

4<sup>th</sup> February, 2025

To, Listing Department National Stock Exchange of India Ltd, Exchange Plaza, 5<sup>th</sup> Floor Bandra – Kurla Complex, Bandra (E), Mumbai – 400051 NSE Code – JGCHEM

To, Corporate Relations Department, BSE Ltd., P.J. Towers, Dalal Street, Fort, Mumbai – 400001 BSE Code – 544138

Dear Sir/Madam,

#### Sub: Investor Presentation for the Quarter and Nine months ended 31<sup>st</sup> December, 2025

We write to inform you that, the Unaudited Financial Results of the Company for the quarter and nine months ended 31<sup>st</sup> December, 2024 has been approved by the Board of Directors in their meeting held on 4<sup>th</sup> February, 2025. Pursuant to Regulations 30 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation for the quarter and nine months ended 31<sup>st</sup> December, 2024.

Further, a copy of the said presentation is also being uploaded on the Company's website at <u>www.jgchem.com</u>.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For J.G.Chemicals Limited

Swati Poddar Company Secretary and Compliance Officer

J. G. Chemicals Limited

(An ISO 9001, 14001, 45001 CERTIFIED COMPANY) Adventz Infinity@5, Unit No. 1511, Street No. 18, BN Block, Sector – V, Salt Lake City, Kolkata – 700 091, India, Phone: +91 33 4415 0100 Email: cs@jgchem.com | Web: www.jgchem.com Mfg. of : "LUXMI" <sup>(UR)</sup> BRAND ZINC OXIDE **CIN: L24100WB2001PLC093380** 





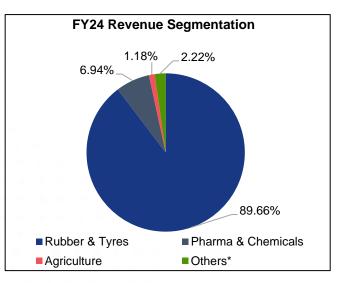
## **Earnings Presentation**

Q3/9M- FY25

### India's Largest Zinc Recycling Company



- JG Chemicals Limited (JGCL), incorporated in 1975, is the largest manufacturer of Zinc Oxide in India.
- The company started off with a small plant in Kolkata in 1975 with a capacity of about 600 MTPA, and has today scaled up to become amongst the top 5 manufacturers globally and the largest in Asia\*, with a capacity of 70,000 MTPA of Zinc chemicals.
- From an initial customer base of about 10, today JGCL serves the requirements of over 200 domestic customers and over 50 global customers in more than 10 countries.
- JGC is the largest zinc recycling company and has strong R&D and in-house developed re-cycling technology for various forms of zinc waste / scrap.
- Catering to a wide spectrum of industrial applications with a high degree of customization, including Rubber and Tyre, Ceramics, Paints & Coatings, Pharmaceuticals & Cosmetics, Electronics & Batteries, Agrochemicals & Fertilizers, Specialty chemicals, Lubricants, Oil & Gas and also Animal feeds.
- It is one of the largest suppliers to the top tyre companies and other blue-chip companies in various industries.
- JGCL's subsidiary, BDJ Oxides' Naidupeta plant is the only IATF approved ZnO facility globally and also has WHO GMP certification (amongst the very few plants globally to have this); further it has also the licenses to manufacture ZnO in with IP/BP/USP/ Ph.Eu Standards.
- JGC's business model is essentially a pass-through pricing model where-in the buying and selling is done basis the base index of LME; thereby reducing the impact of movement in metal prices

