b) Other Equity	3,799	3,718
c) Instruments entirely equity in nature		
Total Equity	3,878	3,797
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	77	-
ii) Lease Liabilities	10	11
b) Other Non current Liabilities	68	62
c) Deferred Tax Liabilities (Net)	533	537
Sub-Total - Non-Current Liabilities	688	610
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	-	-
ii) Trade Payables	573	386
iii) Other Financial Liabilities	87	78
iv) Lease Liabilities	3	3
b) Other Current Liabilities	29	47
c) Derivative liabilities	-	2
Current tax liabilities (net)	23	31
Sub-Total - Current Liabilities	715	546
Total - Equity And Liabilities	5,281	4,954

Stand-alone Cashflow Statement

Rs. Cr

Particulars	Sep-22	Sep-21
Net Profit Before Tax	97	97
Adjustments for: Non Cash Items / Other Investment or Financial Items	88	148
Operating profit before working capital changes	185	245
Changes in working capital	(33)	(187)
Cash generated from Operations	152	58
Direct taxes paid (net of refund)	(28)	(29)
Net Cash from Operating Activities	124	29
Net Cash from Investing Activities	(94)	51
Net Cash from Financing Activities	58	(22)
Net Increase in Cash and Cash equivalents	88	59
Add: Cash & Cash equivalents at the beginning of the period	357	74
Cash & Cash equivalents at the end of the period	445	133



Company Overview

Chemplast Sanmar: Leading Chemical Manufacturer in India...



Consolidated revenue

Rs. 5,892 cr
FY'22

Rs. 2,606 cr
H1 FY'23

Marquee parentage



The Sanmar Group is amongst the oldest and most prominent corporate groups in South India

FAIRFAX INDIA

Fairfax, a well-known international investor, has been an investor since 2016 in the SHL Chemicals Group ⁽²⁾







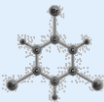



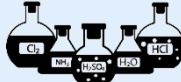










4
Manufacturing Facilities with a high degree of backward integration ⁽³⁾

Experienced management team with deep domain expertise

Note:

- 1. S-PVC - Suspension PVC ;
 - 2. Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited ("CCVL")
 - 3. Through FIH Mauritius Investments Limited
- For significant portion of its operation

... with a Diversified Product Portfolio

	Chemplast Sanmar					CCVL (1)
	Specialty Chemicals		Other Chemicals			Suspension PVC
End user industries	<u>Specialty Paste PVC resin</u>  Footwear  Auto upholstery  Leather  Mats	<u>Custom manufacturing</u>  Pharma  Agrochemicals  API Molecules  Chemicals	<u>Caustic soda</u>  Paper  Textile  Chemicals	<u>Hydrogen peroxide</u>  Paper & Pulp  Textile Park  Effluent treatment at refineries  Disinfectants	<u>Chloromethanes</u>  Pharma  Agro-Chemicals  Refrigerants (HFOs)	 Irrigation  Urban infra  Real estate
Capacity	66,000 mtpa	1,068 mtpa	119,000 mtpa	34,000⁽²⁾ mtpa	35,000 mtpa	331,000 mtpa
H1 FY'23 Sales split	21%		17%			62%

Note:

1. Wholly owned subsidiary of Chemplast Sanmar Ltd.
2. The hydrogen peroxide capacity is calculated at 50% concentration level, in line with industry standards. ('mtpa' stands for metric tons per annum)

Specialty Paste PVC Resin

Industry Overview

143 ktpa Indian demand FY20 ⁽¹⁾

9.3%
CAGR (FY21-25) ⁽¹⁾



Domestic 55%

Imports 45%

Key growth drivers

1 **High entry barriers:** Licensed technology and lack of availability of raw materials

2 Growth in the end-user industries

3 Low per capita consumption (kg, 2019)



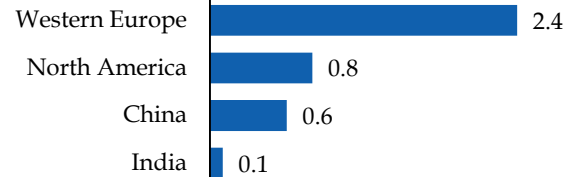
Footwear



Automotive



Vinyl Gloves



4 Permanent shut down of some plants globally (~10% of total capacity closed)

5 Lack of substitutes

Company Overview

#1 manufacturer of Specialty Paste PVC resin in India



66 ktpa
Installed capacity
at Mettur



41 ktpa
Planned capacity addition at
Cuddalore by FY24

- Manufactured at Mettur facility since 1968
- Primary raw materials include VCM, EDC, ethylene and chlorine
- Manufactures significant portion of EDC and all of VCM requirements in-house. This provides flexibility in operations and reduces dependence on external suppliers
- High repeat business – customer stickiness



Note:
1. Source : CRISIL Research
*ktpa' stands for kilo tons per annum

Custom Manufactured Chemicals

Industry Overview

US\$ 6.0 bn
Indian market size FY21 ⁽¹⁾

9.1%
CAGR (FY21-25) ⁽¹⁾



Key growth drivers



Availability of skilled economic labor



Surge in global food grain demand



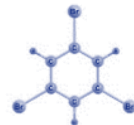
Growth in demand for drugs and hygiene products



