

Date: 13.08.2024

To, The General Manager, Department of Corporate Services, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	To, Listing Department, National Stock Exchange of India Limited, Exchange plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400051
Scrip Code: 500284	Scrip Code: LORDSCHLO

Dear Sir/Madam,

Sub: Investor Presentation– Q1 FY 25.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Listing Regulations”), please find attached herewith Investor Presentation for Q1 FY 25.

The same will also be available on the website of the Company at www.lordschloro.com.

This is for your information and record.

Thanking you.

For Lords Chloro Alkali Limited



Hitesh Kumar
(Company Secretary & Compliance officer)

Encl: A/a

Lords Chloro Alkali Limited

Investor Presentation – Q1 FY25





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**Minimizing Waste,
Maximize Value**



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At a Glance



Rich heritage and legacy

4+
decades

In chemical industry



Capacity

~77,000
tonnes

In-house modern and
tech enabled
manufacturing



Strong Workforce

300+
Employees

Contributing to
our success



Diverse Product Range

6
product category

Broader Market
Appeal

Financial
Parameters



13%

Revenue CAGR
(FY22-24)



0.22

Debt to Equity as on
FY24

About Us

Background

- Established in 1979, is one of leading chemical manufacturer with strong focus on producing diverse range of high-quality chemicals

Capabilities

- Specializing in production of caustic soda and various other chemicals,
- It has earned reputation for its exceptional product offerings
- Product offering includes Caustic Soda Lye, Sodium Hypo, Hydrogen Gas, Liquid Chlorine, HCL, CPW, etc.

Accreditation

- ISO 9001
- ISO 14001
- ISO 45001

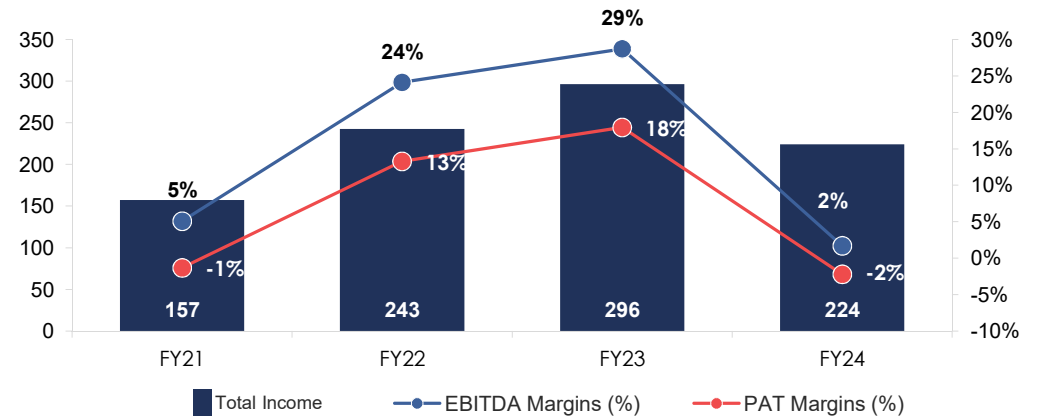
Vision

To become India's leading commodity and speciality chemical company, recognized for its unwavering commitment to quality, sustainability, and stakeholder satisfaction.

