



# NIKHIL ADHESIVES LIMITED

An ISO 9001 : 2015 Certified Company

Head Office : 902, 9th Floor, A Wing, Kaledonia HDIL Building,  
Sahar Road, Opp. D-Mart, Andheri (E), Mumbai- 400069.  
Tel.: 91-22-2683 6564 / 6558 / 59 • E-mail : info@nikhiladhesives.com  
Website : www.nikhiladhesives.com • CIN : L51900MH1986PLC041062



Date: 17th February, 2025

To,  
The Manager- Listing Department  
Bombay Stock Exchange Ltd  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort,  
Mumbai- 400 001.

Scrip Code: 526159 – Nikhil Adhesives Limited

**Sub : Investor/Analyst Presentation -Compliance under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Dear Sir / Madam,

In pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of the investor presentation to Investors for its Un-audited Standalone Financial Results for the quarter and nine months ended on 31<sup>st</sup> December, 2024.

The presentation may also be accessed on the website of the company [www.nikhiladhesives.com](http://www.nikhiladhesives.com)

This is for your information, and you are requested to bring this to the notice of your constituents and take the above information on your record.

Thanking you,

Yours faithfully,

**For Nikhil Adhesives Limited**

**Rajendra Sanghavi**  
Wholetime Director  
DIN: 00245637

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Unit I : Shreeji Estate, College Rd., Vadkun, Dahanu - 401 602. Maharashtra • Tel.: (02528) - 224463 / 093204 35588 • Fax : (02528) 226195.  
Unit II : 7A / 7B, Govt. Industrial Estate, Dist. Piparia, Silvassa - 396 230. D. & N. H. • Tel.: (91) 0260 - 2640055, 093747 06309.  
Unit III : Plot No. D - 2 / 49, GIDC Industrial Estate, Industrial Phase - II , Dahej - 392 130. Tal. Vagra, Dist. - Bharuch, Gujarat.  
Unit IV : Plot No. 570-A & 570-B, Vasanthanarasapura Industrial Area, Phase - II, Tumkur - 572128, Karnataka.  
Unit V : Plot No. 73-74, Industrial Area, Mehatpur, Una, Himachal Pradesh - 174315.

# Nikhil Adhesives Ltd.



## INVESTOR PRESENTATION

Q3' FY24-25 | February 12, 2025



# Company Overview

## About Nikhil Adhesives

Nikhil Adhesives is a distinguished, home-grown leader in the highly competitive adhesives and specialty chemicals industry, catering to a wide spectrum of clients across both B2B and B2C markets.

With an expanding footprint internationally, we have become a trusted name, committed to meeting the diverse needs of our customers around the globe.

Our dedicated commitment towards research and development has resulted in becoming the largest manufacturer of a ground breaking 100% import substitute product (Mahacol RDP).



40+

YEARS OF PRESENCE



135,000

TONS OF ANNUAL  
MANUFACTURING  
CAPACITY



1000+

HAPPY CLIENTS

# Nikhil Adhesives at a Glance

**Dahanu Plant**  
Dahanu Plant established

1986

**Mehatpur & Tumkur Plant**

Mehatpur & Tumkur Plant established

2019

1992

**Listed on BSE**

Listed on Bombay Stock Exchange (BSE)

**Acquisition of Mafatlal Dyes**

Mafatlal Dyes & Chemicals Erstwhile  
Hoechst Dyes & Chemicals LTD.

2003

2023

**India's first RDP Plant**

India's first RDP plant with capacity of 12000 MTPA in 2023

**New R & D Center**

R & D Center at Turbhe, Navi Mumbai

2012

**Dahej Plant**

Dahej Plant established

2007

**Silvassa Plant**

Silvassa Plant established

2024

**Thrift in Operations**

29 New Products  
Synergy with new leadership  
Automatization of Plants  
Focused R&D approach

# PAN India Presence

📍 Corporate Office, Andheri (Mumbai)

📍 Technology center, Turbhe (Navi Mumbai)

📍 21 Depots (Warehouses)