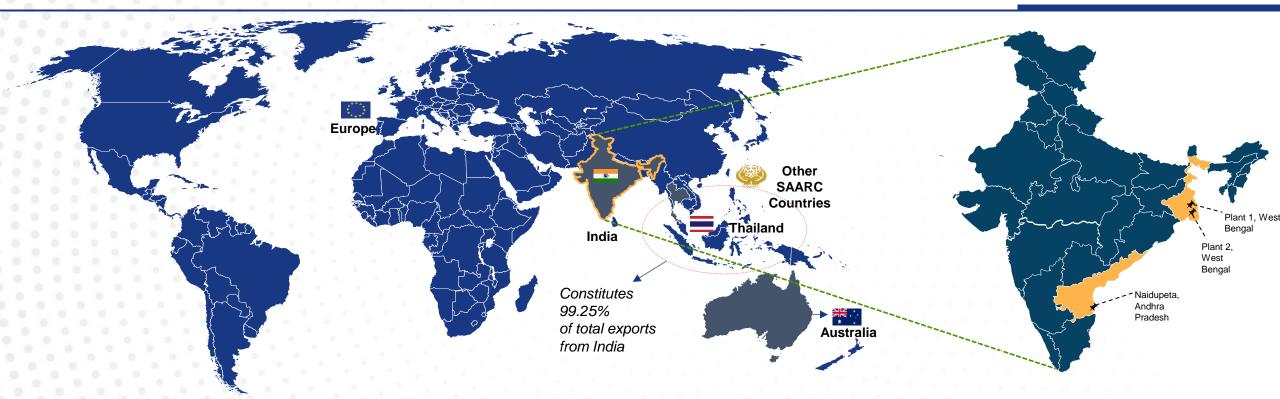


\*Others includes ceramics, paints & coatings, electronics & batteries, lubricants, oil & gas and animal feed end-user industries



### **Geographical Presence**







- Direct customer relations Over 95% of sales are directly to end customers, helps build strong relations.
- Long term associations Strong and built over several decades.
- Leading Market position Fueled by consistent product delivery, established infrastructure and strategic location of manufacturing facility.
- **Competitive Advantage** Product pricing, economies of scale, ability to process scrap material and preferred buyer status.
- Preferred Supplier Due to focus on building long term relationships.

### **Marquee Clients**





### **Manufacturing plants**





Plant 1: Jangalpur Capacity: 14,400 MTPA for Zinc Oxide 5,040 MTPA for Recycled Zinc Ingots

Plant 2: Belur

Capacity:

1,800 MTPA for Zinc Oxide



The only IATF approved ZnO facility globally and also has WHO GMP certification (amongst the very few plants globally to have this). **Capacity:** 43,704 MTPA for Zinc Oxide 2,016 MTPA for Recycled Zinc Ingots 10,080 MTPA for Zinc Sulphate and other allied chemicals



#### Gujarat (Coming Soon)

State of the art zinc chemicals plant to be coming

soon

### **Best in Class In-house Zinc Recycling Technology**



#### **Environmentally Friendly Manufacturing Process**

#### Using recycled metal instead of finite virgin ores

JGCL is the largest zinc recycling company in India. Our business exemplifies circular economy success by efficiently utilizing scrap materials through recycling. This reduces CO2 emissions, air pollution (by 80%), water pollution (by 76%), and water use (by 40%) for every unit of ZnO produced, by opting for recycled metal over finite virgin ores.

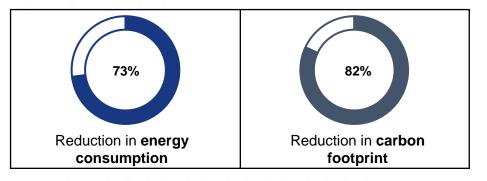
#### Focus on 'Green Manufacturing'

- Using the maximum amount of Zinc Scrap across all our manufacturing processes.
- ZnO produced from Zinc Dross, Ash & Scrap reduces the consumption of raw material inputs (Zinc metal) to manufacturing by returning recycled Zinc to the value chain.
- Zinc ash is converted into Zinc Sulphate using a ZLD technology; Zinc Sulphate is used in agriculture
- New EPR regulations bode well for JGCL since it is already using recycled RM; hence possibly no risk of reduction of zinc oxide in end user applications.

