

22nd August, 2024

The Manager,
Listing Department,
National Stock Exchange of India Ltd,
Exchange Plaza,
Plot No. – C – 1, G Block,
Bandra – Kurla Complex,
Bandra (East),
Mumbai – 400051

The General Manager,
Department of Corporate Services,
BSE Ltd.,
1st Floor, New Trading Ring,
Rotunda Building,
P.J. Towers,
Dalal Street, Fort,
Mumbai – 400001

NSE Code:- PCBL

BSE Scrip Code:- 506590

Dear Sir,

Sub:- Intimation of Investors' Presentation

Further to our letters dated 14th August, 2024 and 21st August, 2024, please find enclosed herewith a copy of the presentation to be made by the Company at the Investors' Conference scheduled to be held on 23rd August, 2024.

The above information is being submitted in terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to take the afore-mentioned information in record and oblige.

Thanking you,

Yours faithfully,
For **PCBL LIMITED**

K. Mukherjee
Company Secretary and Chief Legal Officer

Encl: As above

PCBL Limited

Registered Office: 31 Netaji Subhas Road, Kolkata – 700 001, West Bengal, India

Corporate Office: RPG House, 4th Floor, 2/4 Judges Court Road, Kolkata – 700 027, West Bengal, India

P: +91 33 6625 1443 | **E:** pcbl@rpsg.in | **W:** www.pcbltld.com | **CIN:** L23109WB1960PLC024602



RP - Sanjiv Goenka
Group

Growing Legacies



PCBL

RPSG Investor Day 2024

August 2024

  www.rpsg.in

RPSG group: Building a diversified conglomerate



- One of India's **New-age And fastest growing** conglomerates
- Strong workforce of **50,000+** employees, belonging to different nationalities
- Presence in **60+** countries
- **100+** offices worldwide



* All figures as on FY24

Anchored to core values

Vision: To be a responsive conglomerate driven by sustainable growth, efficiency and innovation.



We strive towards performance excellence, value-addition and strong bottom line orientation.

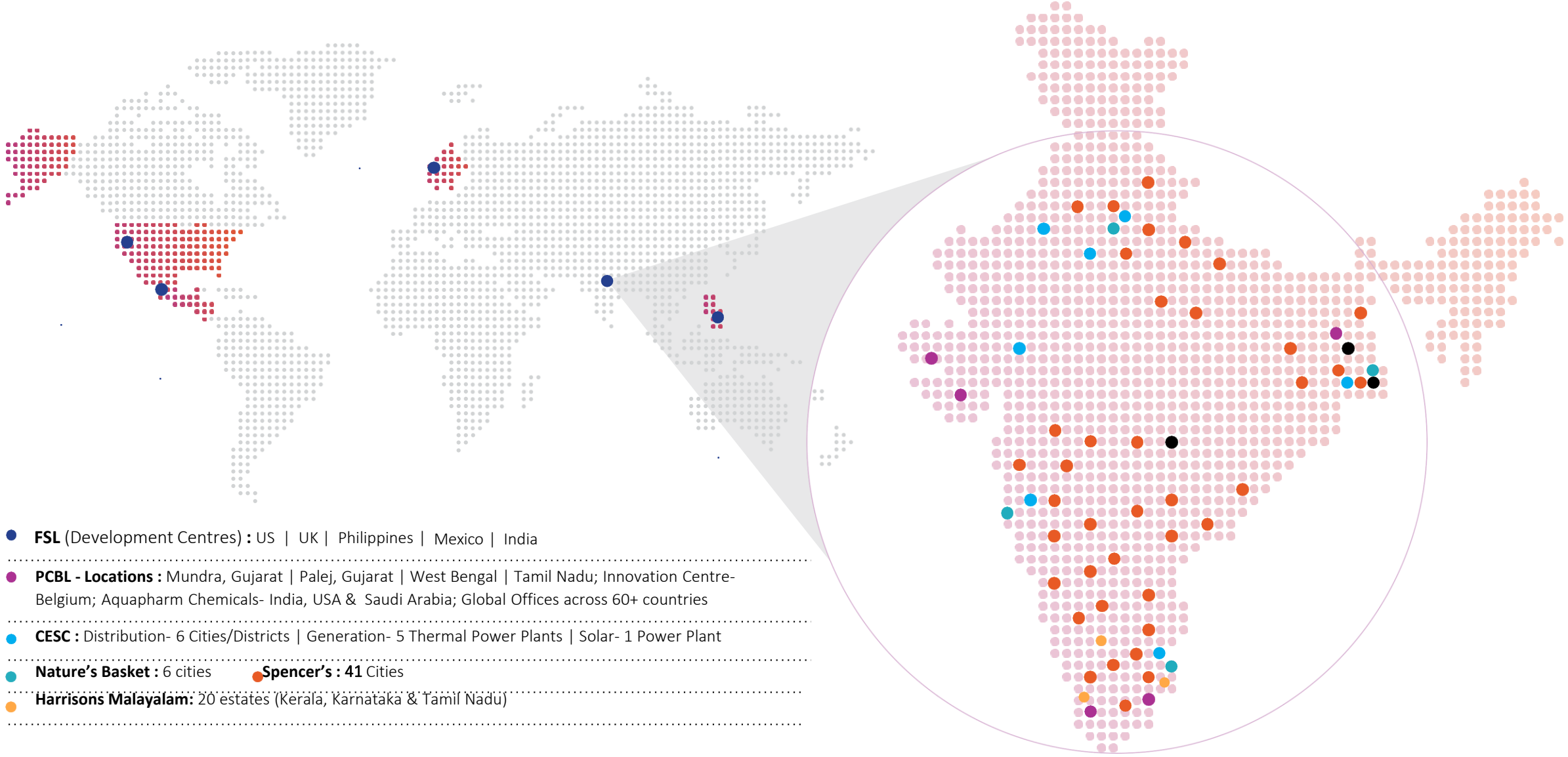
I'm happy to say this focus has paid-off – in revenue growth, in profit growth and in valuations – all of which have grown exponentially.