📍 **Manufacturing Plant (135K MTPA Capacity)**

Dahanu (6K MTPA)

Silvassa (10K MTPA)

Dahej Emulsions (60K MTPA)

Bangalore 570-A Adhesives & Chemicals (24K MTPA)

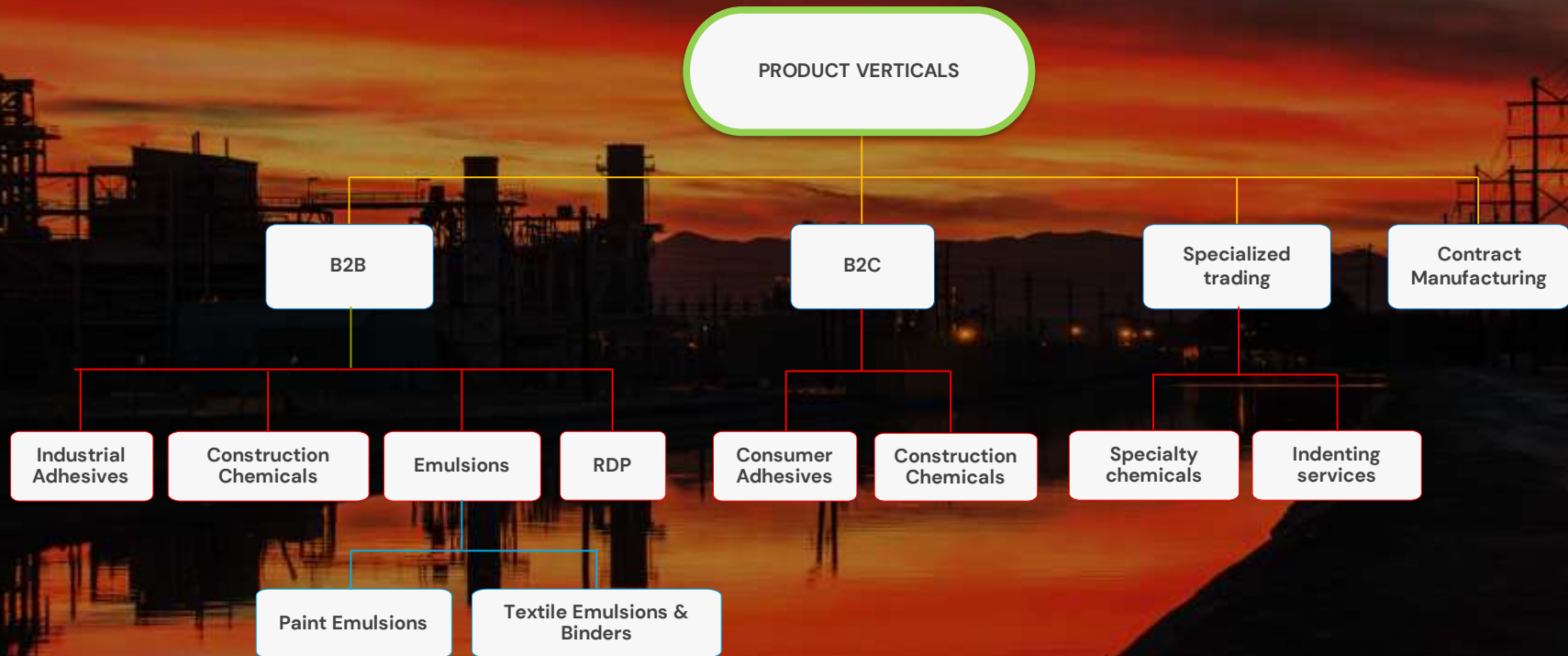
Mehatpur HP (8.4K MTPA)

RDP (12K MTPA)

Bangalore 570B (14.4K MTPA)

Manufacturing capacity of 135k MTPA at 5 different plants with depots all over the country to serve as many customers as we can.

# Diverse Product Portfolio



# B2B Product Portfolio



## Emulsions

71+ PRODUCTS

Water-based formulations used in modern paints and textile products, It enhances product performance and allows for greater customization to meet the demands of various industries.