India to be a focus region as companies move away from China for custom manufacturing



PLI Scheme for bulk drug parks



Higher penetration of API manufacturing in India

Company Overview

Leading player in custom manufacturing



1,068 mtpa
Installed capacity at Berigai



Setting up a multipurpose facility in phases

- Engaged in custom manufacturing of advanced intermediates to global innovator companies in the agro-chemical, pharmaceutical and fine chemical end uses
- Capabilities include wide range of chemistry capabilities such as cyanation, hydrogenation and liquid purification
- In-house process research, process engineering and large scale manufacturing capabilities, enables us to act as one-stop shop for manufacture of newly discovered molecules




Note:
1. Source : CRISIL Research

Other Chemicals


Industry Overview

Company Overview


Caustic Soda

3.5 mn mtpa Indian demand FY21 ⁽¹⁾	8.2% CAGR (FY21-25) ⁽¹⁾	
Key growth drivers		
<ul style="list-style-type: none"> • Growth in paper and textile industry • Increasing demand from end user industries, especially: <ul style="list-style-type: none"> • Alumina - increase in refineries • Chemical industries - dyes and paints 		
#4 manufacturer of caustic soda in South India region		
<ul style="list-style-type: none"> • Caustic soda is generated as a joint product in the process of manufacture of chlorine • Caustic soda is produced at 32% concentration levels and thereafter further concentrated to 48-50% for sale to customers 		

Hydrogen Peroxide

282 ktpa Indian demand FY21 ⁽¹⁾	10.3% CAGR (FY21-25) ⁽¹⁾	
Key growth drivers		
<ul style="list-style-type: none"> • Setting up of textile parks • Growth in paper & pulp industry • Effluent treatment at refineries to aid demand growth • Rapid growth in market size for disinfectants during COVID-19 		
#1 manufacturer of hydrogen peroxide in South India region		
<ul style="list-style-type: none"> • Hydrogen peroxide is part of downstream integration as a value added product. • Hydrogen peroxide plant is designed for a capacity of 34000 tons per year of 50 percent concentration. Production process adopted is environment-friendly. 		

Chloromethanes

510 ktpa Indian Demand FY21 ⁽¹⁾	10.1% CAGR (FY21-25) ⁽¹⁾	
Key growth drivers		
<ul style="list-style-type: none"> • Rapid growth in pharma industry • New generation refrigerants (HFOs) • Rising agrochemicals demand • PLI scheme to boost API and bulk drugs 		
One of the oldest manufacturers of chloromethanes in India		
<ul style="list-style-type: none"> • Chloromethanes refers to a group of products namely, Methyl Chloride, Methylene Di Chloride, Chloroform and Carbon Tetra Chloride. 		

Note:
1. Source : CRISIL Research

Suspension PVC (CCVL)

Industry Overview

3,340 ktpa
Indian demand in FY20⁽¹⁾

7.7%
CAGR (FY21-25) ⁽¹⁾



Key growth drivers

- 1** Significant gap between demand and supply : No new capacity additions in India in the near future and increasing supply tightness due to Chinese PVC capacity shutdowns
- 2** Low per capita consumption in India
- 3** Significant demand-supply gap due to lack of new capacity in India
- 4** Strong growth in end-use markets



