

Ref: MOL/2024-25/34

July 27, 2024

To, <b>National Stock Exchange of India Limited</b> "Exchange Plaza", Bandra-Kurla Complex, Bandra (East) Mumbai 400 051 <b>SYMBOL:- MOL</b>	To, <b>BSE Limited</b> Floor- 25, P J Tower, Dalal Street, Mumbai 400 001 <b>Scrip Code:- 543331</b>
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**Sub: - Investor Presentation on Financial Results for Q1 FY 2025**

**Ref.: - Regulation 30 of SEBI (LODR) Regulations, 2015**

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Dear Sir,

We are submitting herewith the Investor Presentation on unaudited Financial Results of the Company for the Quarter ended on June 30, 2024 for information of the Member, which is also available on the website of the Company [www.meghmani.com](http://www.meghmani.com).

We request you to take on record.

Thanking you.

Yours faithfully,  
**For Meghmani Organics Limited**

**Jayesh Patel**  
**Company Secretary & Compliance Officer**  
Mem.No:A14898

Encl: As above



CHEMISTRY OF SUCCESS AT WORK

# Meghmani Organics Limited

**Q1 FY25**  
**Investor Presentation**



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# MOL at a Glance

Crop  
Protection

Crop  
Nutrition

Pigments

# An Integrated diversified Chemical Company with Global Footprint

**35+ Years**

of chemical industry experience

**9**

Integrated manufacturing facilities

**75+**

Countries

**3500+**

Distributors and dealers across India

**54,660 MTPA**

Total Crop Protection Capacity

**33,180 MTPA**

Total Pigment Capacity



**Responsible Care®**  
OUR COMMITMENT TO SUSTAINABILITY

Accreditation for Crop Protection segment for a period of 3 years



Recognition from EcoVadis

## Industry Applications



Crop Protection



Veterinary pesticides



Household insecticides and public health



Crop Nutrition



Printing Inks

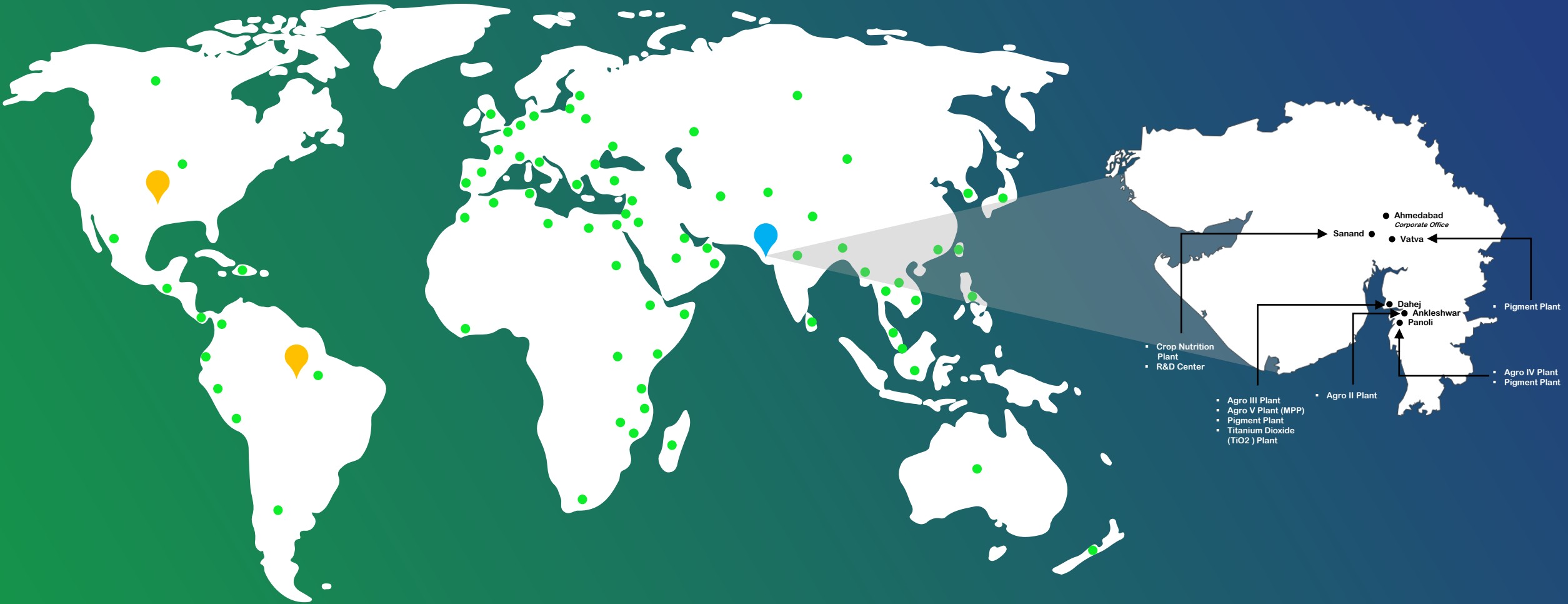


Paints



Plastics

# Fostering sustainable solutions globally



 Corporate Office    Offices    75+ Countries Served

# Niche Product Portfolio with High Growth Potential

## Crop Protection

*(Existing Business)*

Manufacturing products across the entire value chain ensuring crop protection and higher yields for the farmers

### ✓ Manufacturing facilities

“Responsible Care” accredited four multifunctional ISO 9001 & 14001 manufacturing facilities at Ankleshwar, Panoli, & Dahej in Gujarat

### ✓ Product range

Intermediates, technical and formulation for insecticides and herbicides

### ✓ Applications

- Crop protection
- Veterinary pesticides
- Household insecticides and public health

## Crop Nutrition

*(New Business)*

Forayed to manufacture Nano Urea (liquid) fertilizer with technology agreement with fertilizer cooperative giant IFFCO

### ✓ Manufacturing facilities

Commissioned Nano Urea manufacturing facility at Sanand in Gujarat with capacity of five crore bottles (500 ml) per year

### ✓ Product range

Nano Urea (liquid) fertilizer, biostimulant and micronutrient

### ✓ Applications

Suitable for cereals, fruits & vegetables, pulses, flowers, medicinal plants and others

*(one bottle of Nano Urea is equivalent to one bag of conventional Urea)*

## Pigments

*(Existing Business)*

One of the top three global capacity players manufacturing copper phthalocyanine based blue pigments

### ✓ Manufacturing facilities

Three pigment manufacturing facilities at Vatva, Panoli, Dahej SEZ in Gujarat

### ✓ Product range

Phthalocyanine pigments, Azo pigments, and High Performance pigments

### ✓ Applications

- Printing inks
- Paints & Coatings
- Plastics

## Titanium Dioxide (TiO<sub>2</sub>)

*(New Business)*

Diversifying into white pigments – TiO<sub>2</sub> for sustainable growth in pigment business

### ✓ Manufacturing facilities

Setting up India’s largest Titanium Dioxide (TiO<sub>2</sub>) manufacturing facility at Dahej in Gujarat