- ✓ Environment friendly
- ✓ Enhances performance and customization
- ✓ Cost-effective choices for diverse applications.



## Industrial Adhesives

42+ PRODUCTS

Our range of adhesives mainly for packaging perfectly suited for industries ranging from tape adhesives, automotive, electronics and beyond.

- ✓ Excellent bonding
- ✓ Reduces manufacturing complexity
- ✓ Improved aesthetic appearance



## Construction Chemicals

6+ PRODUCTS

An essential component of modern construction practices, offering a wide range of benefits across various construction applications by improving the durability, and sustainability of structure.

- ✓ Sustainable and energy efficient
- ✓ Resistance to environmental stressors
- ✓ Enhances durability and longevity of structures



## RDP (100% import substitute)

1+ PRODUCTS

RDP is a polymer emulsion created through process such as high temperature chemical reaction, spray drying and surface treatment to powdered thermoplastic resin materials.

- ✓ Improve the compressive strength and bonding performance of mortar.
- ✓ The addition of the emulsion powder (RDP) increases the elongation of the mortar and thus improves the impact toughness of the mortar.

The company is moving on the path of enhanced profitability & sustainability, while also transitioning to specialty emulsions and additives with a focus on thickeners & binders.

# B2C Product Portfolio



## Mahacol Wood Adhesives

13+ PRODUCTS

Mahacol provides wide range of adhesives used for all types of woodworking. It is one of the oldest adhesives in India which is developed using German technology.. It is trusted by more than 80K+ contractors all over India.

- ✓ Excellent coverage, bond strength and quick drying technology
- ✓ Multiple products available for diverse applications and climatic conditions
- ✓ Used to stick ply, laminate, veneers, wood, glass and much more
- ✓ Budget option for Regular Application



## Mahafix Construction Chemicals

28+ PRODUCTS

MAHAFIX offers a wide range of innovative construction chemicals like Concrete Additives, Waterproofing, Tile Adhesives, Flooring, Repair and Rehabilitation Chemicals, Sealants, Grouting chemicals and Special Coatings.

- ✓ Enhances the performance, durability, and aesthetics of structures.
- ✓ Prevent water from penetrating under the concrete and other surfaces
- ✓ Helps to improve strength and durability
- ✓ Plays a vital role in repair and rehabilitation of structures with bonding agents, primers, Admixtures, corrosion inhibitors, anti-corrosive coatings, and grouts.

Your company is an emerging player in B2C segment by constantly improving the market share.



# MAHAFIX Expanding Construction Chemicals

One Stop Solution For All Your  
Needs



## PRODUCTS IN PIPELINE

We have **launched 28 new products in 9 Months FY24-25**, with 7 more exciting launches planned by year-end.

## ENHANCED FOCUS ON OPERATIONS

We've committed an ambitious capital expenditure of 6cr, out of which 2.32cr have been spent in Q3 FY24-25 to revolutionize our plants in Dahej through **cutting-edge automation**, propelling us into a new era of operational excellence and innovation.

## EXPANDING OUR REACH

Within just seven months of launching, over **120 distributors have joined** the Mahafix brand. The team aims to **partner with about 350 distributors** by the end of this financial year.



### SEALANTS

Advanced formulations for gap-filling and waterproofing in construction applications.



### WATER REPELLENTS

Ideal for water repellency of facades



### TILE ADHESIVES

Variety of adhesives for ceramic tiles, vitrified tiles and all type of stones and agglomerates.



### WATERPROOFING SOLUTIONS

Innovative coatings and membranes for superior water resistance in buildings.



### ADMIXTURES

Performance-enhancing additives for improved concrete properties and workability.



### GROUTS

Ready to use dry powder with excellent shrinkage resistance and free flowing properties.



# MAHACOL RDP (Re-Dispersible Polymer)



## Largest Producer

Largest RDP producer in India with 12,000 MTPA capacity. 100% import substitute with limited market competition.