Irrigation spending



Urban Infra Spending



Real Estate Sector Spending

Company Overview

#1 manufacturer of S-PVC in South India and 2nd largest in India



331 ktpa
Installed capacity
at Cuddalore

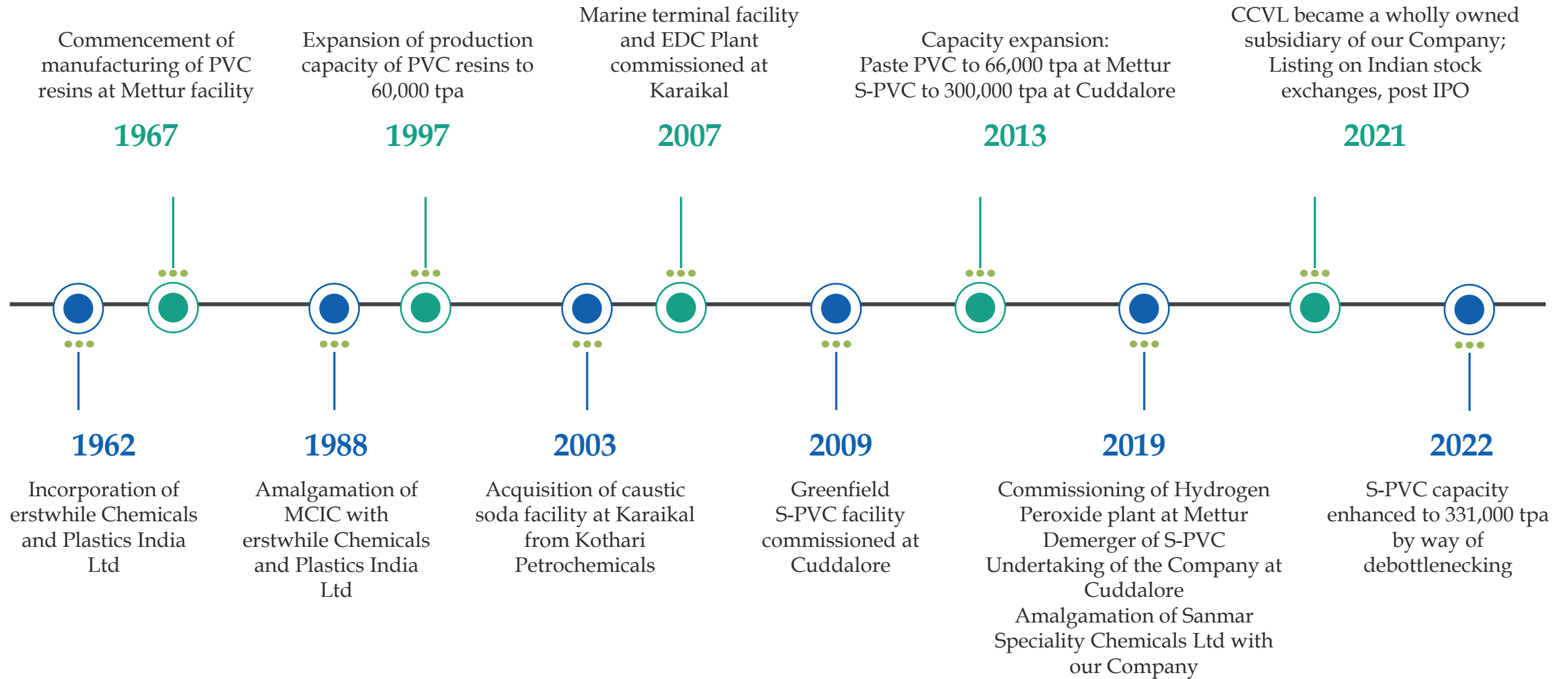
(31 ktpa added in May-22 via debottlenecking)

- Manufactured at Cuddalore facility since 2009. This facility has a captive import terminal facilitating VCM imports for PVC production



Note:
1. Source : CRISIL Research

Legacy of Over Five Decades



Responsible Care®
FOR CHEMICALS MANUFACTURING

Chemplast Sanmar: Key Highlights

Leadership position across a wide array of products; Growing end-use applications; Wide and stable customer base

High entry barriers

Paste PVC manufacturing technology is closely guarded and is not available on licence

The custom manufacturing industry has significant entry barriers, including customer validation and approvals, expectation from customers for process innovation and cost reduction, high quality standards and stringent specifications

Highly integrated operations enabling greater value-addition and flexibility in operations resulting in superior yields

Robust expansion pipeline to benefit from structural changes in the supply side dynamics; Ability to expand at a fast pace due to surplus land and infrastructure

Established and stable relationship with suppliers

Marquee parentage, eminent board of directors and experienced management team with domain expertise

Healthy financial performance and robust balance sheet with net cash surplus

Organizational Capabilities

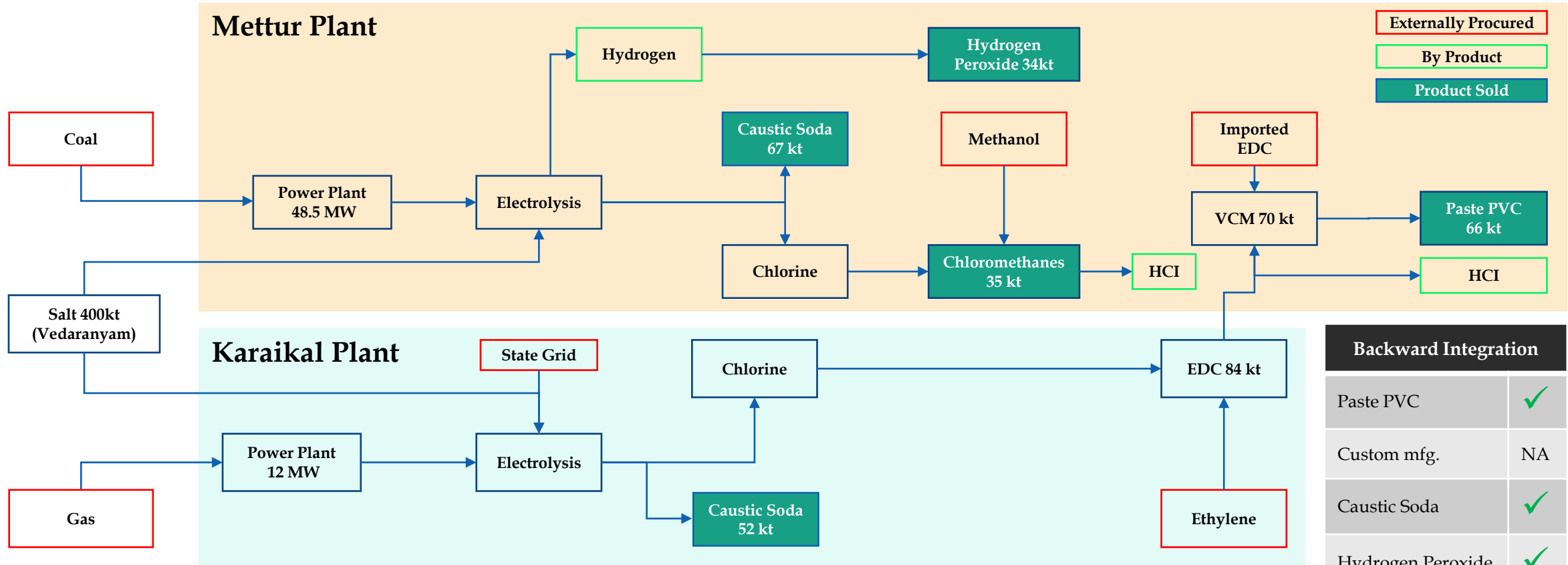


Quality Manufacturing Facilities...