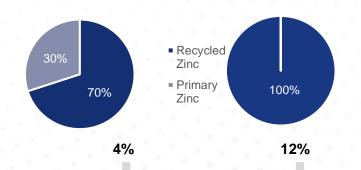
#### **Certifications:**

ISO 9001: 2015, ISO 14001: 2015, ISO 45001: 2018, IATF 16949: 2016, Ecovadis ESG assessment Silver Rating, World Health Organization GMP certification, IP / USP / BP / European Pharmacopoeia licenses, Sustainable ZED Silver Certification.

#### Use of recycled/ secondary zinc instead of primary Zinc



Impact of 'Zinc mix' in manufacturing of ZnO:

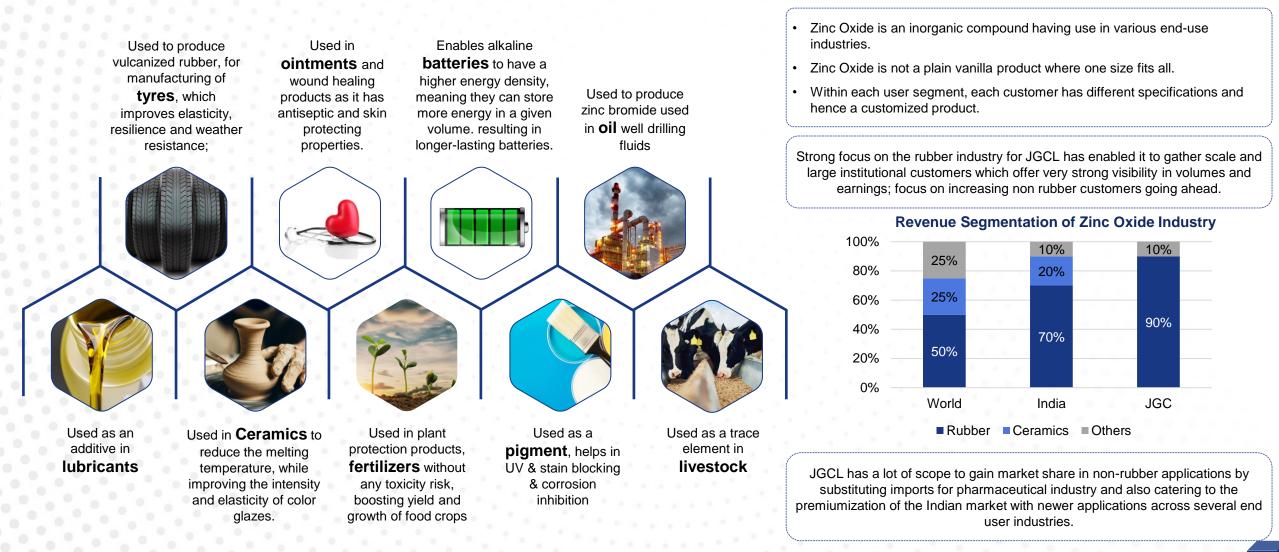


Reduction in energy consumption & CO2 footprint

### Leading Market Position With Diversified Customer Base

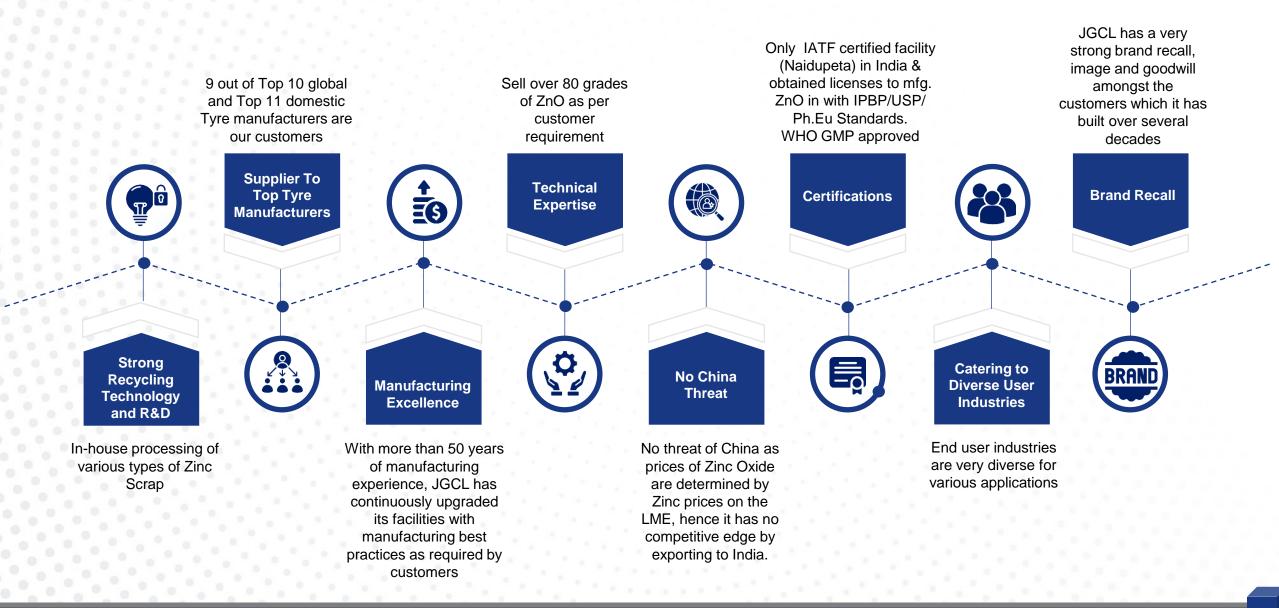


ZnO is a highly versatile chemical, it is used is for various industries with 80+ grades sold for a wide spectrum of industrial applications requiring high customization to manufacture from zinc scrap making it a complex manufacturing process having high entry barriers



### **Key Strengths**





### **High Entry Barriers in the Industry**





#### Long drawn process for Customer Approvals

On an average it takes about 4 to 5 years minimum to get approval with large Tyre accounts primarily because they are looking for established vendors with large size, production facilities and consistent quality systems. They prefer sourcing from the same vendors rather than adding new vendors. Tire manufacturers are under OEM scrutiny and resist new suppliers to establish consistent quality. Hence, for a new entrant, it virtually becomes impossible to set up a large scale facility with systems and wait for five years approximately for approvals.