## Diverse Applications

Widely used in construction projects for the following dry-mix mortars like Bonding mortar, Plastering mortar, Masonry mortar, Flooring mortar & Special mortars.



## Product Benefits

Improves compressive strength and flexural strength of mortar. Offers cost efficiency crucial for modern construction practices.



## Market Potential

The Global "Re-dispersible Latex Powder" (RDP) Market size was valued at USD 1.8 Billion in 2023 and is estimated to reach USD 3.5 Billion by 2030, growing at a CAGR of 7.1% from 2024 to 2030.

# Specialized Chemical Trading

## LEVERAGING EXPERIENCE

With rich experience in chemical industry, a blend of **cutting-edge technology, state of art R&D and application center, extensive expertise, and robust infrastructure**, we specialize in delivering tailor-made solutions for a wide range of industry chemical requirements.

## VALUE ADDED SOLUTION PROVIDER

We serve as a solution provider by **offering value added products** to our existing customers as well to new customers by sourcing the products globally.



## STRATEGIC COLLABORATION

Working with producers to leverage their expertise alongside our expansive distribution network, creating maximum value for everyone involved.



## INDENTING TRADING

A method where traders act as intermediaries, placing orders on behalf of buyers. We would facilitate and help our customers in material procurement with bulk deals



## LOGISTICS COLLABORATION

We will be able to provide high value adding Specialty Chemicals to our large base of customers. Better Inventory Management and lower holding period will help decrease holding costs.

# Research & Development

The company is moving towards high value adding sustainable products through constant investment in R&D.

## OUR TEAM

We have a set of highly experienced team members across our 5 dedicated R&D Centers

## CORE VALUE

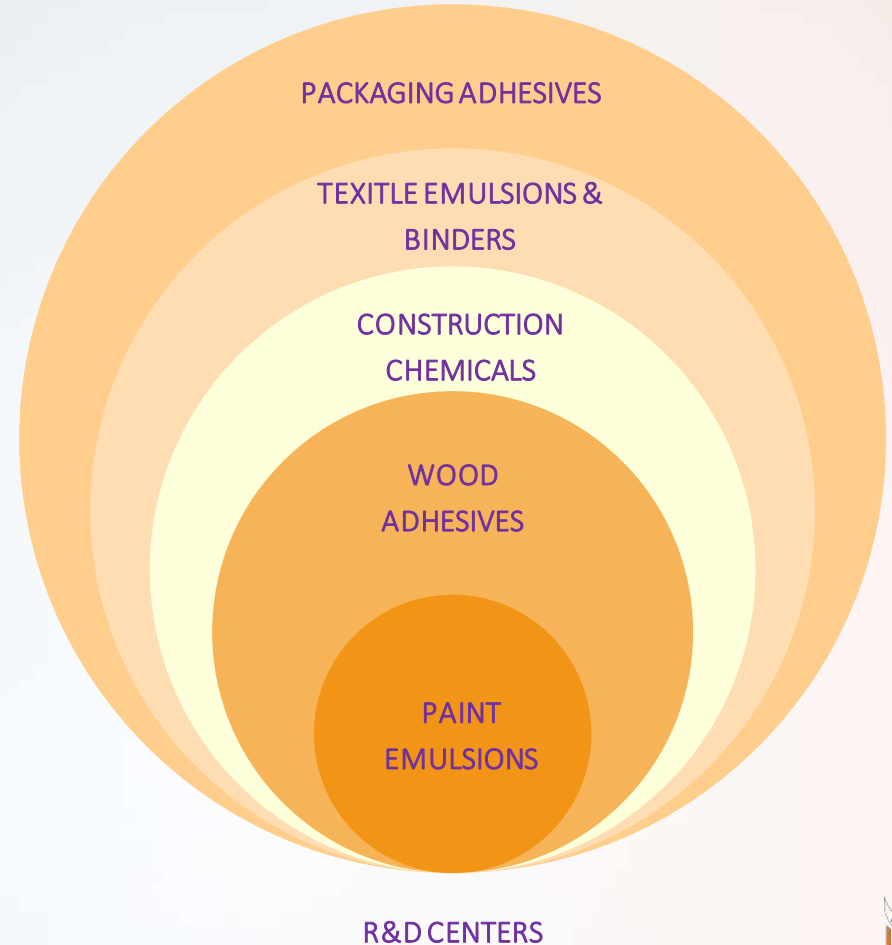
Our R&D approaches are based on our core values of enhancing towards value adding sustainable product