### ✓ Product range

Titanium Dioxide (TiO<sub>2</sub>) - Anatase grade and Rutile grade

### ✓ Applications

- Paints & Coatings
- Plastic & Polymers
- Ink & Dyes
- Paper & Cosmetics

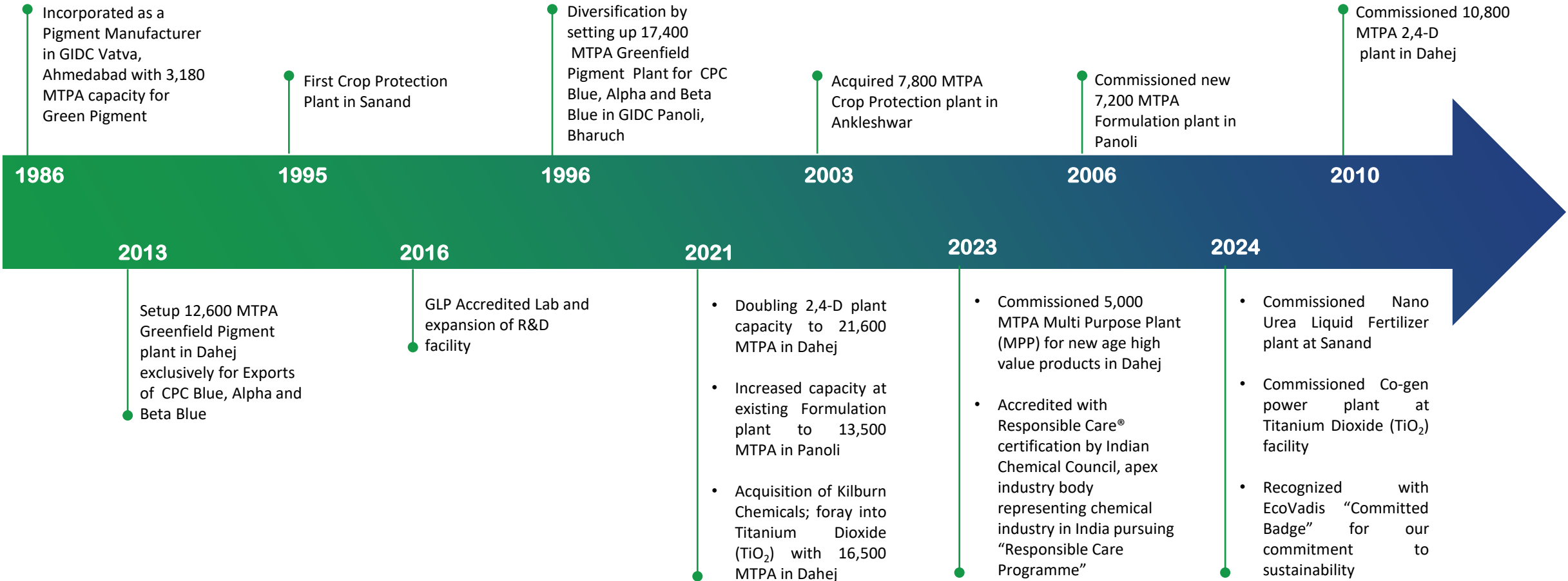
# Strategy for Next Phase of Growth

	Crop Protection	Crop Nutrition	Pigments	
	<b>Multi purpose product (MPP) plant</b>	<b>Nano Urea<sup>(1)</sup></b>	<b>Titanium Dioxide (TiO<sub>2</sub>)<sup>(3)</sup></b>	
<b>CAPEX</b>	₹ 390 crore	₹ 150 crore	₹ 600 crore	
<b>Status</b>	Commissioned	Commissioned	Phase I commissioned	
<b>Total Capacity</b>	5,000 MTPA	5 crore bottles	16,500 MTPA (Phase I)	
<b>Target Market</b>	Domestic & Export	Domestic & Export <sup>(2)</sup>	Domestic	
<b>Enablers</b>	75+ Countries of presence	19 States presence pan-India	3,500+ Distributors in India	400+ Marquee customers for crop protection and pigment business

**Expected to contribute positively to topline growth in the coming years and generate a blended EBITDA margin of ~14-15%**



# An enduring journey of over three decades





# Crop Protection

Insecticides

Herbicides

Intermediates

# Crop Protection: Segment Overview

## 54,660 MTPA

Total Crop Protection Capacity



Ankleshwar Plant



Dahej Plant



Panoli Plant

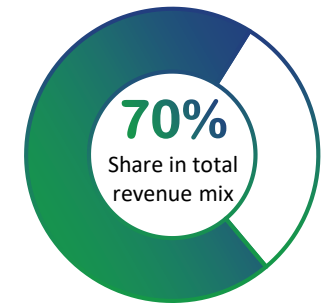
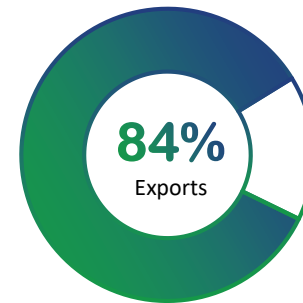


Dahej Plant - MPP

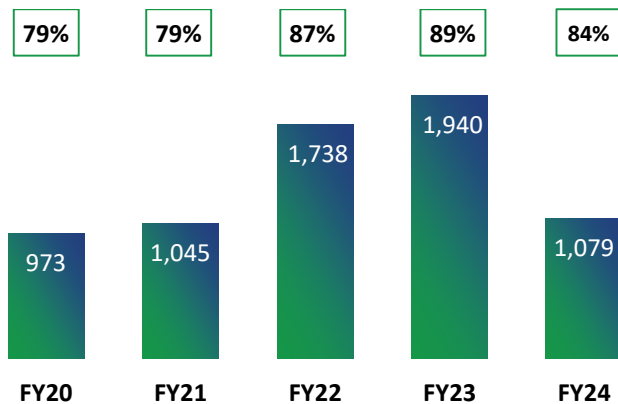
CERTIFIED FOR ISO 9001, ISO 14001, ISO 18001 AND ISO 45001.

## ₹ 1,079 Crore

Revenue from operations in FY24



### Revenue from Operations (₹ Crore) & Exports (%)



### Capacity (MTPA) & Utilisation (%)



### Exports

- Global presence across 75+ countries viz. Africa, Brazil, LatAm, US and Europe
- 45% demand comes from US & Brazil
- 400+ marquee customers
- Setting-up a subsidiary in Brazil with objective to cater to that market and representative office in China.

### Domestic

- Pan-India presence across 19 states, with 3,500+ distributors and dealers network
- Extensive Network with four manufacturing units, 19 warehouses across India
- MOL reaches out to approximately 10 million Indian farmers with its products and services.

# Crop Protection: MOL's Positioning in the Industry Landscape

## Integrated Crop Protection manufacturer with products across entire value chain

**Pesticide Intermediates, Technical Grade Pesticides, and Pesticide Formulations (Bulk Packing & Brand Business)**

- MOL has facilities for manufacturing of pyrethroid and herbicide pesticides.
- Key intermediates are cypermethric acid chloride, meta phenoxy benzaldehyde and meta phenoxy benzyl alcohol, which are used in crop-protection products, thus reducing reliance on imports.