Location	Mettur, Tamilnadu	Berigai Tamilnadu	Karaikal, Puducherry	Cuddalore, Tamilnadu	
Capacity	Paste PVC	66 ktpa	Custom manufacturing 1068 mtpa	Caustic soda 52 ktpa	
	Caustic Soda	67 ktpa			
	Hydrogen Peroxide	34 ktpa			
	Chloromethanes	35 ktpa			
	Refrigerant gas	1.7 ktpa			
Key highlights	<ul style="list-style-type: none"> Zero liquid discharge facility Sourcing of power from a captive power plant of 48.5 MW Leased salt field to ensure stable supply 	<ul style="list-style-type: none"> Multi-purpose facility Fully automated with distributed control systems and modern technologies Capability to support development work in various chemistries at the laboratory scale and pilot scale 	<ul style="list-style-type: none"> Zero liquid discharge plant Desalination plant Captive terminal for import of feedstock and sale of product Two captive power plants of 8.5 MW and 3.5 MW Double walled insulated cryogenic ethylene storage tank with 4 kt capacity Leased salt field to ensure stable supply 	<ul style="list-style-type: none"> Zero liquid discharge plant Desalination plant Captive terminal for import of feedstock Two refrigerated VCM storage tanks with a capacity of 7,500 MT each 31 ktpa added in May-22 via debottlenecking 	
	ISO 14001 2015	✓	✓	✓	✓
	ISO 9001 2015	✓	✓	✓	✓
	ISO 45001 2015	✓	✓	✓	✓

With all facilities located in Tamilnadu and Puducherry, the company enjoys proximity to key customers across industries in South and East India. Also, the two coastal locations provide significant advantage in terms of raw material sourcing and transportation of finished goods

... with a High Degree of Backward Integration



Externally Procured
By Product
Product Sold

Backward Integration	
Paste PVC	✓
Custom mfg.	NA
Caustic Soda	✓
Hydrogen Peroxide	✓
Chloromethane	✓
Suspension PVC	✗

Quantity of EDC manufactured at Karaikal plant/EDC imported, depends on the relative pricing vis-à-vis International Markets

Glance at Manufacturing Facilities



Paste PVC plant,
Mettur, Tamilnadu



Chloromethanes plant,
Mettur, Tamilnadu



Marine Terminal Facility,
Cuddalore, Tamilnadu



Custom manufacturing,
Berigai, Tamilnadu



Caustic Soda manufacturing,
Karaikal, Puducherry



Suspension PVC,
Cuddalore, Tamilnadu

Strong Focus on Sustainability

Environment Friendly Practices

- Zero liquid discharge policy
- Desalination plants at coastal facilities - avoid usage of groundwater
- Rain water harvesting & ground water recharging capacities at Mettur facility

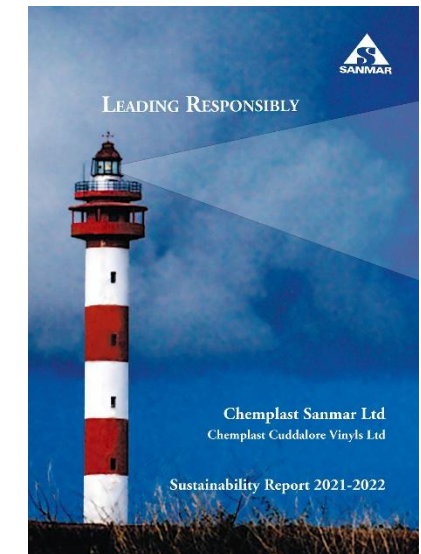
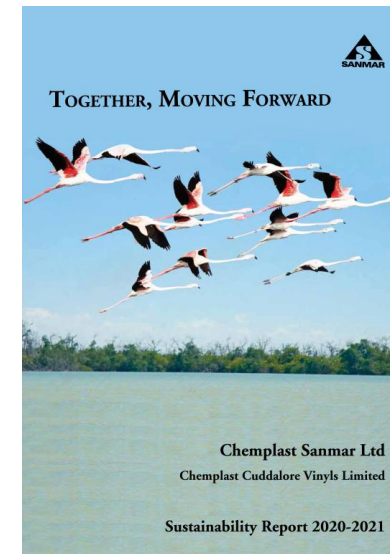
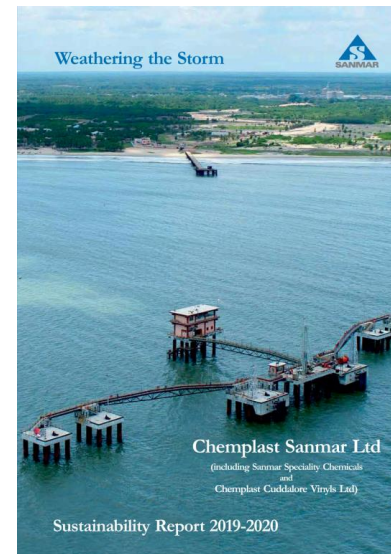
Health & Safety Measures