Dr. Sanjiv Goenka
Chairman
RP-Sanjiv Goenka Group

	 <p>Shashwat Goenka Vice Chairman RP-Sanjiv Goenka Group</p>	
 <p>Kaushik Roy Managing Director PCBL Limited</p>	 <p>Rajarshi Banerjee Group Chief Financial Officer</p>	 <p>Sabyasachi Bhattacharya President - Group Human Resources</p>
 <p>Ritesh Idnani Managing Director and CEO Firstsource Solutions</p>	 <p>Vineet Sikka Managing Director (Distribution) CESC Limited</p>	 <p>Brajesh Singh Managing Director (Generation) CESC Limited</p>
 <p>Vikram Mehra Managing Director Saregama India Limited</p>	 <p>Anuj Singh Managing Director and CEO Spencer's Retail</p>	 <p>Sudhir Langer Chief Executive Officer FMCG Business</p>



RPSG group: Geographical presence



- **FSL (Development Centres) :** US | UK | Philippines | Mexico | India

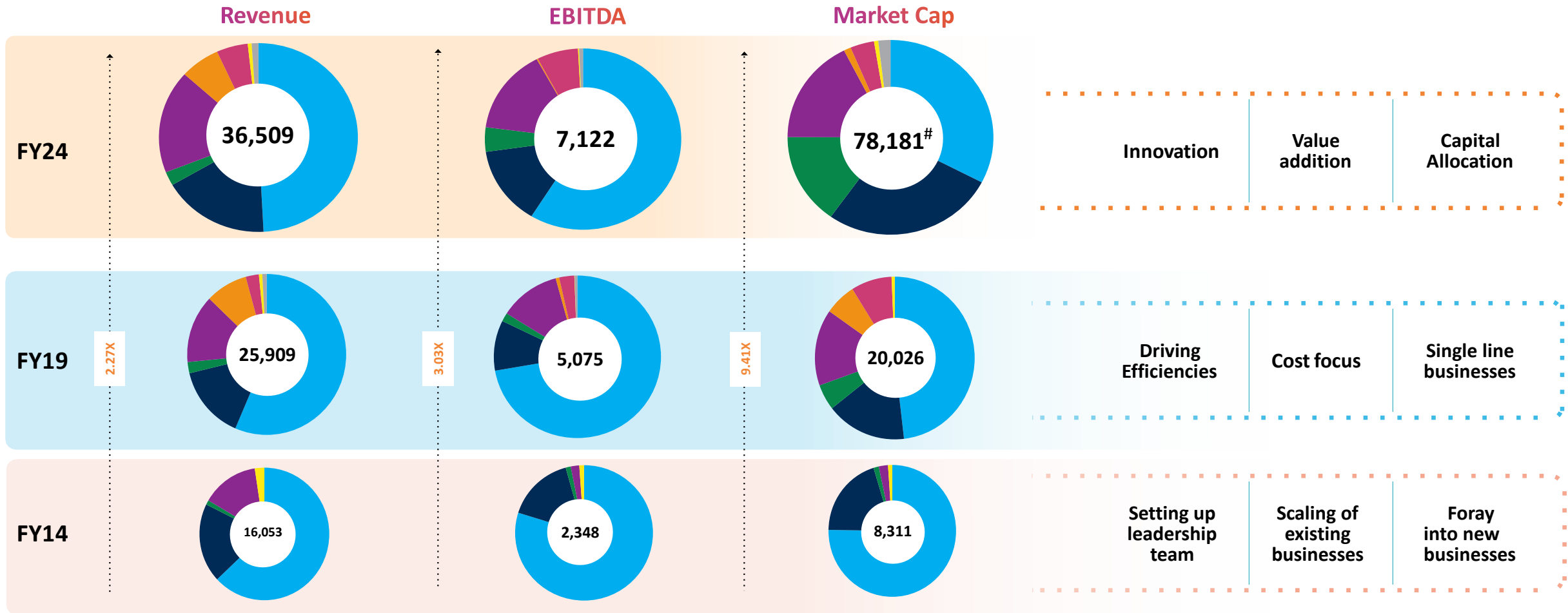
- **PCBL - Locations :** Mundra, Gujarat | Palej, Gujarat | West Bengal | Tamil Nadu; Innovation Centre- Belgium; Aquapharm Chemicals- India, USA & Saudi Arabia; Global Offices across 60+ countries