## State-of-the-art R&D Facility



**MOL has in-house R&D facility and GLP accredited laboratory helping in reducing cost & cycle time for data for registrations.**

## Well-recognized Formulation brands

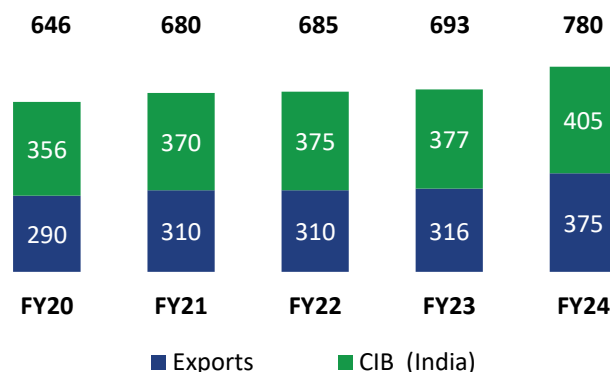
**Megacyper, Megaban, Synergy, Courage, Megaclaim, Megastar Power, Megakill, Megastar**



## Wide Basket of Products

- 2,4-D
- Cypermethrin
- Permethrin
- Bifenthrin
- Lambda cyhalothrin
- Profenophos
- Chlorpyrifos
- Flumendamide
- Pymetrozine

## Registration Base



## Geographically Diversified

Deep and sustained penetration of over 3 decades in Agro based World economies like Brazil and Latin American countries besides Asian, European and African countries having different Agri cycles has supported MOL's business growth in Crop Protection all round the year.



## Commissioned Multi Purpose Product (MPP) plant

- Installed capacity of 5,000 MTPA.
- The plant is located in Dahej as part of backward integration
- Will manufacture high value new-age insecticides.
- Major Products: Lambdacyhalothrin Tech, Flubendamide, Beta Cyfluthrin, Cyfluthrin, Spiromesifen, Pymetrozine, Ethiprole

### Rationale:

- With this capex, MOL has entered the competitive landscape of competing with MNCs and will have first mover advantage
- MOL is either the only manufacturer in India after MNC or is the 2<sup>nd</sup> manufacturer to produce these products.
- MOL has build an infrastructure for sustainable supply to global customers to take advantage of China Plus One strategy.



# Crop Nutrition

Nano Urea

New Crop  
Nutrition  
Products\*

*\*Added 8 new products in fertilizers, biostimulant and micronutrient category in our Crop Nutrition basket, providing a comprehensive, one-stop solution for our farmers to improve the productivity and nutrient use efficiency*

# Crop Nutrition: Foray into Nano Urea (Liquid) Fertilizer Manufacturing

## About Nano Urea

- Nutrient (liquid) to provide nitrogen to plants as an alternative to the conventional urea
- Developed to replace conventional urea and it can curtail the requirement of the same by at least 50%
- Contains 40,000 mg/l of nitrogen in a 500 ml bottle which is equivalent to the impact of nitrogen nutrient provided by one bag of conventional urea
- Conventional urea is effective 30-40% in delivering nitrogen to plants, while the effectiveness of the nano urea liquid is over 80%
- Effectiveness has been tested in over 11,000 farmers' fields for 94 crops like rice, wheat, etc.
- An average 8% increase in yield has been witnessed



Sanand Plant

Installed capacity of 5 Crore bottles (500 ml) per year

## Nano Urea Benefits

- Required less and produces more: Efficacy of one bottle of nano urea is equivalent to one bag of urea
- Environment friendly product, can improve soil, air and water quality thus, helps in addressing the concerns of Global Warming and in meeting the UN Sustainable Development Goals
- Cheaper than conventional urea and can be easily stored and transported, reducing farmer's input, logistic and storage cost
- Versatile fertilizer that can be applied to a wide range of food crops, cash crops, horticulture crops, and others

## On Field Activities



Training & Awareness programmes



Endorsement by Opinion Leaders



Farmers' field trials

## Market Overview

- India is world's largest urea importer with urea accounting ~70% of India's total fertilizer subsidy
- In 2021-22, India spent ~USD 6 bn to import 9 million tonnes in order to meet its 34.2 million tonnes of urea consumption
- India aims to end dependence on imported urea by 2025

# Crop Nutrition: Nano Urea a way to Sustainable Agriculture

## Lower Carbon Footprint ◀

Nano Urea production process typically involves fewer resources and energy compared to conventional urea production. Additionally, its targeted nutrient delivery reduces the amount of fertilizer needed per application, leading to lower overall carbon emissions associated with fertilizer use.

## Eco-friendly ◀

Nano Urea typically has lower ammonia content as compared to conventional urea reducing the risk of air pollution and greenhouse gas emissions.



## ▶ Reduced Environmental Impact

Nano Urea helps in enhancing soil health, improving aquatic life and groundwater quality by allowing targeted nutrient delivery to plants minimizing nutrient runoff.

## ▶ Improved Nutrient Uptake

Nano Urea has the ability to increase crop yields by ~8% thus helping farmers to produce more food with less land, which is essential for meeting the growing demand for food in India.



# Crop Nutrition: Growing Product Portfolio

## Nano Fertilizer



## Bio Fertilizer



## Organic Fertilizer



## Micro Nutrient



## Biostimulant



# Crop Nutrition: On Field Activities

## FARMERS MEET



## FIELD DAY



## DEMONSTRATION



## RESULTS

### Before use of Nano Urea



### After use of Nano Urea





# Pigments

Phthalocyanine  
Pigments

Azo  
Pigments

High  
Performance  
Pigments

Titanium  
Dioxide  
(TiO<sub>2</sub>)

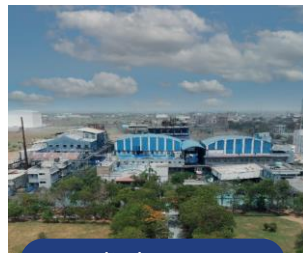
# Pigments: Segment Overview

## 33,180 MTPA

Total Pigment Capacity



Vatva Plant



Panoli Plant

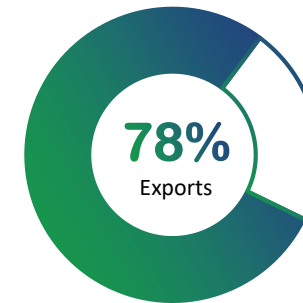


Dahej Plant (SEZ)

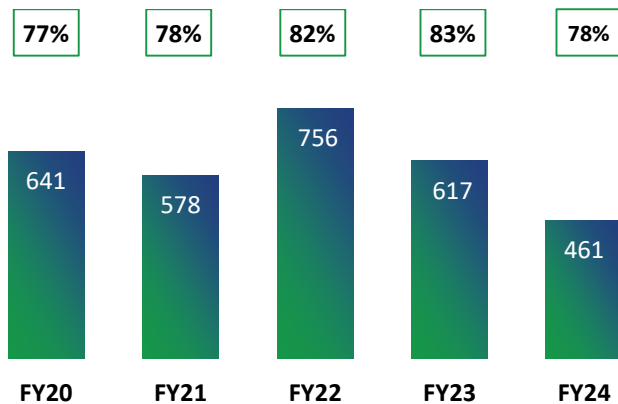
VERTICALLY INTEGRATED MANUFACTURING FACILITIES