- Transport safety - Installation of speed control & safety systems in trucks
- Process safety – PSM, BBS
- Personnel safety – PPE



- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

Annual sustainability reports published for over a decade



Pioneers in Zero Liquid Discharge

- Installed Zero Liquid Discharge (ZLD) facilities at its Mettur plant at an investment of Rs. 27 Cr
- In CCVL, Cuddalore and CSL, Karaikal, ZLD has been the norm right since the inception of the units
- In Sep-09, Chemplast became the first chemical manufacturer to achieve 100% ZLD in all its plants

Key Awards & Recognition

Accreditations



Key Awards

ecovadis
ECOVADIS SILVER
MEDAL

Safety

nsc
National Safety Council
Star Award from
National Safety Council

Safety

Sustainability Award
for Carbon Reduction from a key
Customer - CMC Division
2022

Sustainability

ICC
Indian Chemical Council
ICC's Award for
Excellence in
Management of
Environment
2021

CSR

FICCI
FICCI
Safety system
Excellence Award
2019

Safety

FICCI
FICCI
Sustainability Award
Excellence in Safety
(Petrochemicals)
2017

Sustainability

Leadership Team With Deep Domain Expertise



Vijay Sankar
Chairman and Non-Executive Director

- Industrialist with experience in managing several businesses
- Past president of Indian Chemical Council
- He is on the boards of companies such as The KCP Ltd, Oriental Hotels Ltd, Kaveri Retreats & Resorts Ltd and Transport Corporation of India Ltd.
- CA, and MBA from Kellogg School of Management



Ramkumar Shankar
Managing Director
Exp : 34+ Years

- Member of the CII National Committee on Chemicals and Petrochemicals
- Past president of Alkali Manufacturers' Association of India
- Vice President, The Madras Chamber of Commerce & Industry
- CA, Cost Accountant



Dr. Krishna Kumar Rangachari
Deputy Managing Director - Custom Manufactured Chemicals Division
Exp : 31+ years

- Associated with The Sanmar Group since 2008
- Previously associated with Rayonier Performance Fibres Division, USA
- Bachelor's degree in engineering in chemical branch from the Birla Institute of Technology and Science
- Masters' degree science and a degree in doctor of philosophy from North Carolina State University, USA



N Muralidharan
Chief Financial Officer
Exp : 34+ years

- Associated with The Sanmar Group since 1991
- Diverse Experience in Accounting, Financial Reporting & Fund raising
- CA and MBA



M Raman
Company Secretary & Compliance Officer
Exp : 33+ years

- Associated with The Sanmar Group since 1989
- Bachelors' degree in arts from the University of Madras
- Bachelors' degree in general laws from Madurai Kamaraj University
- Associate member of ICSI



N Krishnamoorthy
Deputy Managing Director (Commercial)
Exp : 38+ years

- Associated with The Sanmar Group since 1993
- Previously associated with Reliance Industries Limited and Southern Petrochemical Industries Corporation Limited
- Bachelor's degree in engineering from Madurai Kamaraj University
- MBA from Anna University.



M N Bhaskaran
Executive Director (Head of Operations)
Exp : 38+ years

- Associated with The Sanmar Group since 2019
- Previously associated with Aditya Birla Group, Nagarjuna fertilizers, Sulfindo and Balmer Lawrie
- Bachelor's degree in technology from Anna University

Eminent Board of Directors



Vijay Sankar
Chairman and Non-Executive Director

- Industrialist with experience in managing several businesses
- Past president of Indian Chemical Council
- He is on the boards of companies such as The KCP Ltd, Oriental Hotels Ltd, Kaveri Retreats & Resorts Ltd and Transport Corporation of India Ltd.
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Managing Director

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- Past president of Alkali Manufacturers' Association of India
- Vice President, The Madras Chamber of Commerce & Industry
- CA, Cost Accountant



Chandran Ratnaswami
Non-Executive Director

- CEO of Fairfax India Holding Corporation and MD of Hamblin Watsa Investment Counsel
- B.Tech from IIT Madras
- MBA from University of Toronto



Amarnath Ananthanarayanan
Non-Executive Director

- Experience across financial services, manufacturing & academics
- Doct. of Philosophy (State University of New Jersey)
- Recipient of Udyog Rattan Award conferred by The Institute of Economic Studies



Aditya Jain
Independent Director

- Chairman and Editorial Director of International Market Assessment India
- MBA from Brunel University



Dr. Lakshmi Vijayakumar
Independent Director

- Medical practitioner and honorary Assoc. Professor in the University of Melbourne
- Founder of SNEHA, an NGO in Chennai
- PGD in psychological medicine, University of Madras