#### Strong Sourcing Network of Zinc Scrap

The procurement of zinc scrap, which is recycled by us, is particularly challenging due to the limited availability from major steel companies domestically. Material needs to be sourced from across the globe as no single supplier / country can meet the entire demand. To establish this network of suppliers throughout the globe which is a time taking process and involves decades of establishing business, confidence and personal relationships, which is a very difficult task for a new entrant.



#### **Stringent Regulatory Approvals**

Various licenses like IATF, WHO GMP and others like the US Pharma, British Pharma, European Pharma & Indian Pharmacopeia are very difficult to secure as they require stringent manufacturing systems and also capital expenditure to ensure the plant meets the necessary norms. Some of these are necessary to cater to various customers in the pharmaceutical, cosmetics, nutraceuticals and specialty chemical segments.

### **Future Growth Strategies**



Diversify Customer Applications in End-user Industries CHEMICALS



## Q3/9M-FY25 Financial Performance



Q3-FY25 FINANCIAL HIGHLIGH	TS
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9M-FY25 FINANCIAL HIGHLIGHTS

Revenue From Operations	EBITDA	EBITDA Margin	Revenue From Operations	EBITDA	EBITDA Margin
INR 2,091 Mn	INR 256 Mn	12.24%	INR 6,237 Mn	INR 731 Mn	11.72%
Net Profit	PAT Margin	Basic/Diluted EPS	Net Profit	PAT Margin	Basic/Diluted EPS
		Dasic/Diluted LI 5			Dasic/Diluted El S
INR 178 Mn	8.51%	INR 4.33 /share	INR 508 Mn	8.14%	INR12.42 /share