## ₹ 461 Crore

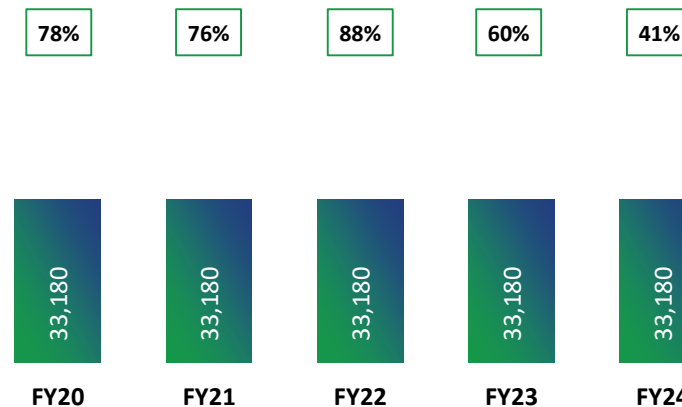
Revenue from operations in FY24



Revenue from Operations (₹ Crore) & Exports (%)



Capacity (MTPA) & Utilisation (%)



“Largest manufacturers of Phthalocyanine-based pigments with 8% global market share & amongst top 3 (capacity wise) global pigments players”

- Global presence in 75+ countries
- Global Distribution Network - Direct presence across countries
- Subsidiary in the US to cater to international demand and to enable supply chain management.
- Client Stickiness: 90% business is from repeat clients.

MOL has created brand value amongst its customers by providing product customization, consistent quality and adhered to compliance regulations.

# Pigments: Investing in Next Phase of Growth – TiO<sub>2</sub>

Foray into Titanium Dioxide (TiO<sub>2</sub>) / White Pigments by acquiring Kilburn Chemicals Limited (KCL) in December 2021

## TiO<sub>2</sub> Features

- It is the most widely used white pigment because of its brightness and its strong UV light absorbing capabilities.
- It is used to provide whiteness and opacity to products such as paints, coatings, plastics, papers, inks, foods, medicines, toothpastes.
- TiO<sub>2</sub> pigments are inert, do not react with other materials and are thermally stable, non-flammable and nontoxic.
- TiO<sub>2</sub> is majorly available in two grades: Anatase Grade and Rutile Grade.
- Key raw materials are ilmenite ore and sulphuric acid.



### DEMAND DRIVERS

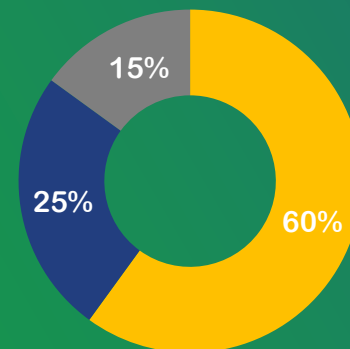
- It is an Import Substitute
- End-use industry growing at double digit



### TECHNOLOGY

- TiO<sub>2</sub> is produced through two routes: Sulphate and Chloride.
- KCL will use Sulphate process

## END USER INDUSTRY APPLICATION



■ Paint & Coatings ■ Plastics & Polymers ■ Others

### Phase I

Installed Capacity  
16,500 MTPA

Commissioned

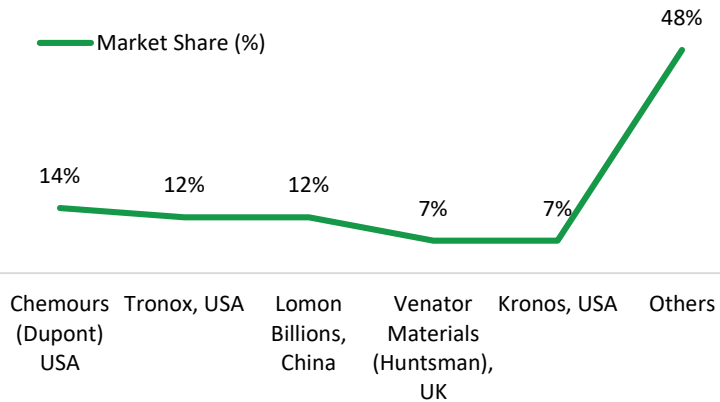
### Phase II

Installed Capacity  
16,500 MTPA

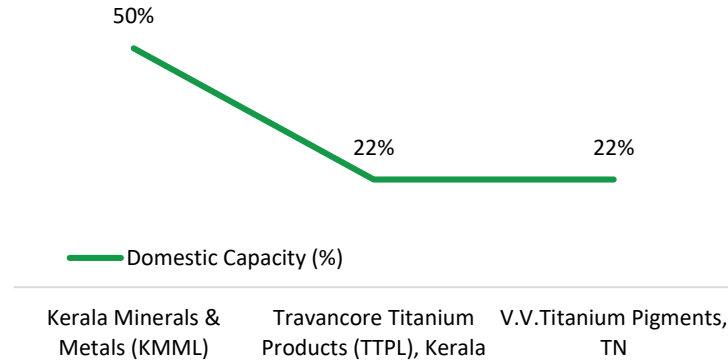
To be considered after  
stabilization of Phase I

# Pigments: Industry Overview & Rationale for foraying into TiO<sub>2</sub>

## Global TiO<sub>2</sub> Players



## Indian TiO<sub>2</sub> Manufacturers



## Expected Market

- India's Titanium Dioxide (TiO<sub>2</sub>) current market size is 4,00,000 MTPA and is growing in double digits.
- Capex announcement in paint sector will further accelerate the growth.
- ~73% of TiO<sub>2</sub> requirement was being imported to India. Post commissioning, KCL will be one of the leading manufacturer of TiO<sub>2</sub> in India.

## Rationale

### GROW IN PIGMENT VALUE CHAIN

- To increase the products in pigments basket.
- To enter into higher margin accretive product.
- TiO<sub>2</sub> does not have any threat from alternate product or product replacement application.

### INORGANIC GROWTH OPPORTUNITY

- Location advantage as near to port for sourcing key RM.
- MOL's existing presence in Dahej, the chemical hub of Gujarat.
- Land available for future growth.

### IMPORT SUBSTITUTE

- Meghmani's foray into TiO<sub>2</sub> is to promote import substitution thereby contributing to the government's 'Make in India' and Atmanirbhar Bharat vision.
- Currently, ~73% of TiO<sub>2</sub> is being imported in India.
- MOL will be one of the few manufacturer of TiO<sub>2</sub> in India garnering approx. 29% market share capacity-wise.

### HIGH ENTRY BARRIER

- Capital intensive project.
- Require expertise of handling of bulk volume of Ilmenite & Sulphuric acid.
- Product require specialize technical know-how of sulphate process which is a big challenge for a new player.



# Quarterly Highlights

# Q1 FY25 Results: Key Highlights (Standalone)

## Business Operations

### • Crop Protection

Production during Q1 FY25 stood at 10,011 MT, up by 20% YoY. Capacity utilisation for the segment stood at 73%.

### • Pigments

Production during Q1 FY25 stood at 3,736 MT, up by 9% YoY. Capacity utilisation for the segment stood at 45%.

- Both the segment witnessed healthy volume growth in Q1 FY25 which was offset by lower product price realizations across markets

## Financial Performance

Revenue from operations remained flat at ₹ 411.1 crore for the quarter under review. Meanwhile, EBITDA stood at ₹ 14.2 crore, increasing by 194% YoY and 40% on QoQ basis.