- **CESC :** Distribution- 6 Cities/Districts | Generation- 5 Thermal Power Plants | Solar- 1 Power Plant

- **Nature's Basket :** 6 cities ● **Spencer's :** 41 Cities

- **Harrison's Malayalam:** 20 estates (Kerala, Karnataka & Tamil Nadu)

RPSG group: Growth trajectory



All figures in INR Crs/ As on FY24

Mcap as on 19th Aug 2024

Strategic priorities

Growth

Sustainably growing our businesses (Organic and Inorganic mix)

Profitability

Profitable Growth (Focus on ROCE as KPI)

Sustainability

People, Planet & Profit
Climate Commitment
Goals & Target



Product Enhancement

Enriching portfolio of businesses by increasing share of value-added product and services

R&D and Innovation

Transforming into R&D and Innovation led culture

Wealth Creation

Shareholder Value Creation



PCBL

Business Overview

PCBL- A Global Player

India's largest & world's 7th largest rubber black & value-added chemicals company

Robust **product portfolio with customized offerings** for tyres, performance chemicals and specialty chemicals

Production **capacity of 770 KTPA & green power capacity of 122 MW**

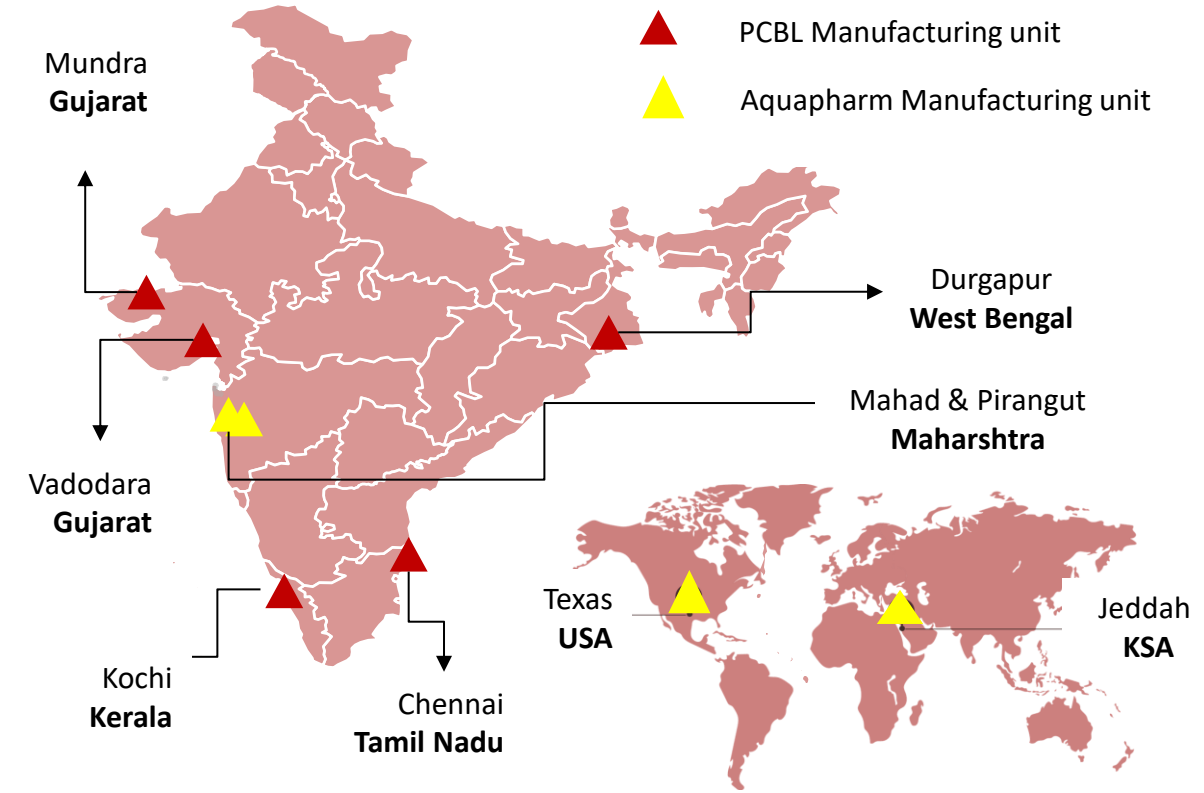
Acquisition of Aquapharm chemicals with production capacity of 130 KTPA