Prasad Menon
Independent Director

- Independent Director at Dr. Reddy's Laboratories Ltd. and Data Patterns India Ltd.
- Bachelors' degree from IIT Kharagpur



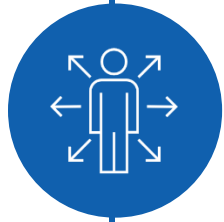
Sanjay Bhandarkar
Independent Director

- Director at Tata Power, Tata Power Renewable Energy, Tata Projects, HDFC AMC, New Age Power, Walwhan Renewable Energy and NIIF Ltd.
- PGD in management from XLRI Jamshedpur



Way Forward

Our Strategies



Expansion of the production capacities

- Increasing Paste PVC capacity to benefit from structural changes in the supply side dynamics and to cement leadership position in India
- Expanding custom manufacturing capabilities to leverage our chemistry process research and existing manufacturing capabilities



Improving financial performance through focus on operational efficiencies through:

- De-bottlenecking of Suspension PVC facility to improve operational metrics - Completed in May '22
- Increasing focus on Southern and Eastern markets to maximise netbacks



Adding value to by-products

- By-product Hydrogen from the manufacturing process is converted to Hydrogen Peroxide and sold

Capex Plans

Low cost future expansion leveraging existing land and infrastructure facilities

2022

Suspension PVC resin

Capacity debottlenecking by 31 kt at Cuddalore came onstream in Q1-FY'23

Completed in May 2022

Rs. 23.5 Cr ^

2024

Paste PVC

Planning to add 41 kt capacity at Cuddalore

Approvals received and construction started. Detailed engineering completed and significant progress made on procurement

Estimated capex Rs. 360.0 Cr ^

2024-2025

Custom Manufacturing

Setting up a multipurpose facility in phases

Approval for multipurpose block received and construction started

First phase of capex slated to be completed by Q2-FY24

Estimated capex Phase 1# Rs 300.0 Cr^

^ Excluding GST

- Capex estimate for phase 1 has been revised from Rs. 250 Cr to Rs.300 Cr to provide for increase in capacity to handle additional volumes



Historical Performance

Product group-wise Volumes & Revenues

mt

Sales Volume	FY'22	FY'21	FY'20
Specialty Chemicals	65,841	63,231	64,739
Other Chemicals #	1,46,652	105,060	119,863
Suspension PVC	2,99,268	273,296	271,300
Total Sales Volume	5,11,761	441,587	455,902

Rs. Cr

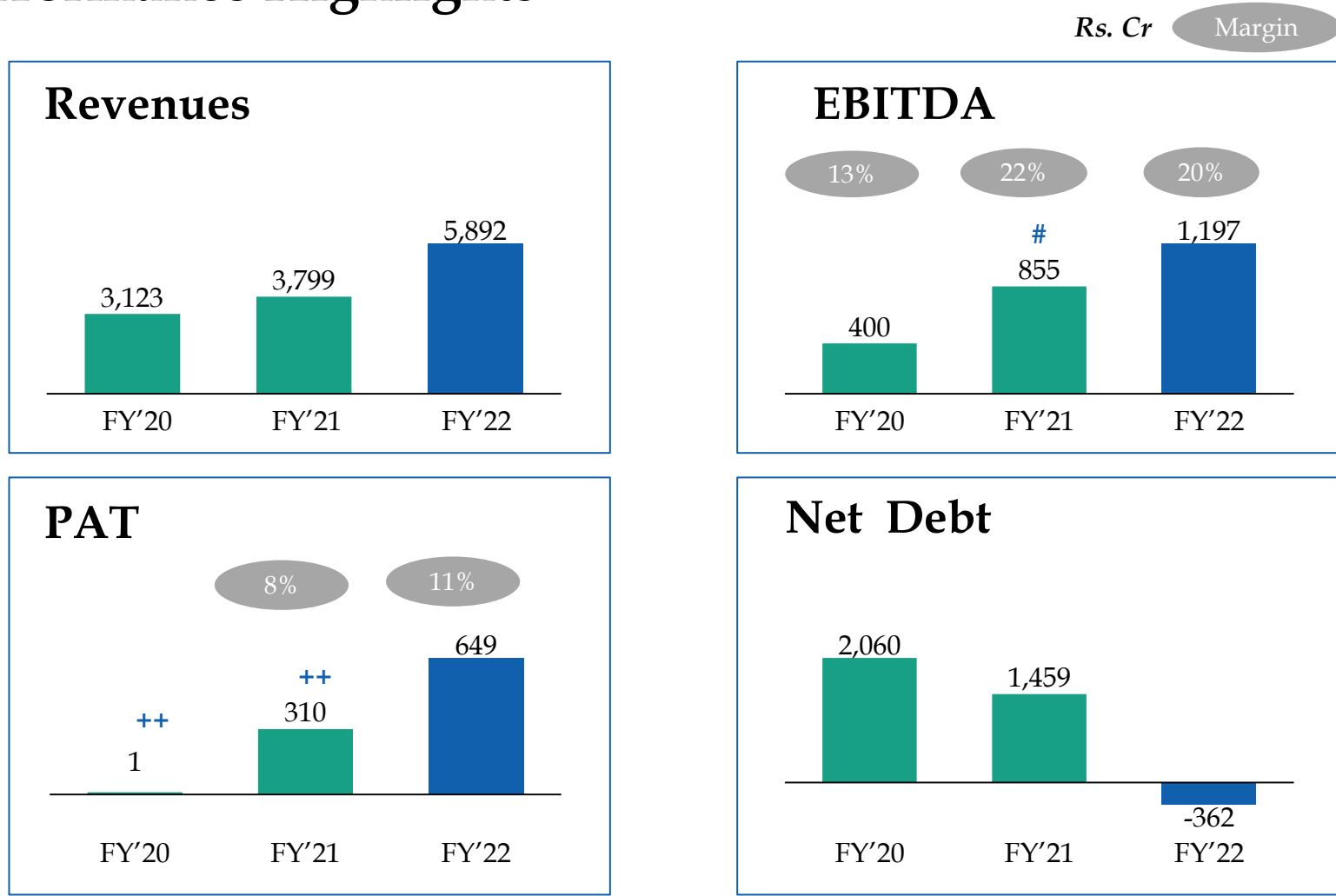
Total Revenue	FY'22	FY'21	FY'20
Specialty Chemicals	1,277	913	749
Other Chemicals #	735	376	511
Suspension PVC	3,880	2,510	1,863
Total Revenue	5,892	3,799	3,123