### • Crop Protection

Constitutes ~66% of the overall company's revenue during Q1 FY25. Net Revenue and EBITDA stood at ₹ 272.6 crore and ₹ 11.3 crore respectively.

### • Pigments

Constitutes ~34% of the overall company's revenue in Q1 FY25. Net Revenue and EBITDA stood at ₹ 138.5 crore and ₹ 9.4 crore respectively.

## Other Updates

### • Crop Nutrition

- Commissioned Meghmani Crop Nutrition Limited's (MCNL) 'Nano Urea' plant in March 2024.
- Launched 8 new products in fertilizers, biostimulant & micronutrient category.

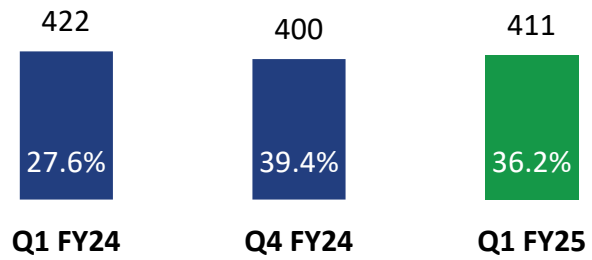
### • Pigments

- Titanium Dioxide (TiO<sub>2</sub>) – Commissioned Cogen power plant and customers' approvals are in progress.
- “Responsible Care” accreditation for Crop Protection segment for a period of 3 years.
- Recognized with EcoVadis “Committed Badge” for our commitment to sustainability.

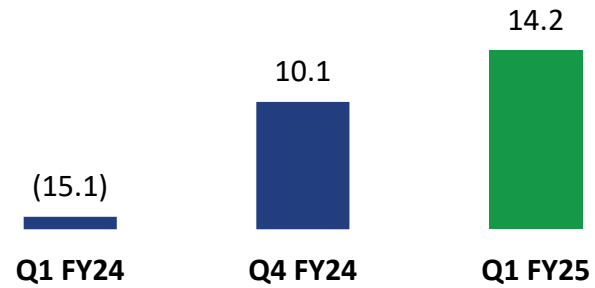


# Q1 FY25 Results: Standalone

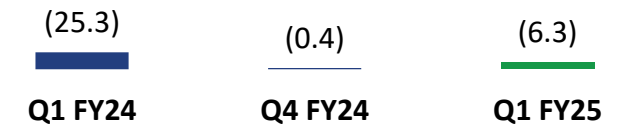
## Revenue & Gross Margin



## EBITDA

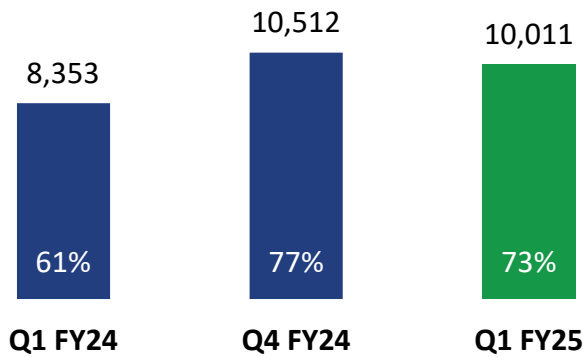


## Profit after tax

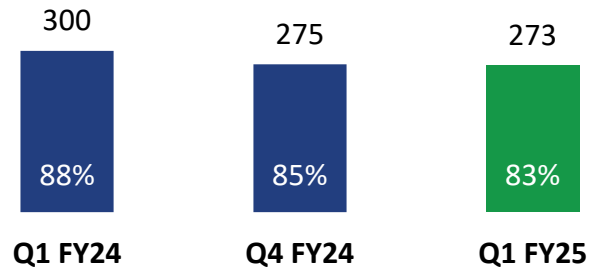


# Q1 FY25 Results: Crop Protection

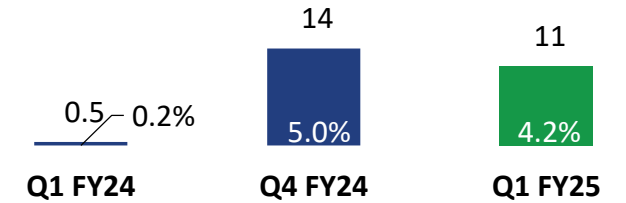
### Production (MT) & Utilisation (%)



### Net Revenue & Exports (%)

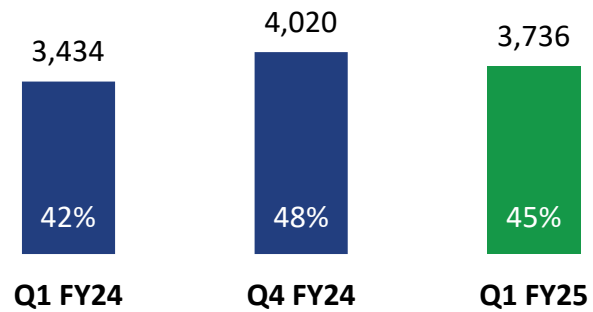


### EBITDA & EBITDA Margin (%)

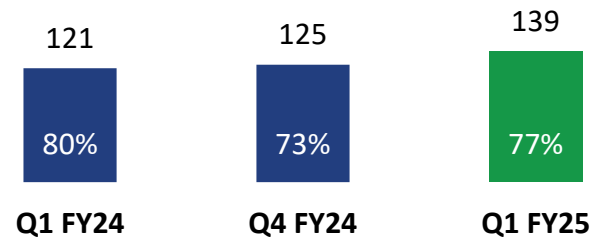


# Q1 FY25 Results: Pigments

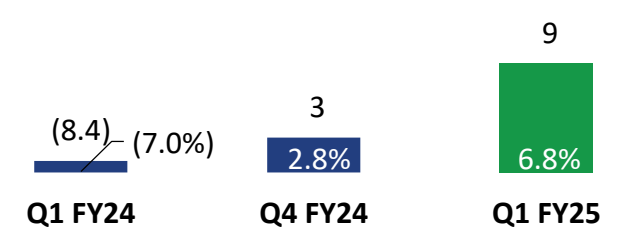
### Production (MT) & Utilisation (%)