Mission

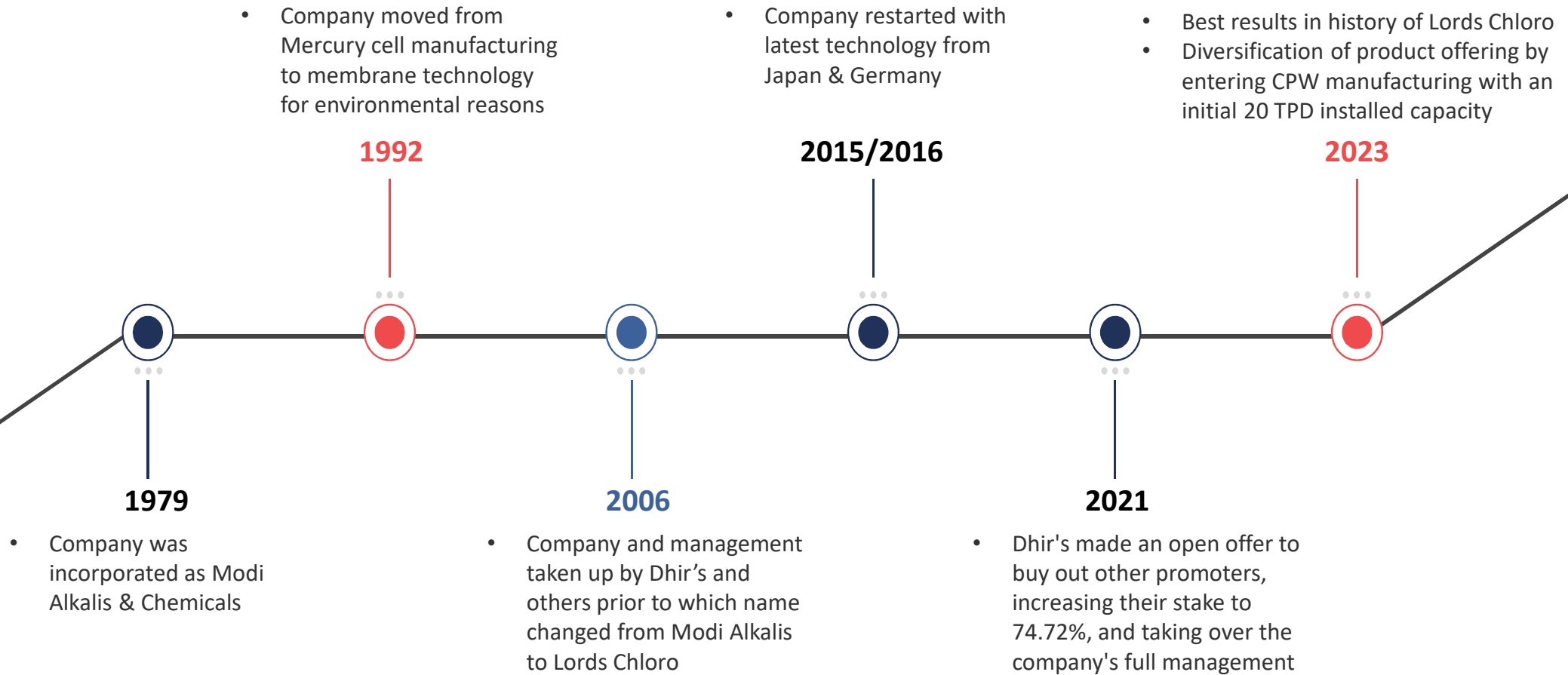
To nurture LCAL's growth and profitability through a culture of innovation, processes development and research that improve the product range & production capabilities whilst enhancing renewable energy for sustainable development.

Financial Glance





Journey so Far





Our Team



Ajay Virmani, Managing Director

- › Chartered Accountant by profession
- › 15 years of experience in the Chloro Alkali industry, he not only serves as President of AMAI but also brings wealth of industry knowledge and leadership

Madhav Dhir, Executive Director

- › BA in Business Management, MSc in Economics, LLB, Graduate from Imperial College London
- › Director of Lords Chloro Alkali Limited for over 8 years, focuses on Company's future, expanding business, adding new chemicals, and charting growth trajectory



Deepak Mathur, Technical Director

- › B.Tech. in Chemical Engineering from Punjab University, Chandigarh
- › Boasting more than 40 years of experience in chloro-alkali plants across India, is a seasoned expert in this field

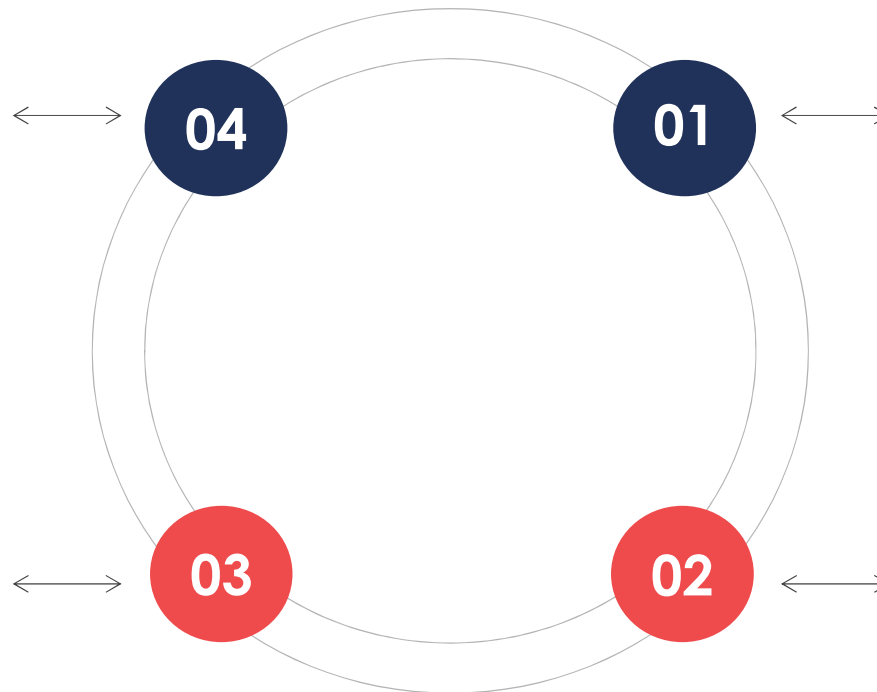
Key Strengths

Strong and experienced management

- Decades of relevant experience in chemical space
- Committed team of highly experienced individuals from technical and commercial sectors of organization