Post expansion, rubber black & specialty capacity to increase to **880 KTPA & green power to 134 MW**

Strategic partnership with Kinaltek Pty for **battery application**

2 R&D centers in India and 1 Innovation center in Belgium

Market presence in 60+ countries



<p>9 Manufacturing facilities (PCBL+ Aquapharm)</p>	<p>300+ Grades (Tyre, Performance, Specialty, water treatment)</p>	<p>140+ Grades of speciality Chemicals</p>	<p>60+ Countries</p>	<p>300+ Customers of Specialty Chemicals across all applications</p>	<p>1925 Employees (PCBL+Aquapharm)</p>
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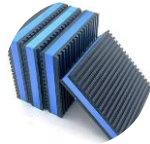
Applications - Rubber Black & Specialty Chemical



Conveyor Belt



Construction Industry



Rubber Mats



Dampening Element



Passenger Vehicle



Truck and bus



Racing Car



Solid Tyre



Off-Road Tyre



Hoses and Ducting



Rubber Pads & Caps



Roofing Element



Power Transmission Belt



Agricultural Tyre



Forestry Tyre



2-Wheeler Tyre



3-Wheeler Tyre



Molded Rubber Goods



Anti Vibration Grommets



Tubing



Rubber Sheet



Bonded Gum



Cycle Tyre



Tyre Retreading



Food Contact Plastic



Synthetic Fibre and Textile Fabric



Wires & Cables



Seal & Gaskets



Tubing



Rubber Sheet



Bonded Gum



Shoe Soles



Drip Irrigation Pipes



ESD & Conductive



Plastics Moulded



Film and Sheet



Batteries



Pressure Pipe



Engineering Plastics



Inks



Paints



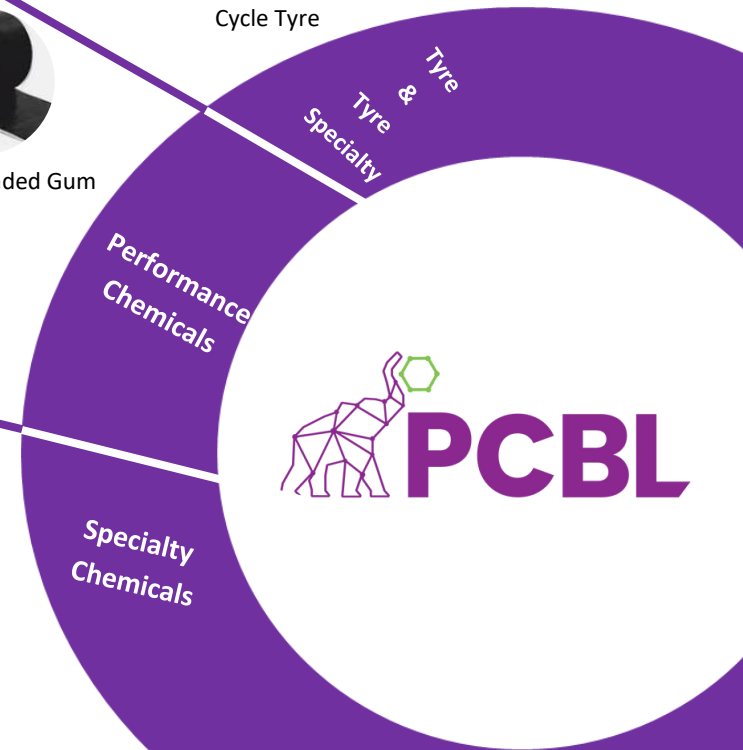
Coatings



Adhesives




Sealants

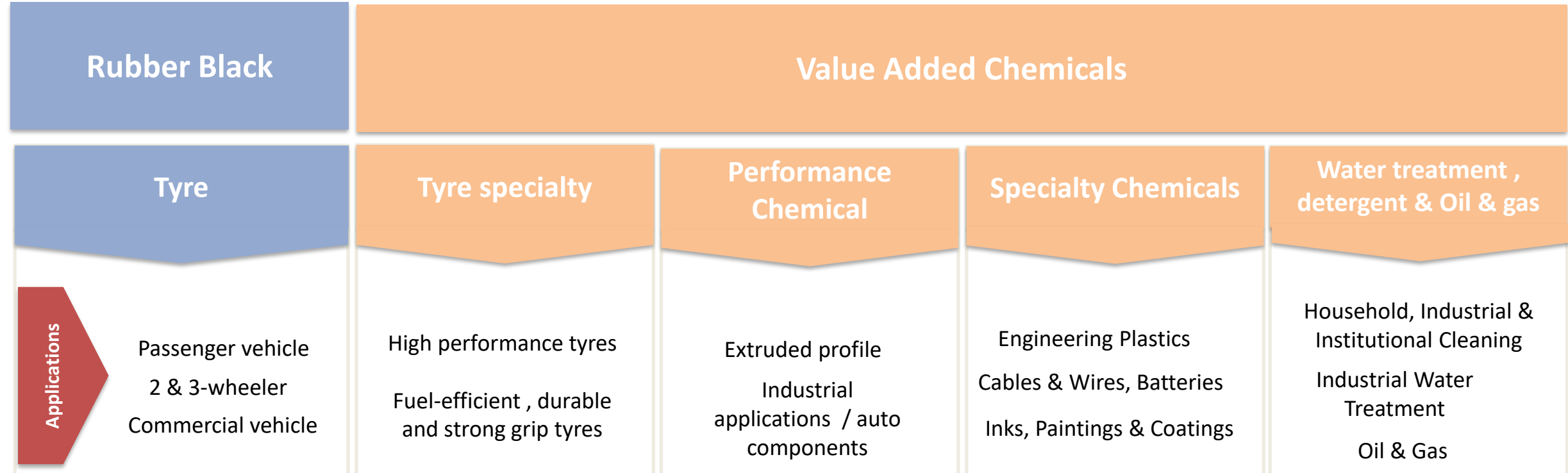


Applications - Water treatment, Detergents and Oil & Gas Chemicals



AQUAPHARM 

Phosphonates
Biodegradable chelating agents
Polymers
Oil & Gas chemicals
Phosphonates



Growth Drivers

Growing automobile market , replacement demand , radialization , reduced carbon footprints

Growing economy , consumer demand , industrial growth across automative , electronics , construction , packaging , EV

Increase in hygiene awareness , urbanization , crude demand

Global Footprint

North America

Canada
USA