### Net Revenue & Exports (%)



### EBITDA & EBITDA Margin (%)



# P&L Statement

Particulars (₹ in Crore)	Q1 FY25	Q1 FY24	YoY%	FY24	FY23	YoY%
Revenue from Operations	411	422	(2%)	1,540	2,557	(40%)
COGS	262	305	(14%)	1,002	1,515	(34%)
<b>Gross Profit</b>	<b>149</b>	<b>116</b>	<b>28%</b>	<b>538</b>	<b>1042</b>	<b>(48%)</b>
<b>Gross Margins %</b>	<b>36.2%</b>	<b>27.5%</b>		<b>34.9%</b>	<b>40.7%</b>	
Employee Expenses	23	27	(13%)	100	121	(17%)
Other Expenses	112	105	7%	428	557	(23%)
<b>EBITDA</b>	<b>14</b>	<b>(15)</b>	<b>194%</b>	<b>9</b>	<b>364</b>	<b>(97%)</b>
<b>EBITDA Margin %</b>	<b>3.5%</b>	<b>(3.6%)</b>		<b>0.61%</b>	<b>14.2%</b>	
Depreciation	20.5	21.4	(4%)	83	68	22%
<b>EBIT</b>	<b>(6)</b>	<b>(37)</b>	<b>83%</b>	<b>(74)</b>	<b>296</b>	<b>N.A.</b>
Finance Cost	9	4	139%	43	64	(33%)
Other Income	6.5	6.6	(1%)	43	96	(55%)
<b>PBT</b>	<b>(9)</b>	<b>(34)</b>	<b>73%</b>	<b>(74)</b>	<b>327</b>	<b>N.A.</b>
Taxes	(3)	(8)		(18)	77	N.A.
<b>PAT</b>	<b>(6.3)</b>	<b>(25)</b>	<b>75%</b>	<b>(57)</b>	<b>250</b>	<b>N.A.</b>
<b>PAT Margin %</b>	<b>(1.5%)</b>	<b>(6%)</b>		<b>(4%)</b>	<b>10%</b>	

# Balance Sheet

Particulars (₹ in Crore)	Mar-24	Mar-23
<b>Equity &amp; Liabilities</b>		
Share Capital	25	25
Reserves & Surplus	1,539	1,631
<b>Shareholder's Funds</b>	<b>1,565</b>	<b>1,656</b>
Long-term borrowings	179	274
Other financial liabilities	12	19
Provisions	17	16
Deferred tax liabilities (Net)	39	60
Non - Current Liabilities	<b>247</b>	<b>368</b>
Short-term Borrowings	420	419
Trade Payables	477	440
Other Current Liabilities	63	99
Current Tax Liabilities (Net)	18	18
<b>Current Liabilities</b>	<b>978</b>	<b>976</b>
<b>Total Equity &amp; Liabilities</b>	<b>2,790</b>	<b>3,001</b>

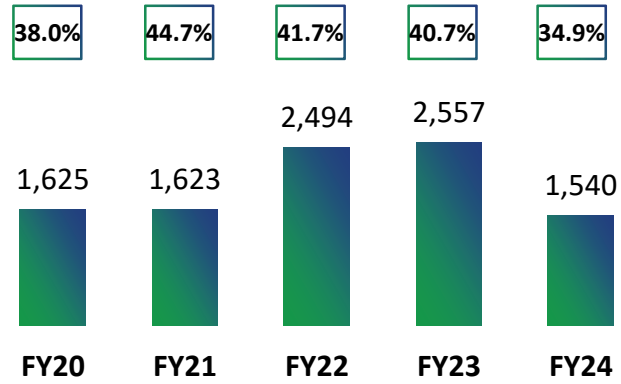
Particulars (₹ in Crore)	Mar-24	Mar-23
<b>Assets</b>		
Property, Plant & Equipment	943	997
Capital WIP	135	135
Intangible Assets	14	12
Financial Assets	107	160
Other Non-current assets	10	9
Non-current assets (Tax)	25	23
Investment in Subsidiaries	461	259
<b>Non - Current Assets</b>	<b>1,695</b>	<b>1,596</b>
Inventories	481	618
Trade Receivables	433	541
Cash & Cash Equivalents	18	29
Investment	16	30
Loans and advances	0.3	6
Other Current Assets	146	181
<b>Current Assets</b>	<b>1,094</b>	<b>1,405</b>
<b>Total Assets</b>	<b>2,790</b>	<b>3,001</b>

A wide-angle photograph of a lush green cornfield. The rows of corn plants stretch far into the distance, creating a sense of depth. In the background, there are utility poles with power lines, some trees, and a few buildings, suggesting a rural or agricultural setting. The sky is overcast and grey.