Strategically located manufacturing plant

- Proximity to end-user industry
- Easy availability of raw materials and essential inputs



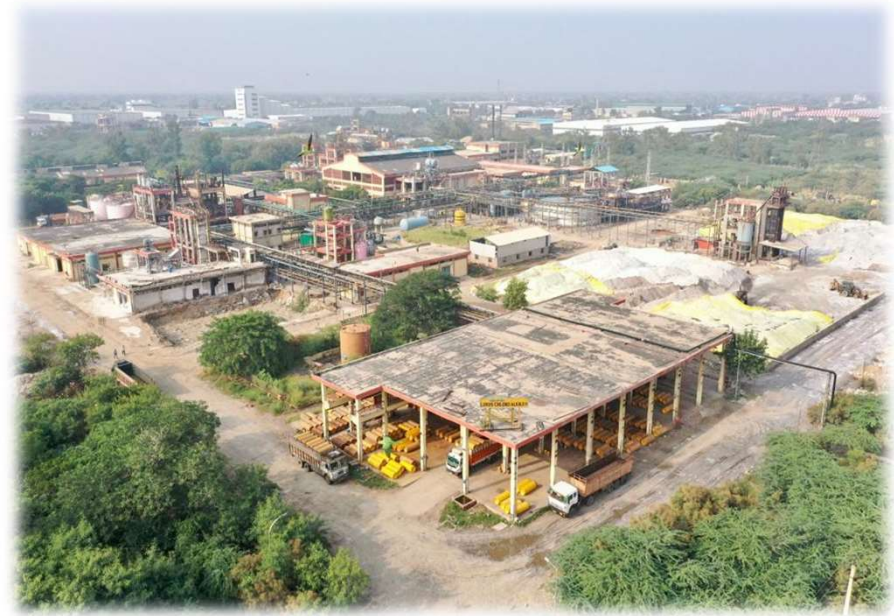
Technology driven with robust In-house R&D

- Infrastructure mechanized with state of the art technology and machineries from Japan, Germany and Switzerland