South America

Argentina Peru
Brazil Venezuela

Africa

Kenya
South Africa

Middle East

Saudi Arabia
UAE

Asia Pacific

Australia Japan
Bangladesh Myanmar
India Singapore

Europe

Belgium UK
France Italy
Greece Poland

Presence in **60 countries** Across **6 continents**

Leadership Team



Kaushik Roy – Managing Director & CEO

- Around 30 years spread over Apollo Tyres, Gujarat Ambuja Cement, and PCBL
- Was Indian Tyre Industry Representative on the Industry Body of International Rubber Study Group, Singapore; and also the Member of Governing Council, RSDC (Rubber Skill Development Centre), India.
- MTech (Mechanical), IIT Kharagpur; MBA, University of Tokyo; Alumnus of IMD – Switzerland



Vijay Joshi – Chief Operations

- 30+ years of experience
- Worked previously in Deepak Fertilisers, Bombay Dyeing, Futura Polysters, Century Enka.
- BE from Pune University, Diploma in Business Management from Pune University, Masters in Management Science from Pune University, PG Diploma from MSBTE – Mumbai, Executive General Management Programme from IIM – Bangalore.



Jiten Keluskar - Chief Procurement Officer

- More than 33 years comprising Reliance Industries Ltd, Cummins India Ltd, Mahindra & Mahindra Ltd, Siemens Ltd, Crompton Greaves Ltd, ACC Ltd (Mumbai)
- BE from Walchand College Of Engineering, PGDM from Govt Polytechnic Bandra, CWA from ICWAI, CPM from Institute Of Supply Management



Raj Kumar Gupta – CFO

- Over 27 years of experience in Financial Planning, Business Strategy, Risk Management, Treasury & M&A
- Chartered Accountant & Cost Accountant



Lohit Shringi - Chief - Specialty Blacks

- Around 25 years across chemical, automotive, electrification, EV batteries etc.
- Worked more than 16 years in DuPont in various capacities.
- B.Tech from University of Rajasthan ; MBA from MDI Gurgaon



Ravi Sinha – Chief Human Resources

- HR Experience of over 29 years in different Sectors comprising of Usha Martin, Tata Motors, British Gas, Wrigley/ Mars Inc., Pepsi and Kirloskar.
- PGDPM (HR) from XISS , Ranchi.
- LL.B from Bhagalpur University.