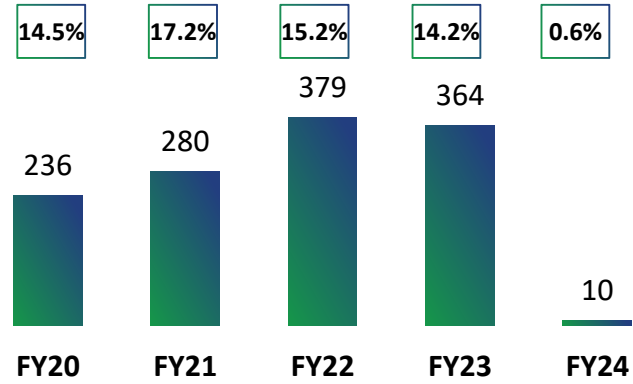
# Historical Financial Performance

# Standalone Annualized Financial Performance

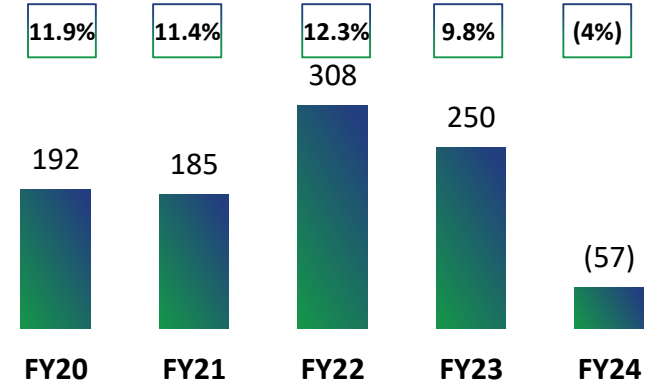
## Revenue & Gross Margin



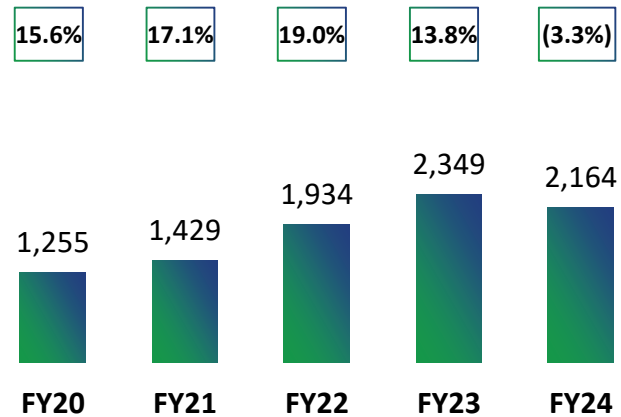
## EBITDA & EBITDA Margin



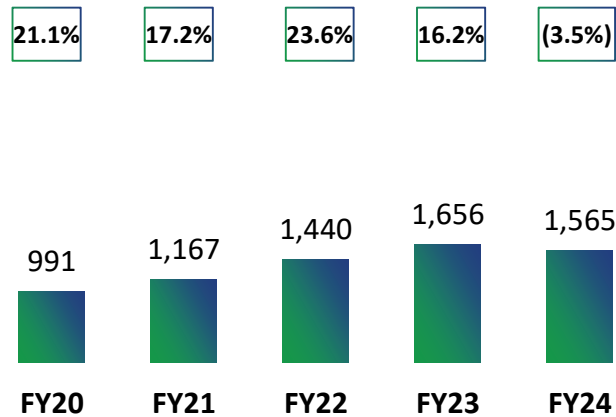
## PAT & PAT Margin



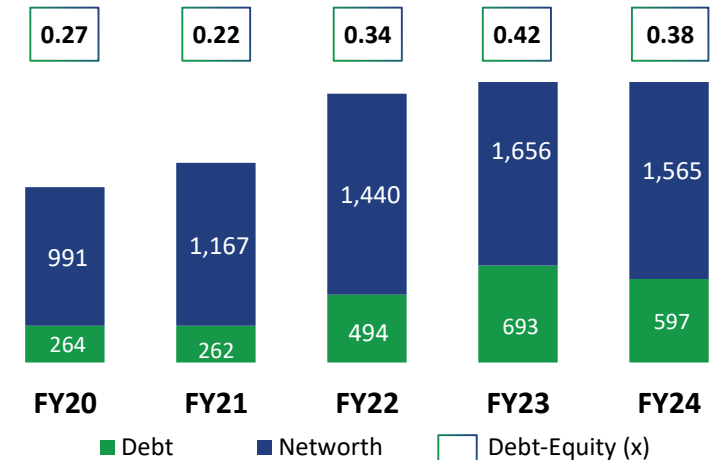
## Capital Employed & RoCE (%)



## Net Worth & RoE (%)



## Debt Position



A wide-angle photograph of a cornfield at sunset. The sun is positioned low on the horizon to the right, creating a bright lens flare that radiates across the sky. The corn plants in the foreground are lush green, and the background shows a line of trees under a clear, light blue sky.

# Leadership and Management



# Leadership and Management: Board of Directors



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

Mr. Ankit Patel, a dynamic and seasoned leader, brings an impeccable blend of academic brilliance and a stellar career of over a decade in the chemical industry. He holds Bachelor's degree in Chemical Engineering from S.P. University, Anand, a Master's in Engineering from Griffith, Australia, and a Global MBA from SP Jain Centre of Management.

His journey with the organization commenced in 2009 when he assumed the role of Manager-Agro division. Over the years, he has deftly navigated diverse portfolios within the Agro division, showcasing exceptional leadership. His ascent to Chief Executive Officer in 2017 reflects his unwavering commitment and remarkable contributions to the organization.

Notably, his stellar achievements were recognized when he received the esteemed 'Emerging Leader of the Year 2023 – Agrochemicals' award at the PMFAI-SML Agchem Awards 2023.

On August 14, 2023, Mr. Ankit Patel assumed the role of Chairman and Managing Director, ushering in a new era of strategic vision and leadership for the organization.



**Mr. Karana Patel**  
Executive Director

Mr. Karana Patel, a visionary leader with over a decade and a half of experience in the realm of Agrochemical operations. He holds Diploma in Chemical Engineering from Nirma University and a Bachelor's degree in Chemical Engineering from Drexel University, USA.

His journey with the organization commenced in 2007 when he embarked on his role as Manager-Operations within the Agro division. Over the years, he has showcased exceptional prowess in overseeing a spectrum of projects in the Agrochemical sector. His relentless dedication and outstanding contributions led to his elevation to Chief Operating Officer in 2017.

On August 14, 2023, Mr. Karana Patel has assumed the role of Executive Director of the company and he will continue to play instrumental role in managing agrochemical business vertical.



**Mr. Darshan Patel**  
Executive Director

Mr. Darshan Patel, a distinguished leader with over a decade of experience in the realm of Pigment operations. He holds a Bachelor's degree in Chemical Engineering from Nirma University, a Master's degree in Engineering Management from Griffith University, Australia, and an MBA from the New York Institute of Technology (NYIT) USA.

His journey with the organization commenced in 2011 when he assumed the role of Manager in the Pigments division. Over the years, he has exhibited exceptional versatility by managing diverse portfolios within the Pigment division. His consistent dedication and outstanding contributions culminated in his appointment as Chief Operating Officer in 2017.

On August 14, 2023, Mr. Darshan Patel assumed the role of Executive Director of the company and he will continue to play instrumental role in managing pigments business vertical.

# Leadership and Management: Board of Directors



**Mr. Maulik Patel**  
Non-Executive Director

More than 16 years of experience in the chemical industry with BE (Chemical) from S.P. University, Anand, Masters of Science (Chemical Engineering) from University of Southern California, USA and MBA from Long Island University, USA. On board of Epigral and KCL.



**Mr. Kaushal Soparkar**  
Non-Executive Director

More than 15 years of experience in the chemical industry with B.S. (Chemical) from University of New Haven, USA and M.S. (Engineering Management) from Northeastern University, USA. On board of Epigral and KCL.



**Mr. Manubhai K. Patel**  
Independent Director

CA with 37+ years of experience in Forex, Treasury and Credit Management. He serves on the boards of GVFL Trustee Company Private Limited, Dialforhealth Unity Limited, Cliantha Research Limited and others.



**Prof. (Dr.) Ganapati Yadav**  
Independent Director

Padmashri Awardee, by President of India. He has recently retired from the position of Vice Chancellor of Institute of Chemical Technology (ICT). He has authored over 300 original research papers in 51 cross-disciplinary international peer-reviewed journals. He serves on the boards of Godrej Industries Ltd, Bhageria Industries Ltd, and Clean Science and Technology Ltd.



**Dr. Varesh Sinha**  
Independent Director

Master in Science from Lucknow University and Ph.D in Statistics. He joined IAS in 1977 and retired in 2014. During this period he held eminent positions as MD in various Government companies. Additional Chief Secretary and Chief Secretary – Government of Gujarat chairmanship of GSFC, GACL, GSPC, Gujarat Gas Limited, etc. After superannuation, he served as State Election Commissioner from 2014 to 2019.



**Ms. Urvashi Dhirubhai Shah**  
Independent Director

Bachelor of Arts (BA) Degree with Economics and having First class First rank of Gujarat University. She has been practicing with Income Tax appellate Tribunal since last 15 years. She serves on the board of Hajar Power Limited and Kohima-Mariani Transmission Limited.



**Mr. Nikunt Raval**  
Independent Director

Advocate practicing inter alia, in securities & Corporate, Land, Banking, Tax and Commercial Laws. He was Standing Counsel for the Union of India in the High Court of Gujarat from 2015 - 2023. He appears before the Hon'ble Supreme Court, various High Courts, SAT, Consumer Forum and Civil Courts in various matters. He is a Partner at Raval & Raval Advocates and also a Sr. Standing Counsel for the Income Tax Department and Customs, Excise, GST and DRI Department



**Investment Rationale**

# Why Meghmani Organics

## Understands Chemicals since 1986,

- Established Market Position along with management expertise across Pigments, Crop Protection and Basic Chemicals
- Largest producer of copper phthalocyanine (CPC) blue and is among the top 3 pigment blue players globally
- Leading Integrated manufacturer of pesticides in India having presence across the value chain in both technical and formulations with 750+ product registrations

## Strengthening Domestic preference by focusing on margin accretive product portfolio

- Forayed into Titanium Dioxide (TiO<sub>2</sub>) / White Pigments by acquiring Kilburn Chemicals Limited (KCL).
- Commissioned a 5 crore bottles per year Nano Urea (liquid) fertilizer manufacturing plant in Sanand.
- Launched 8 new products in fertilizers, biostimulant and micronutrient category in our Crop Nutrition basket, providing a comprehensive, one-stop solution to farmers
- Capex program to drive future growth and bring in EBITDA improvement with a blended EBITDA margin of ~14-15%

## Diverse pool of Product Basket across Geographies resulting in diversified Revenue profile

- Product reach and distribution are well diversified geographically with presence in 75+ countries
- Company's endeavour is to expand product portfolio to build globally competitive and comprehensive range
- Setting-up subsidiary in Brazil with objective to cater to world's largest Agro Chemical market

## State-of-the-art Manufacturing Facilities with In-house R&D setup

- 9 backward Integrated and Strategically located manufacturing facilities located in the Chemical belt of Gujarat
- Accreditation of Responsible Care® to Crop Protection segment for a period of 3 years
- “Committed Badge” recognition from EcoVadis
- Cutting-edge R&D Centre with GLP Lab spanning over 5000 square feet in Sanand with 35+ researchers and scientists

# Group's Core Values



## Integrity

The Company will maintain complete honesty and integrity in all its endeavours.