Widespread geographical reach

- Large market footprint with dealers presence at strategic locations

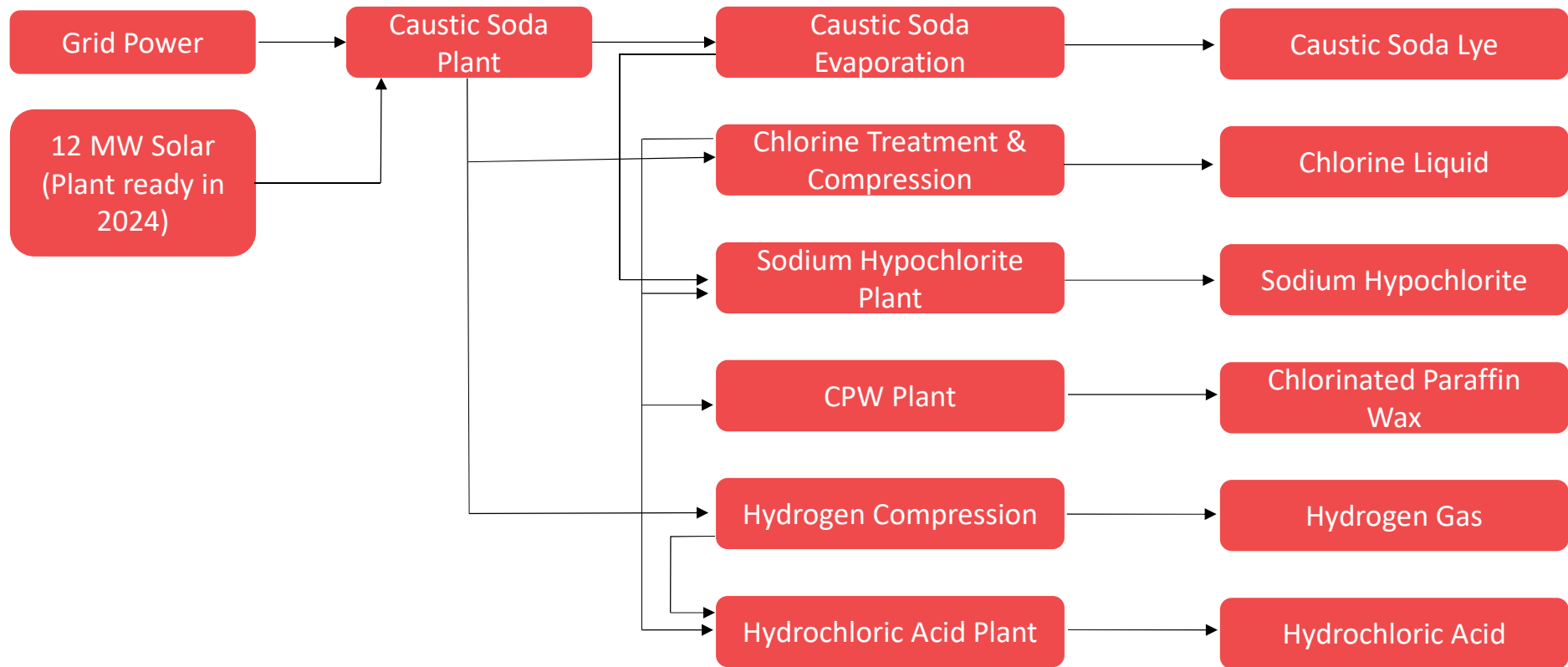
Manufacturing Facilities



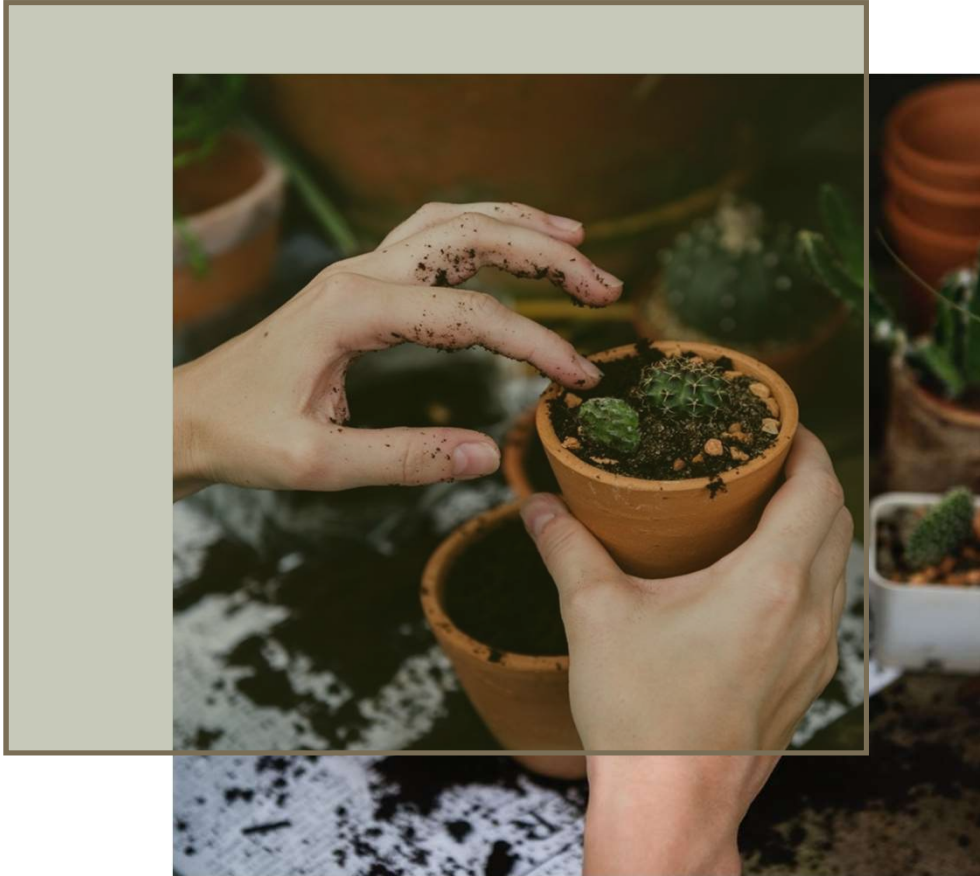
- Manufacturing facility is on 84 acres in Alwar at Matsya Industrial Area, Rajasthan, company boasts sophisticated manufacturing facilities with an installed capacity of 210 MT per day of Caustic Soda
- Additionally, Lords Chloro Alkali Ltd. has undertaken a capacity expansion, currently adding 90 TPD of caustic soda capacity and 30 TPD of CPW capacity



Product Offerings



Minimizing Waste, Maximize Value



1

Closure of Mercury Cell Factory

- Proactive step towards environmental responsibility by permanently shutting down 200 Tons Per Day (TPD) mercury cell factory.
- Decision made to eliminate risk posed by release of hazardous mercury into water cycle.
- Demonstrate its commitment to safeguard environment from toxic pollutants.