Kaushik Mukherjee - Company Secretary & Chief Legal Officer

- He started his career with CESC Limited in 1993 and has since been working with the Group, with a cumulative experience of 31 years
- B.Com. (H) from Calcutta University, CA from ICAI, CS from Institute Of Company Secretaries Of India



Gautam Kalia - Chief International Markets, Rubber Blacks

- Around 27 years comprising L&T Ltd and PCBL
- B.Tech (Mechanical) - University Topper & Gold Medalist, Rani Durgavati University, Jabalpur; PGDGM, XLRI Jamshedpur



Valerie Smits – Chief – Global R&D

- 24 years spread over TOTAL, DOW CORNING, SABIC, IMERYS
- M. Tech from UMONS Belgium & TUHH, Germany



Mainackya Ghosh - Chief - National Markets, Rubber Blacks

- 24 years spread over ICM (Export House), ITC (Tobacco Division India), Orind Refractories Ltd, Liaoning Birla Carbon Company Ltd, Qingdao Eastlion I&E Co Ltd, Continental Carbon India Ltd, Himadri Chemicals & Industries Ltd and currently PCBL
- B.Com (H) from Calcutta University, PGDM from International Management Centre



Sudipto Kumar Ghosh – Head – Projects

- Around 28 years of experience comprising Saurashtra Chemicals, Arvind Mills Ltd., Paharpur Cooling Towers and PCBL
- B.Tech from REC Surat, PGDBA from Symbiosis Centre for Distance Learning

Industry Trends & Opportunities



Rubber & Specialty Blacks

- **Global CB demand** to grow at 3.6% CAGR
- **Indian tyre industry** to grow by 7-8% driven by OEMs & replacement demand
- **Growing automobile, electronics, packaging, construction industry etc to drive the demand for** specialty application in plastic, inks, paints, coatings, etc



HI & I Cleaning

- Growth of **washing machines & dishwashers** in developing markets with 7.0% CAGR
- **Increasing hygiene awareness** drives detergent demand
- **Consumer choosing brands** with environmentally sustainable practices



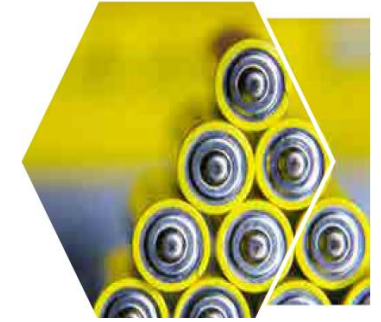
Oil & Gas Chemicals

- **Global crude oil demand** expected to grow from 100 mb/d to 116 mb/d by 2040
- Growth driven by **increase in oil wells and aging of assets**



Industrial Water Treatment

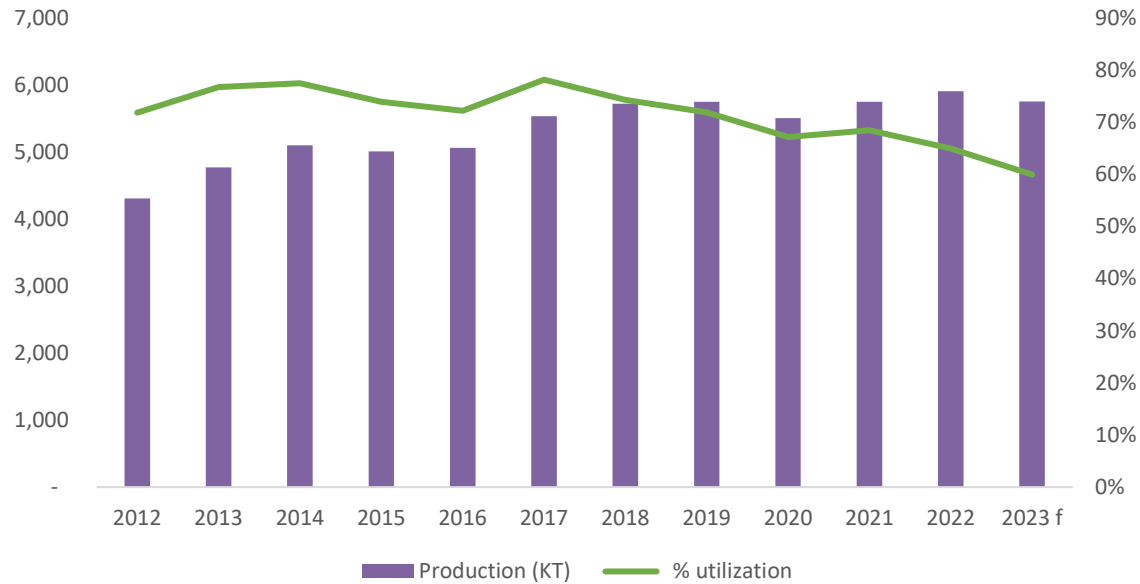
- **Growing industrialization & urbanization to drive the** demand for treated water at 4-5% CAGR
- **Increasing desalination** projects across water-scarce geographies



Battery Chemicals

- Electric vehicle market projected to grow at 40-45 % CAGR
- **Improving energy density, charging speed, and longevity** making lithium-ion batteries attractive
- **Government policies, incentives**