On Consolidated Basis

Historical Numbers are restated post CCVL Acquisition in FY21

- Includes Caustic Soda, Chloromethanes, Refrigerant gases and Hydrogen Peroxide

Historical Performance Highlights



All computations are on Consolidated basis
 Historical Numbers are restated post CCVL Acquisition in FY '21
 # Excludes positive impact on account of inventory write down of Rs.107 Cr made in FY'20

++ Excludes post tax impact of gains/ (loss) from JV & Associates: Rs. 48 Cr loss in FY'20; Rs. 100 Cr gain in FY'21; These investments have been delinked in FY'21.



Consolidated Profit & Loss Account (Proforma)

Rs. Cr

Particulars	FY'22	FY'21	Y-o-Y	FY'20
Revenue from Operations	5,892	3,799	55%	3,123
Cost of Goods Sold	3,714	2,229		1,933
Employee Cost	120	114		118
Other Expenses	862	601		671
EBITDA	1,197	855	40%	400
<i>EBITDA Margin</i>	<i>20.3%</i>	<i>22.5%</i>		<i>12.8%</i>
Other income	57	16		19
Depreciation	137	131		129
Inventory adjustment **	-	107		-
EBIT	1,117	847	32%	291
Finance Cost	322	433		212
Profit before tax and exceptional items	796	413		79
Exceptional items	-	-16		-107
PBT (before Share of Profit/ (Loss) from Joint Venture and Associate)	796	398	100%	-28
Less: Tax	147	88		-29
Proforma PAT	649	310	109%	1
<i>Proforma PAT Margin %</i>	<i>11.0%</i>	<i>8.2%</i>		<i>0.0%</i>
Share of Profit / (Loss) from Joint Venture and Associate - post tax ⁺⁺	-	100		-48
Reported PAT	649	410		-47
Basic EPS (Rs./share)	43.66	30.58		-2.09

Historical Numbers are restated post CCVL Acquisition in FY'21

** Positive impact on account of write down of inventory made in FY'20

++ These investments have been delinked in FY'21

Consolidated Balance Sheet (Proforma)

Rs. Cr

ASSETS	Mar-22	Mar-21	Mar-20	EQUITY AND LIABILITIES`	Mar-22	Mar-21	Mar-20
Non-Current Assets				Equity			
a) Property, Plant And Equipment	3,195	3,087	3,232	a) Equity Share Capital	79	67	67
b) Capital Work in Progress	34	25	13	b) Other Equity	1,592	-451	-839
c) Right Of Use Asset	64	61	18	c) Instruments entirely equity in nature	34	34	2,490
d) Intangible Assets	-	-	-	Total Equity	1,705	-349	1,718
e) Other Financial Assets	20	24	17	Liabilities			
f) Other Non-Current Assets	28	14	14	Non-Current Liabilities			
g) Investment in Associate and JV	-	-	2,643	a) Financial Liabilities			
				i) Borrowings	799	2,025	2,026
Sub-Total - Non-Current Assets	3,341	3,212	5,938	ii) Lease Liabilities	11	14	17
				b) Other Non current Liabilities	33	79	84
Current Assets				c) Deferred Tax Liabilities (Net)	741	720	675
a) Inventories	711	407	320	Sub-Total - Non-Current Liabilities	1,639	2,838	2,801
b) Financial Assets				Current Liabilities			
i) Trade Receivables	190	74	50	a) Financial Liabilities			
ii) Cash And Cash Equivalentents	1,000	303	92	i) Borrowing	68	86	214
iii) Bank Balances	229	348	88	ii) Trade Payables	1,932	1,656	1,397
iv) Other Financial Assets	92	89	64	iii) Other Financial Liabilities	107	159	419
c) Other Current Assets	39	53	29	iv) Lease Liabilities	3	3	2
d) Derivative assets	-	-	53	b) Other Current Liabilities	88	40	60
Sub-Total - Current Assets	2,261	1,275	696	c) Derivative liabilities	7	16	-
Total - Assets	5,602	4,487	6,633	Current tax liabilities (net)	53	39	22
				Sub-Total - Current Liabilities	2,258	1,998	2,114
				Total - Equity And Liabilities	5,602	4,487	6,633