2

Transition to Cleaner Fuels

- Made significant shift in energy consumption practices. Instead of relying on more polluting fuels, now utilizes Hydrogen and LPG (Liquefied Petroleum Gas) in boilers.
- Reduces emissions but also promotes cleaner air quality and contributes to greener, healthier planet.

3

Harnessing Solar Power

- Major stride towards sustainable energy generation, in process of establishing 12-megawatt solar power plant.
- This solar facility will supply more than 10% of energy requirements.
- By harnessing power of sun, the plan is to reduce reliance on non-renewable resources and significantly cutting our carbon footprint.

4

Wastewater Recycling with RO Plants

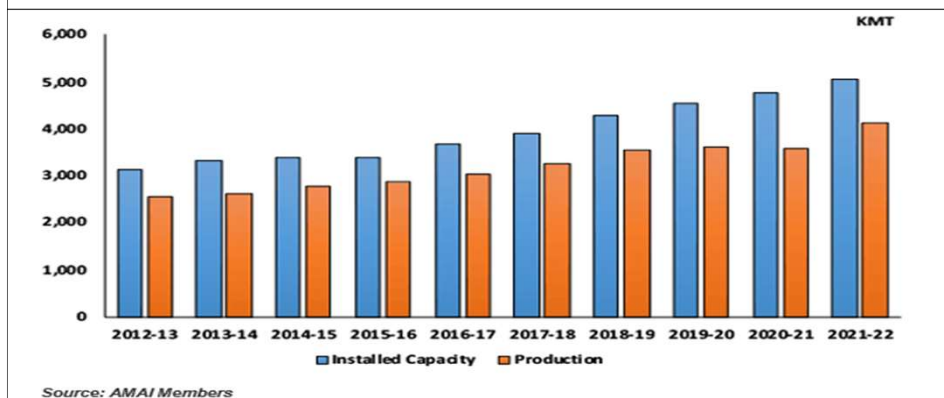
- To minimize water waste and promote responsible water management, installed state-of-art Reverse Osmosis (RO) plants.
- These plants efficiently treat and recycle wastewater, ensuring that water resources are conserved and reused responsibly.
- This initiative aligns with commitment to sustainable water usage and environmental stewardship

Industry Overview

Indian Chemical Industry* –

- Global outperformer in terms of demand growth and shareholder value creation
- Projected growth at 11-12% during 2021–27 and by 7-10% during 2027–40 thereby tripling its global market share by 2040
- Increased domestic demand and a shift in supply chain are expected to boost growth even further.

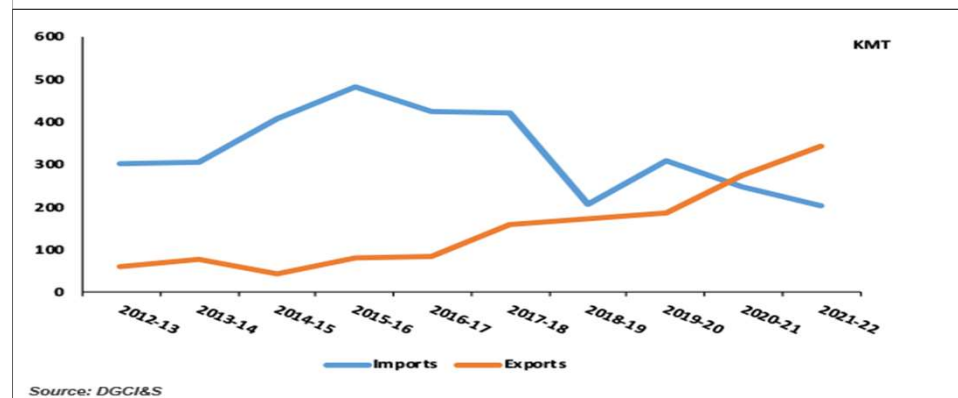
Industry Installed capacity & production in last 10 years



Indian Caustic Soda Industry** –

- Annual capacity of ~6.1 million MT (increase of 20% YoY) accounting for around 5-6% of global capacity and is expected to grow in line with country's GDP
- India has become net exporter of Caustic soda from being an importer of ~17% of domestic consumption in last 5 years
- In FY23, total Imports of 1.4 KMT. Exports stood at 4.6 KMT
- FY23 production of caustic soda – 44.7 Lakh MT

Imports & Exports in last 10 years



Growth Prospects –

- Realizations fell in last quarter of FY23 due to softness caused by weaker demand and new capacity installed in domestic market
- India's GDP is expected to keep demand for caustic soda high due to growth in both domestic manufacturing and the underlying end user industries

Commenting on the Q1 FY25 financial results –

“We are pleased to report strong financial performance in Q1 FY25, with total income increasing to Rs. 65.53 crore, up from Rs. 53.68 crore in the same period last year. This growth is primarily driven by an increase in the sales volume of our core product, Caustic Soda. Additionally, our new Chlorinated Paraffin Wax (CPW) capacity contributed to our revenues.