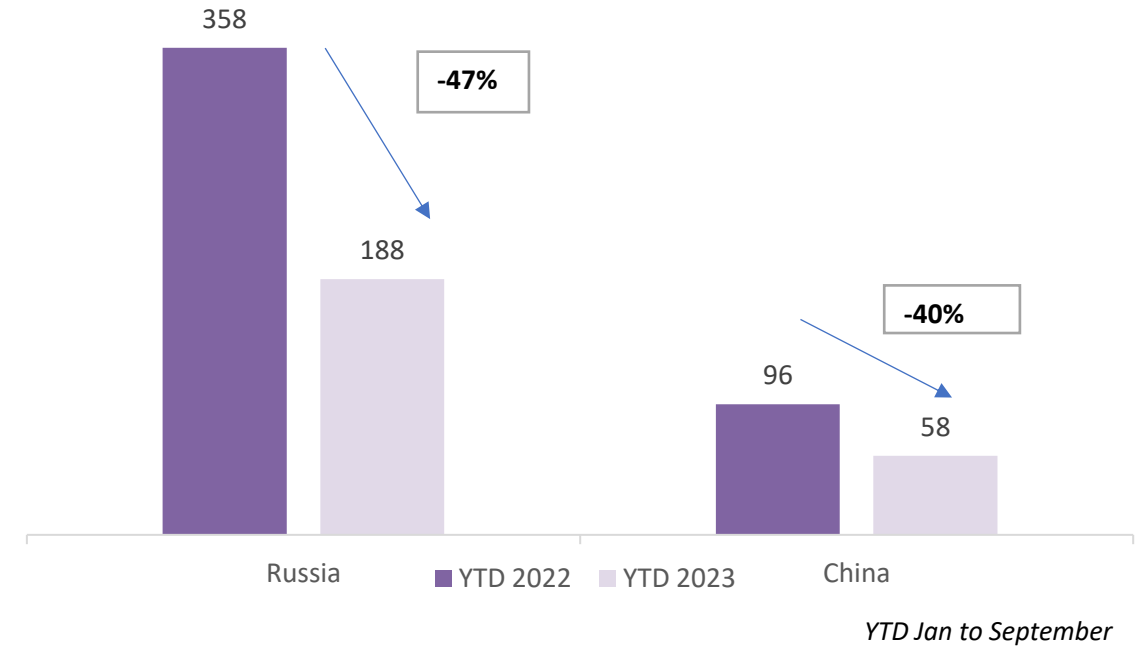
China-Carbon Black Production is stagnant over the years



Environmental concerns and high input costs have impacted carbon black production in China impacting their exports

- India is emerging as a major exporter to both EU & North America.

EU- Carbon Black Imports from different countries, CY 2022 vs 2023



Indian carbon black producers are well-equipped to address the EU's supply gap

Russia
Imports from Russia are down nearly 50% YTD and expected fall to zero in July 2024

China
Imports from China are down 40% YTD

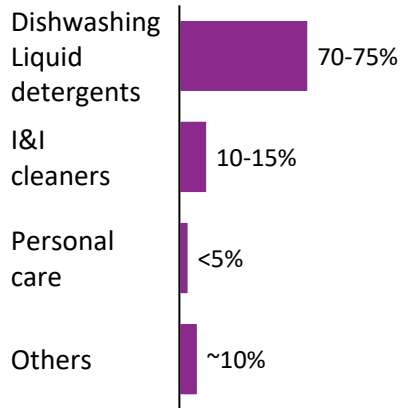
Large opportunity across Water treatment , Detergent & Oil & Gas Products

Product Groups	Global Market size (KT)	Aquapharm share by Capacity (%)	CAGR %
Phosphonates	300 KT ex China	24% ex China	4-5%
Polymers	550 KT	2.5 %	3.5 %
Oil & Gas chemicals	2800 KT	< 1 %	3 %
Green chelates	190 KT	1.5 %	4 %