- The company has continued to witness strong demand across all end user industries, resulting in growth across financial parameters in Q3
- Volume growth was seen across the zinc chemicals portfolio; this is despite the slight slowdown witnessed in the economy
- Zinc sulphate continues to do well; company is contemplating adding newer products in this product vertical
- Company is evaluating various green-field and brownfield initiatives to expand the product portfolio to cater to existing customer base
- Company is currently evaluating various exciting recycling businesses, which would harness the existing strengths of the company
- Focus on recycling and sustainability shall increase going forward, and Company is evaluating various sustainability projects with regards to energy consumption which will help reach its sustainability goals

### **Quarterly Financial Performance**



			Q2-FY25	Q-o-Q
2,091	1,613	29.63%	2,121	(1.41)%
25	17	47.06%	35	(28.57)%
2,116	1,630	29.82%	2,156	(1.86)%
1,860	1,465	26.96%	1,910	(2.62)%
256	165	55.15%	246	4.07%
12.24%	10.23%	201 Bps	11.60%	64 Bps
14	12	16.67%	13	7.69%
3	6	(50.00)%	1	200%
239	147	62.59%	232	3.02%
-	-	NA	-	NA
239	147	62.59%	232	3.02%
61	41	48.78%	61	-
178	106	67.92%	171	4.09%
8.51%	6.57%	194 Bps	8.06%	45 Bps
-	7	NA	62	NA
178	113	57.52%	233	(23.61)%
4.33	3.22	34.47%	4.21	2.85%
	2,116   1,860   256   12.24%   14   3   239   -   239   61   178   8.51%   -   178	2,1161,6301,8601,46525616512.24%10.23%14123623914723914761411781068.51%6.57%178113	2,116   1,630   29.82%     1,860   1,465   26.96%     256   165   55.15%     12.24%   10.23%   201 Bps     14   12   16.67%     3   6   (50.00)%     239   147   62.59%     61   41   48.78%     61   41   48.78%     8.51%   6.57%   194 Bps     -   7   NA     178   113   57.52%	2,116   1,630   29.82%   2,156     1,860   1,465   26.96%   1,910     256   165   55.15%   246     12.24%   10.23%   201 Bps   11.60%     14   12   16.67%   13     3   6   (50.00)%   1     239   147   62.59%   232     61   41   48.78%   61     178   106   67.92%   171     8.51%   6.57%   194 Bps   8.06%     -   7   NA   62     178   1016   67.92%   232     178   106   67.92%   171     178   106   67.92%   171     178   106   67.92%   233     178   106   67.92%   233     178   113   57.52%   233

#### **YTD Financial Performance**



Particulars (INR Mn)	9M-FY25	9M-FY24	Y-o-Y
Revenue from Operations	6,237	4,863	28.25%
Other Income	65	48	35.42%
Total Income	6,302	4,911	28.32%
Total Expenses	5,571	4,581	21.61%
EBITDA*	731	330	121.52%
EBITDA Margins (%)	11.72%	6.79%	493 Bps
Depreciation and Amortization expenses	40	32	25.00%
Finance costs	8	30	(73.33)%
PBT Before Exceptional Items	683	268	154.85%
Exceptional Items	-	18	NA
PBT	683	250	173.20%
Тах	175	65	169.23%
PAT	508	185	174.59%
PAT Margins (%)	8.14%	3.80%	434 Bps
Other Comprehensive Income	62	7	785.71%
Total Comprehensive Income	570	192	196.88%
Diluted EPS (INR)	12.42	5.6	121.79%