Our EBITDA for the quarter also saw a healthy increase, reaching Rs. 4.78 crore compared to Rs. 2.08 crore in Q1 FY24. The demand for our products remains robust, as evidenced by the increase in volumes. We are also seeing encouraging trends in product realizations, with improvements on a month-on-month basis that have positively impacted our revenue growth.

On the operational front, our ongoing capital expenditure is progressing well, and we remain on track to bring our new capacities online in the second half of the financial year. This additional capacity will position us to meet the growing demand and further enhance our financial performance in the coming quarters.

In addition, our investment in the solar power plant in Bikaner as part of our commitment to sustainability and cost efficiency is expected to help us reduce power costs, contributing to our overall cost management strategy.

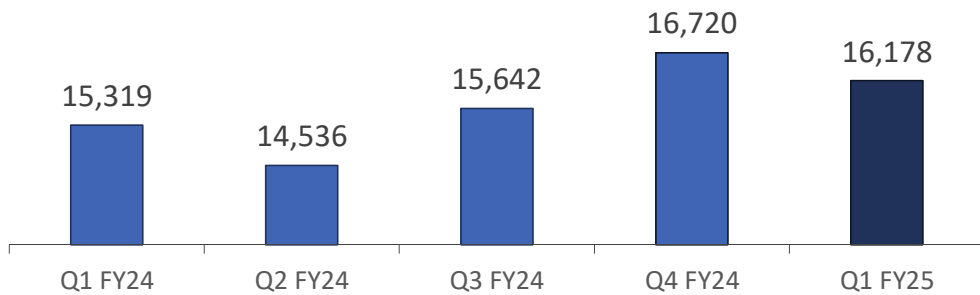
We are optimistic about our future prospects and remain committed to delivering value to our stakeholders through disciplined execution and strategic growth initiatives”



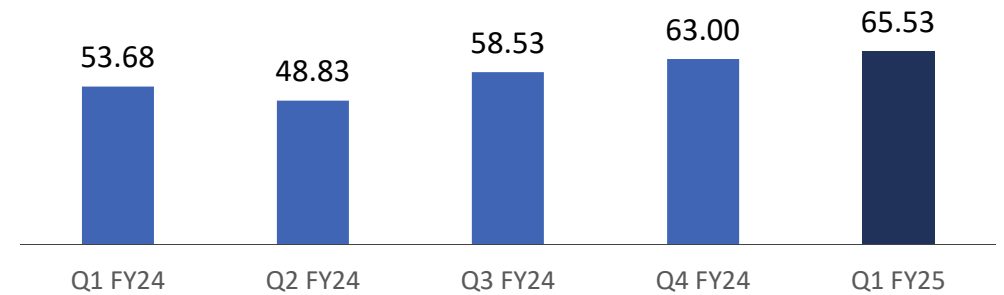
Mr Ajay Virmani, Managing Director

Financial Highlights - Quarterly

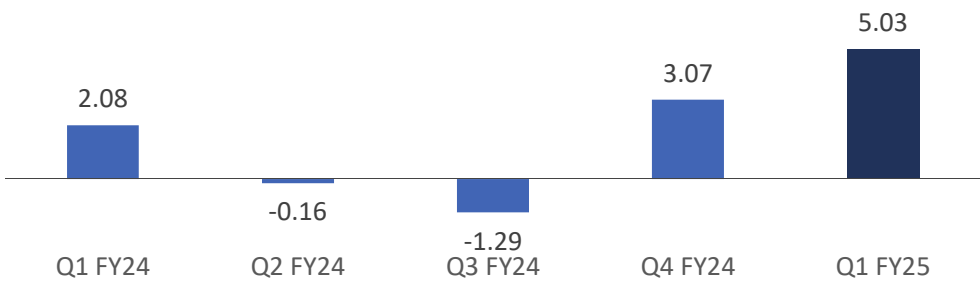
Caustic Soda Lye Volumes (in Tonnes)