## NEXT FOCUS

We are actively promoting our R&D efforts to gradually become a one stop solution for entire construction chemical industry

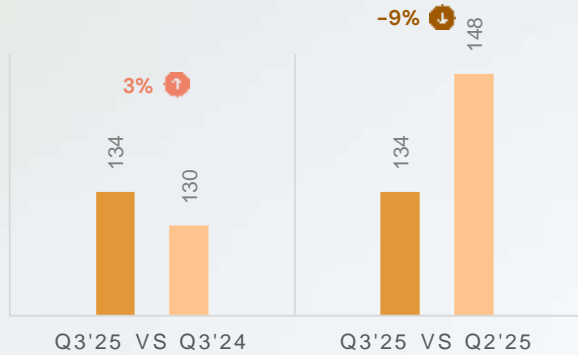
## R&D SPEND

Our Company has actively spent 85.5 lakhs in 9 months of FY24-25 and is investing continuously on enhancing Research & Development to have the first mover advantage in the industry.

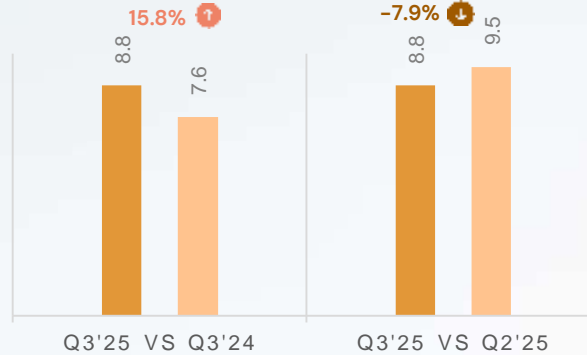


# Results Analysis

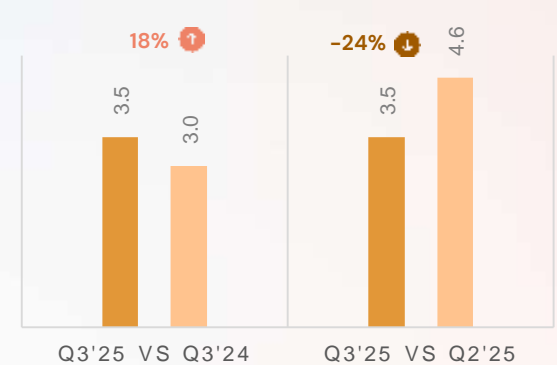
### REVENUE (RS. IN CRORES)



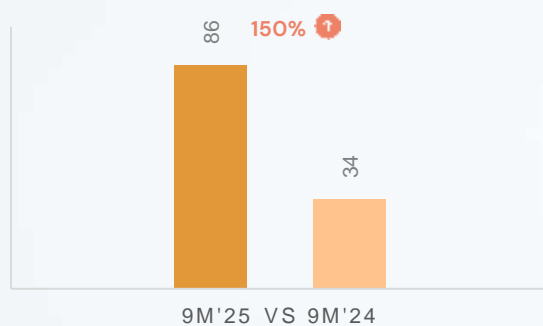
### OPERATING PROFIT (RS. IN CRORES)



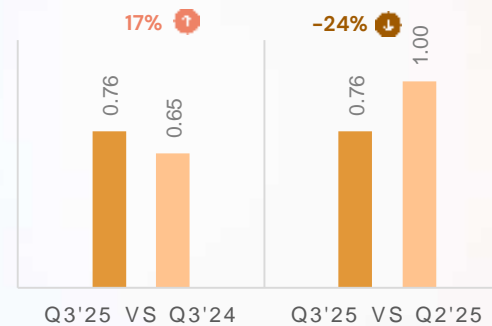
### NET PROFIT (RS. IN CRORES)