Historical Numbers are restated post CCVL Acquisition in FY'21

Consolidated Cashflow Statement (Proforma)

Rs. Cr

Particulars	Mar-22	Mar-21	Mar-20
Net Profit Before Tax	796	563	9
Adjustments for: Non Cash Items / Other Investment or Financial Items	420	526	303
Operating profit before working capital changes	1,216	1,089	312
Changes in working capital	-141	48	-84
Cash generated from Operations	1,075	1,137	228
Direct taxes paid (net of refund)	-174	-61	-42
Net Cash from Operating Activities	901	1,076	186
Net Cash from Investing Activities	108	2,152	-1,379
Net Cash from Financing Activities	-313	-3,017	1,187
Net Increase in Cash and Cash equivalents	696	211	-7
Add: Cash & Cash equivalents at the beginning of the period	303	92	99
Cash & Cash equivalents at the end of the period	1,000	303	92



Historical Numbers are restated post CCVL Acquisition in FY21

Stand-alone Profit & Loss Account

Rs. Cr

Particulars	FY'22	FY'21	Y-o-Y	FY'20
Revenue from Operations	2,012	1,289	56%	1,259
Cost of Goods Sold	700	427		421
Employee Cost	77	77		83
Other Expenses	607	393		441
EBITDA	628	391	60%	314
<i>EBITDA Margin</i>	<i>31.2%</i>	<i>30.4%</i>		<i>24.9%</i>
Other income	33	6		8
Depreciation	91	88		87
EBIT	569	309	84%	234
Finance Cost	136	254		95
Profit before Tax and Exceptional items	434	56		139
Exceptional items	-	-16		-
Profit before Tax	434	40	987%	139
Tax	54	-4		40
PAT	379	44	770%	99
<i>PAT Margin %</i>	<i>18.9%</i>	<i>3.4%</i>		<i>7.8%</i>
Basic EPS (Rs)	25.54	3.25	685%	4.37

Stand-alone Balance Sheet

Rs. Cr

ASSETS	Mar-22	Mar-21	Mar-20
Non-Current Assets			
a) Property, Plant And Equipment	2,220	2,088	2,156
b) Capital Work in Progress	27	25	8
c) Right Of Use Asset	12	15	18
d) Investments	1,556	1,556	1,556
e) Other Financial Assets	16	16	15
f) Other Non-Current Assets	26	8	10
g) Investment in Associate and JV	-	-	-
Sub-Total - Non-Current Assets	3,857	3,708	3,764
Current Assets			
a) Inventories	347	237	182
b) Financial Assets			
i) Trade Receivables	180	68	48
ii) Cash And Cash Equivalents	357	74	75
iii) Bank Balances	113	75	37
iv) Other Financial Assets	77	82	81
c) Other Current Assets	22	40	12
d) Derivative assets	-	-	7
Sub-Total - Current Assets	1,096	576	443
Total - Assets	4,954	4,284	4,206

EQUITY AND LIABILITIES	Mar-22	Mar-21	Mar-20
Equity			
a) Equity Share Capital	79	67	67
b) Other Equity	3,718	1,954	1,910
Total Equity	3,797	2,021	1,977
Liabilities			
Non-Current Liabilities			
a) Financial Liabilities			
i) Borrowings	-	1,184	1,207
ii) Lease Liabilities	11	14	17
b) Other Non current Liabilities	62	63	59
c) Deferred Tax Liabilities (Net)	537	506	519
Sub-Total - Non-Current Liabilities	610	1,766	1,802
Current Liabilities			
a) Financial Liabilities			
i) Borrowing	-	28	82
ii) Trade Payables	386	310	216
iii) Other Financial Liabilities	78	106	83
iv) Lease Liabilities	3	3	2
b) Other Current Liabilities	47	24	23
c) Derivative liabilities	2	5	-
Current tax liabilities (net)	31	22	22
Sub-Total - Current Liabilities	546	497	428
Total - Equity And Liabilities	4,954	4,284	4,206

Stand-alone Cash flow Statement

Rs. Cr

Particulars	Mar-22	Mar-21	Mar-20
Net Profit Before Tax	434	56	139
Adjustments for: Non Cash Items / Other Investment or Financial Items	194	324	174
Operating profit before working capital changes	628	379	313
Changes in working capital	-125	42	-108
Cash generated from Operations	503	422	205
Direct taxes paid (net of refund)	-73	-10	-39
Net Cash from Operating Activities	430	411	166
Net Cash from Investing Activities	-51	-80	-438
Net Cash from Financing Activities	-96	-333	298
Net Increase in Cash and Cash equivalents	283	-1	26
Add: Cash & Cash equivalents at the beginning of the period	75	75	49
Cash & Cash equivalents at the end of the period	357	74	75

On Consolidated Basis
Historical Numbers are restated post CCVL Acquisition in FY'21

Thank you

Company



Chemplast Sanmar Ltd.

CIN- L24230TN1985PLC011637

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