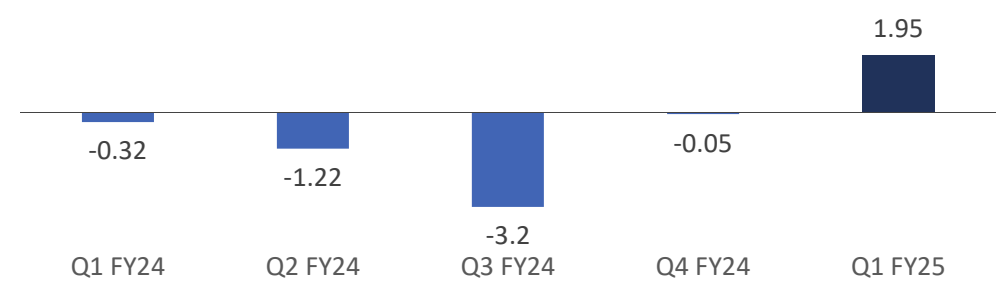
Total Revenue (Rs. Crore)



EBITDA (Rs. Crore)



Profit After Tax (Rs. Crore)



Profit & Loss Statement – Quarterly

All Figures in Rs. Crore	Q1 FY25	Q1 FY24	YoY%	Q4 FY24	QoQ%
Income from operations	65.04	52.37		62.47	
Other income	0.49	1.30		0.54	
Total income	65.53	53.68	22.1%	63.00	4.0%
Cost of Raw Material	17.22	10.77		16.41	
Changes in inventory	0.39	0.19		-0.98	
Employee Cost	4.38	3.73		4.26	
Power and Fuel Charges	34.23	32.79		36.05	
Operating expenses	4.29	4.11		4.20	
Total Expenditure	60.50	51.59		59.93	
EBITDA	5.03	2.08	141.8%	3.07	63.8%
EBITDA Margin %	7.68	3.88%	380 bps	4.88%	280 bps
Depreciation	2.41	2.01		2.41	
Interest	0.58	0.44		0.61	
Profit Before Tax	2.04	-0.37		0.05	
Tax	0.09	-0.05		0.11	
Profit After Tax	1.95	-0.32		(0.05)	
Basic EPS (Rs.)	0.78	-0.13		(0.02)	

Profit & Loss Statement – Annual

All Figures in Rs. Crore	FY21	FY22	FY23	FY24
Income from operations	154.10	240.08	295.05	221.11
Other income	3.23	2.52	1.44	2.93
Total income	157.33	242.61	296.49	224.04
Cost of Raw Material	26.47	34.46	44.00	53.59
Changes in inventory	-5.19	5.92	2.78	(2.07)
Employee Cost	10.27	13.07	20.97	16.31
Power and Fuel Charges	106.46	114.49	125.33	136.06
Operating expenses	11.04	16.05	18.23	16.43
Total Expenditure	149.32	184.06	211.31	220.33
EBITDA	8.01	58.55	85.20	3.71
EBITDA Margin %	5.09%	24.13%	28.73%	1.65%
Depreciation	6.41	7.26	8.08	9.00
Interest	3.99	4.77	2.41	2.11
Profit Before Tax	(2.39)	46.52	74.71	(7.40)
Tax	(0.35)	14.23	21.49	(2.61)
Profit After Tax	(2.04)	32.28	53.22	(4.80)
PAT Margin	(1.30%)	13.31%	17.95%	(2.14%)
Basic EPS	(0.81)	12.83	21.16	(1.91)

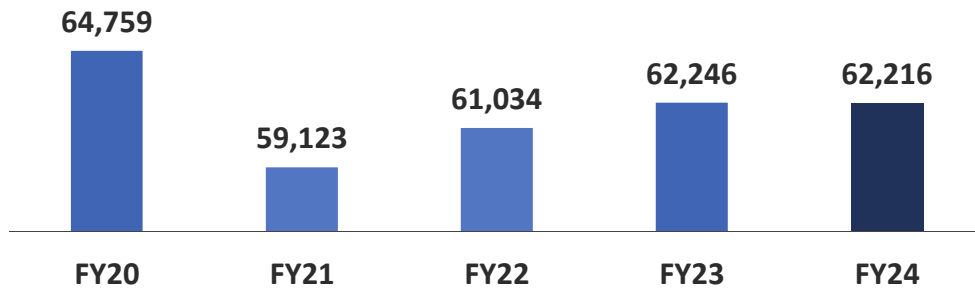
Balance Sheet as on 31st March

Equity & Liabilities (Rs. Crore)	As on 31 st Mar'24	As on 31 st Mar'23
Shareholders Funds	164.49	169.29
Share Capital	25.15	25.15
Other Equity	139.33	144.14
Non Controlling Interest	0.00	0.00
Non Current Liabilities	64.59	42.32
Long Term Borrowings	24.77	6.46
Lease Liability	5.70	6.06
Provisions	1.67	1.69
Deferred Tax Liabilities	15.17	18.84
Other non-current Liabilities	17.27	9.27
Current Liabilities	33.28	26.06
Short term Borrowings	12.07	9.50
Trade Payables	8.85	1.08
Lease Liability	0.57	0.45
Other Financial Liabilities	1.42	0.91
Other Current Liabilities	7.38	11.63
Short term Provisions	3.00	2.47
Current Tax Liability (Net)		0.01
Total Equity & Liabilities	262.35	237.66