### **Historical Income Statement**



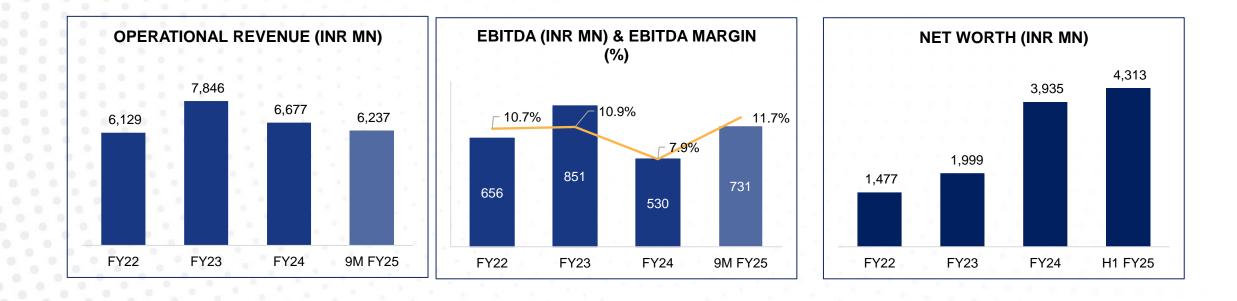
Particulars (INR Mn)	FY22	FY23	FY24	9M-FY25
Revenue from Operations	6,129	7,846	6,677	6,237
Other Income	102	96	77	65
Total Income	6,231	7,942	6,754	6,302
Total Expenses	5,575	7,091	6,224	5,571
EBITDA	656	851	530	731
EBITDA Margins (%)	10.70%	10.85%	7.94%	11.72%
Depreciation and amortization expenses	27	34	45	40
Finance costs	63	50	36	8
Profit before Tax and Exceptional Item	566	767	449	683
Exceptional Item	-	-	18	-
РВТ	566	767	431	683
Тах	143	199	110	175
PAT	423	568	321	508
PAT Margins (%)	6.90%	7.24%	4.81%	8.14%

### **Historical Balance Sheet**



Particulars (INR Mn)	FY23	FY24	H1-FY25	Particulars (INR Mn)	FY23	FY24	H1-FY25
EQUITY	2,135	4,055	4,447	NON-CURRENT ASSETS	415	551	602
Share Capital	317	392	392	(a) Property, plant & equipment	353	417	402
Other Equity	1,759	3,592	3,971	(b) Capital Work-in-progress	9	-	3
Non Controlling Interest	59	71	84	(c) Intangible Assets	0	0	0
LIABILITIES				(d) Financial assets			
NON-CURRENT LIABILITIES	76	40	12	I) Investments	30	112	170
(a) Financial Liabilities				II) Other financial assets	12	10	21
I) Borrowings	67	36	1	(e) Non-current tax assets	0	-	-
(b) Provisions	3	4	5	(f) Deferred tax assets (net)	-	7	-
(c) Deferred Tax Liabilities (Net)	6		5	(g) Other non-current assets	11	5	5
		-		CURRENT ASSETS	2,563	3,939	4,164
CURRENT LIABILITIES	767	395	307	(a) Inventories	1,038	557	645
(a) Financial Liabilities				(b) Financial assets			
I) Borrowings	636	102	128	I) Investments	-	321	420
II) Trade Payables	84	82	70	II) Trade Receivable	1,156	1,167	1,286
III) Other Financial Liabilities	23	170	52	III) Cash and cash equivalents	35	467	312
(b) Other Current Liabilities	5	20	12	IV) Bank balances other than (iii) above	13	1,000	904
(c) Provisions	13	15	12	V) Loans	18	-	-
(d) Current Tax Liabilities (net)	6	6	34	VI) Other financial assets	212	180	133
TOTAL LIABILITIES	843	435	319	(c) Other current assets	91	247	462
<b>GRAND TOTAL - EQUITY AND LIABILITIES</b>	2,978	4,490	4,766	GRAND TOTAL - ASSETS	2,978	4,490	4,766





### **Capital Market Information**



Market Data (INR) (As on 31 <sup>st</sup> December, 2024)		DII, 1.29% FII, 6.05%	er, 2024)		
Face Value	10.00	Public, 19.02%			
СМР	403.25	Promoters,	70.99%		
52 Week H/L	484.00/171.00	Marquee Shareholders			
		MASSACHUSETTS INSTITUTE OF TECHNOLOGY	4.20%		
Market Cap (INR Mn)	15,801.8	CARNELIAN STRUCTURAL SHIFT FUND	1.77%		
		SBI GENERAL INSURANCE COMPANY LIMITED	1.29%		
Shares O/S (Mn)	39.19	PINEBRIDGE GLOBAL FUNDS - PINEBRIDGE INDIA EQUITY	1.23%		



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# Thank You