### R&D SPEND (RS. IN LAKHS)

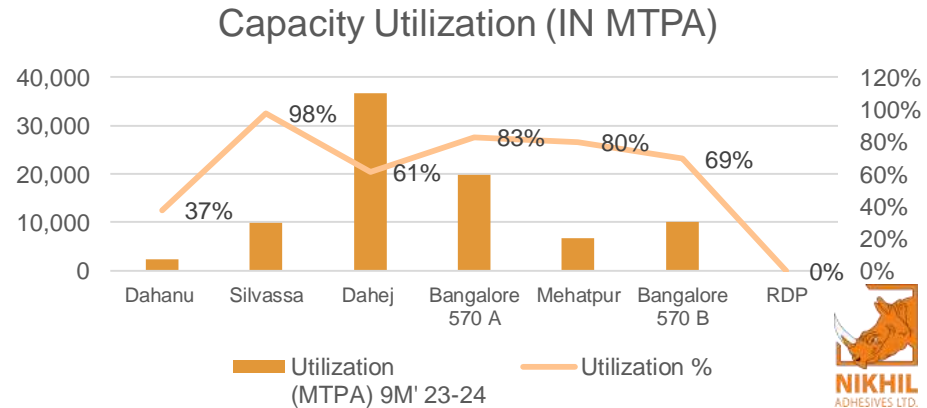
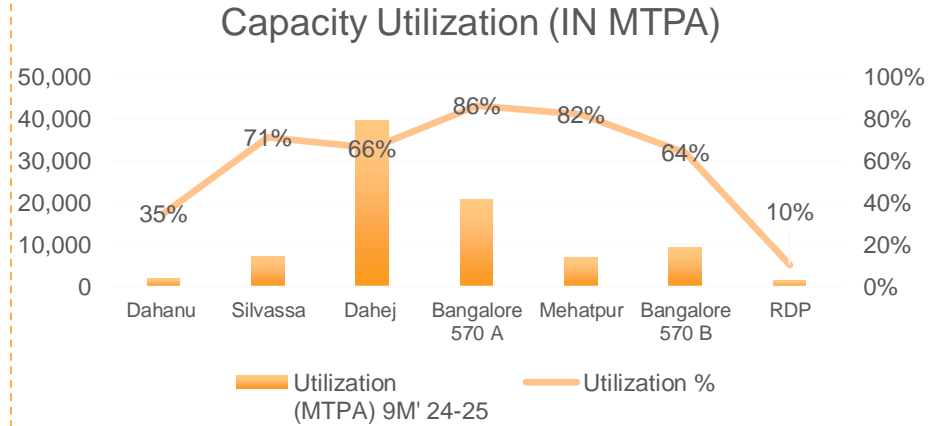


### EARNINGS PER SHARE (RS)



# Financial Highlights: Quarterly Performance

Particulars (Rs. In Cr.)	Q3 24-25	Q3 23-24	Q2 24-25	9M 24-25	9M 23-24	% YOY
Gross Operating Revenue	134.21	130.29	147.69	443.06	416.18	6.46%
EBITDA	8.79	7.61	9.51	28.00	22.13	26.50%
EBITDA Margin (%)	6.55%	5.84%	6.44%	6.32%	5.32%	18.83%
Depreciation	1.92	1.67	1.71	5.31	4.47	18.79%
Interest	2.13	1.77	2.05	6.08	4.88	24.65%
Profit Before Tax	4.73	4.17	5.76	16.60	12.79	29.81%
Profit After Tax	3.50	2.96	4.59	12.64	9.48	33.30%
Profit After Tax Margin (%)	2.61%	2.27%	3.11%	2.85%	2.28%	25.21%
Basic & Diluted EPS (Rs.)	0.76	0.65	1	2.75	2.07	32.85%



# Enhancing our Profitability in a Kaizen way

## Operational Profit Growth

The Company aims to enhance operational margins by 100 basis points by the end of the current fiscal year.