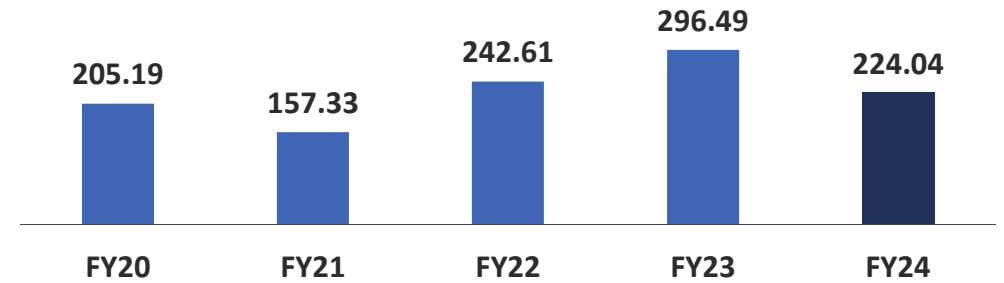
Assets (Rs. Crore)	As on 31 st Mar'24	As on 31 st Mar'23
Non Current Assets	175.57	148.17
Property, plant & Equipment	128.77	116.84
Capital work-in-progress	24.09	10.85
Right-of-use assets	6.30	6.87
Intangible Assets under development	0.06	0.00
Intangible Assets	0.00	0.00
FA - Investments	0.35	0.27
FA - Loans	0.06	0.03
Other Non-Current Assets	15.94	13.31
Current Assets	86.78	89.50
Inventories	21.83	12.56
FA - Trade Receivables	25.70	12.22
FA - Cash & cash equivalents	0.23	0.15
FA - Bank balances	33.62	60.96
FA - Loans	0.13	0.06
Current Tax Assets	0.47	0.00
Other Current Assets	4.81	3.54
Total Assets	262.35	237.66

Financial Highlights

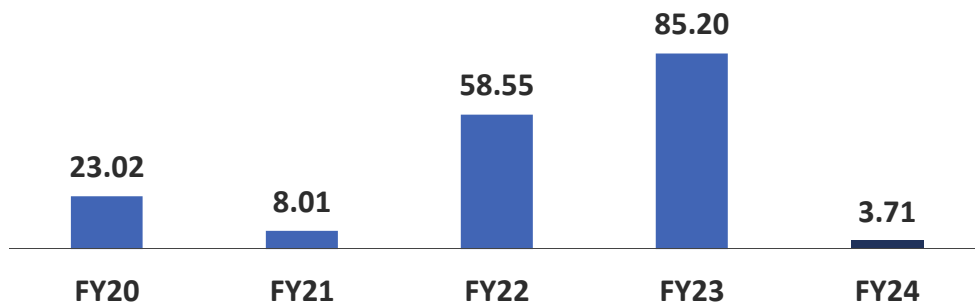
Volumes (in Tonnes)



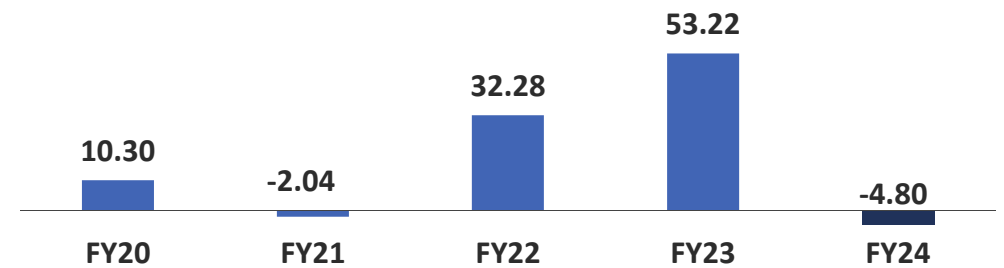
Total Revenues (Rs. Crore)



EBITDA (Rs. Crore)



Profit After Tax (Rs. Crore)





New initiatives



Increase production capacity

- Started its ambitious expansion plans with future growth in mind
 - Working on increasing Caustic Soda installed capacity by about 43%, to 300 TPD
-

Further expand product portfolio & market presence

- Working to broaden its product portfolio by increasing **Chlorinated Paraffin Wax** installed capacity from 20 tons per day to 50 tons per day.
 - Further consolidate its position in North Indian market and actively work in building new markets
-

Initiatives toward sustainability and cost savings

- Planned captive solar power plant of 16 MW in Bikaner, Rajasthan
 - Shall lower carbon footprint
 - Improve entire cost structure
-



Thank You

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