## Environment, Health and Safety

The Company is committed to take all the safety measures to prevent adverse impact for health and safety and adverse effect on environment.



## Credibility

The Company will make efforts towards building a trusted brand for all its stakeholders.



## Law abiding

The Company respects and ensures compliances of all the applicable laws.



## Being Human

The Company abides by the principle of humanity towards its employees and the Society.

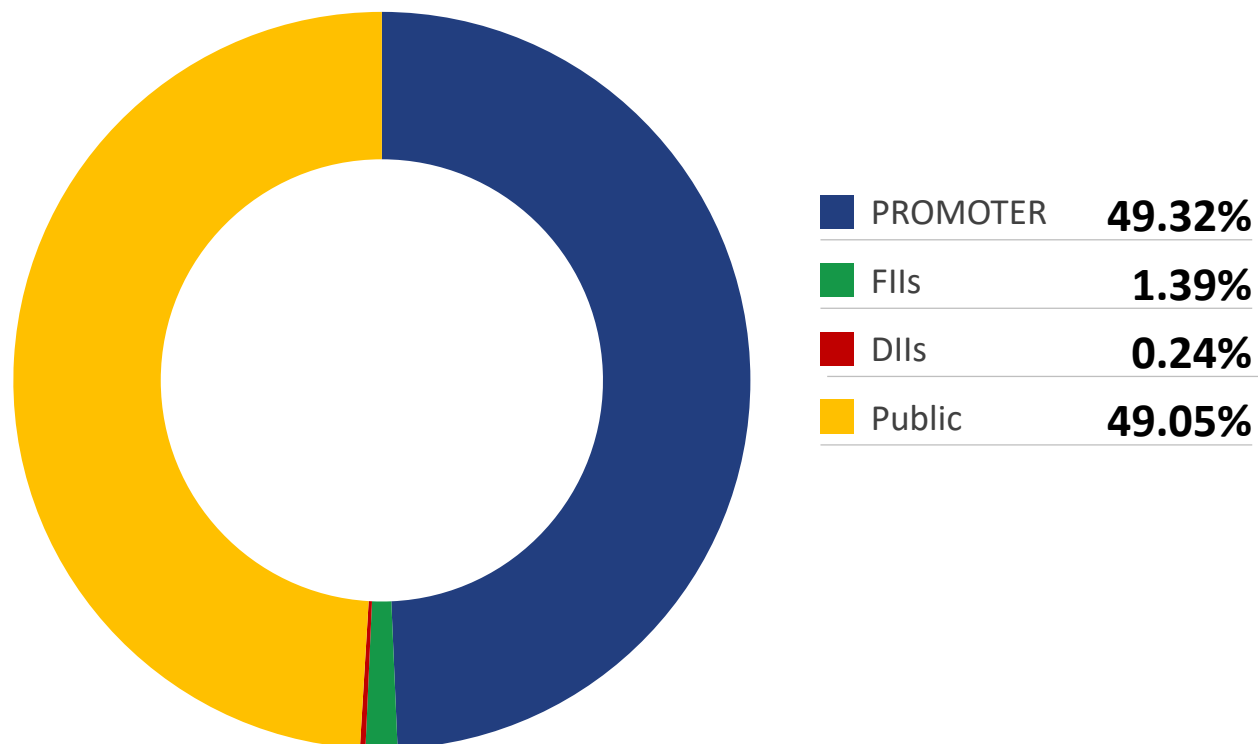


## Vision

To constantly endeavour to create sustainable position as one of the leading and diversified chemical companies with strong manufacturing base in 'Organic Chemistry' aiming global presence with worldwide product acceptability

# Shareholder Information

## SHAREHOLDING PATTERN - June 2024 (IN %)



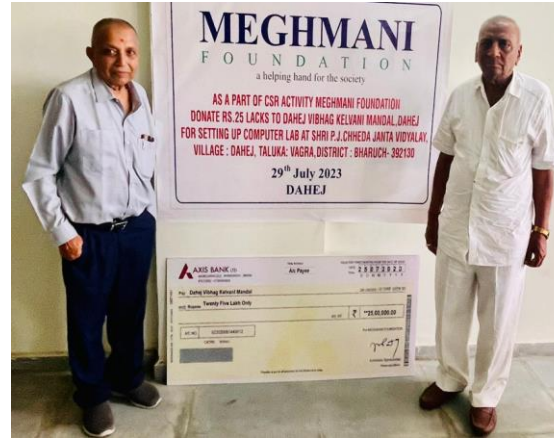
NSE Ticker	<b>MOL</b>
BSE Ticker	MOL   543331
Share Price (₹)^	82.08
Market Cap (₹ Crore)^	2,087
% Free Float^	50.68
Free float market cap (₹ Crore)^	1,058
Shares outstanding^	25.4 Crores
3M ADTV (Shares) as on 28 <sup>th</sup> June	11,27,586
3M ADTV (₹ Crore) as on 28 <sup>th</sup> June	9.6
Industry	Chemicals

Source: NSE, ^As on 28<sup>th</sup> June 2024

# Being a responsible social steward



*Blood Donation Camp*



*Education assistance to Dahej school for setting up Computer Lab*



*Health Checkup & First Aid training Camp at Sanjali Primary School, Bharuch*



*Education Assistance – Mobile Education Van Project, Ankleshwar*



*Industry Institutional Partnership- ITI Students Visit at Ankleshwar Plant*



*Celebrating World Environment Day with tree plantation drive*

# Safe Harbor

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*CHEMISTRY OF SUCCESS AT WORK*

## **MEGHMANI ORGANICS LTD**

(CIN: L24299GJ2019PLC110321)

### **REGISTERED & CORPORATE OFFICE:**

'Meghmani House', Behind Safal Profitaire, Prahlad Nagar,  
Ahmedabad, Gujarat, 380015

Tel: +91 79 71761000

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

### **INVESTOR RELATIONS**

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G.S.Chahal | CHIEF FINANCIAL OFFICER  
E: [ir@meghmani.com](mailto:ir@meghmani.com)

Nishant Vyas | INVESTOR RELATIONS  
E: [nishant.vyas@meghmani.com](mailto:nishant.vyas@meghmani.com)