## Plant Modernization

The Company is investing in the Dahej and Tumkur plants, introducing advanced automation to enhance operational excellence.

Enhancing our Profitability in a Kaizen way



## RDP Segment Growth

Your Company is ambitiously targeting breakeven in the RDP segment within the next 2-3 quarters, driven by a strong strategic focus on sustainable growth.



## R&D

The Company is onboarding experienced leaders to improve its commitment towards R&D and plans to set up a new R&D center for Wood Adhesives.

# Management Commentary- Q3 FY25

## Lessons learnt

In Q3, we experienced a slight revenue decline compared to the previous two quarters, primarily due to a temporary dip in demand during the festive season. However, our fundamentals remain strong, and we are confident in our ability to navigate this period while staying on course for long-term growth.

During the quarter, we expanded our product portfolio with the launch of four new offerings and strengthened our distribution network by adding 50 new distributors in our Construction Chemicals division. Additionally, we are delighted to onboard Astral Paints and Nippon Paint as key clients.



# Management Commentary- Q3 FY25

## Future Actions

We are pleased to welcome Dr. Satish Gaonkar as our new COO, whose expertise will be instrumental in driving operational excellence across the organization. Our continued investments in technology, product innovation, and market expansion reinforce our commitment to sustainable growth.

This year, we have allocated approximately ₹6 crore towards automating two of our major plants - one of which has already been automated, while the other is set for completion by March 2025. This initiative will significantly enhance Nikhil Adhesives Ltd.'s operational efficiency and competitiveness.

Looking ahead, we anticipate an improvement in Q4, supported by the launch of additional products in our Construction Chemicals division under the Mahafix brand, as well as new offerings in the packaging adhesives segment. Our focus remains on expanding our portfolio of high-value, specialty products to drive sustained growth and market leadership.

# Key Managerial Personnel



**Mr. Umesh Jayantilal Sanghavi**  
Executive Chairman and Managing  
Director



**Mr. Rajendra Jayantilal Sanghavi**  
Executive Whole Time Director



**Mr. Tarak Jayantilal Sanghavi**  
Executive Whole Time Director



**Mr. V. Subramanian**  
Non-Executive Independent Director

# Boosting Our Strength – New COO



**Dr. Satish Gaonkar**  
Chief Operating Officer

We're excited to welcome Dr. Satish Gaonkar as our new Chief Operating Officer! With over 35 years of experience in emulsion polymers, paint formulations, and construction chemicals, he's well-equipped to drive operational excellence and growth. Dr. Gaonkar holds a Ph.D. in Polymer Chemistry from Bombay University and a Master's in Organic Chemistry from Karnataka University.

His career includes 18 years in leadership roles at BASF, with experience in India, Indonesia, and China. He has also worked at Degussa India, Snowcem India Ltd, and Alchemie Research Centre. Dr. Gaonkar has published over 10 technical papers in top international journals.

# Corporate Social Responsibility



## 1 Project Bachpan

Focuses on early childhood development. Provides educational resources and support to underprivileged children.

## 2 Project Shakti

Empowers women through skill development. Offers vocational training and entrepreneurship opportunities.

## 3 Community Impact

At Nikhil Adhesives Ltd, we believe in giving back to those who laid the foundation for our future. As part of our CSR initiative, we are committed to supporting and uplifting the elderly in our community.

# Our Trusted Partners

Our unparalleled excellence has attracted a host of esteemed partners, each a market leader in their segment, reflecting our reputation as the go-to choice for collaboration and innovation in our industry.



# Thank You

For any queries, please contact

 [investors@nikhiladhesives.com](mailto:investors@nikhiladhesives.com)

 +91 9227132223



## DISCLAIMER

Some statements in this document may be forward-looking. Such statements are subject to certain risks and uncertainties like regulatory changes, local, political or economic developments, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks related to an economic downturn in any of the countries where Nikhil Adhesives Limited has its manufacturing and / or commercial footprint.

Nikhil Adhesives may, from time to time, make additional written and oral forward-looking statements, including communication to stakeholders. The company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.