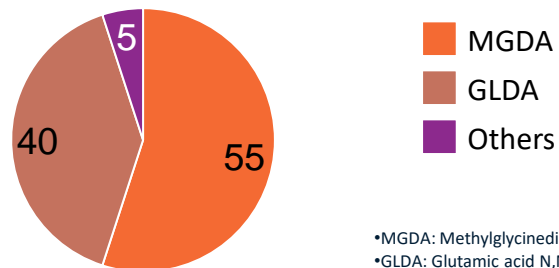
Green chelates

Industry overview

A Key Industries



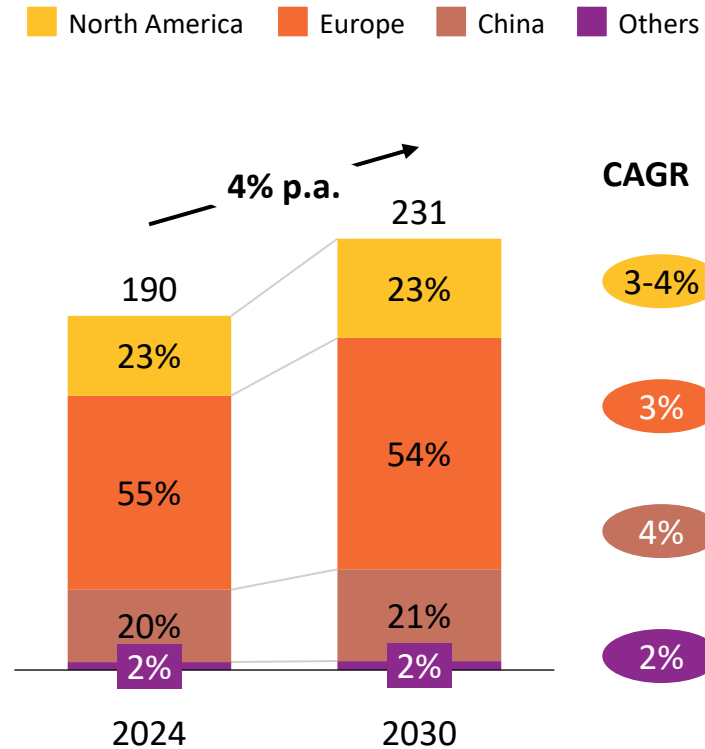
B Product Split (%)



*MGDA: Methylglycinediacetic acid
*GLDA: Glutamic acid N,N-diacetic acid

190KT market growing at 4% CAGR

Green Chelates market size by geography



Market trend



Trend for increased usage of sustainable & biodegradable chelates



Strong growing end-markets of HI&I cleaning and water treatment

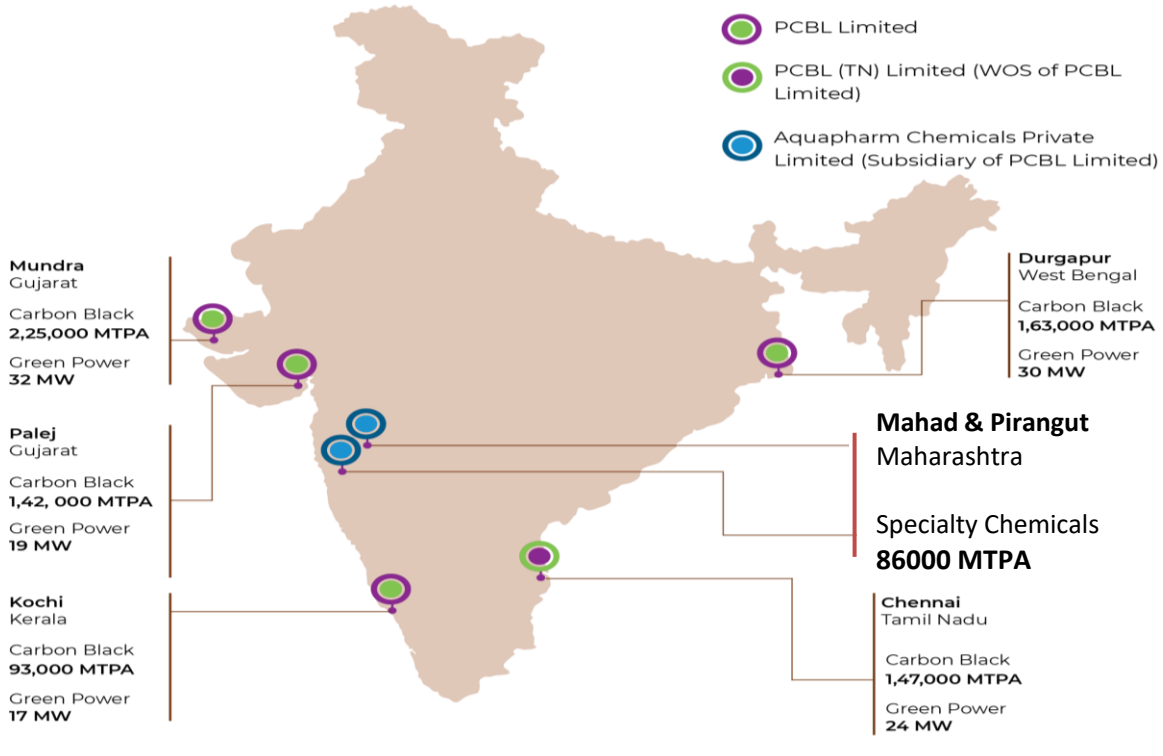


Potential **blends of green chelates** with polymers/phosphonates for **enhanced performance**

Growth Strategies



1 Efficient Manufacturing

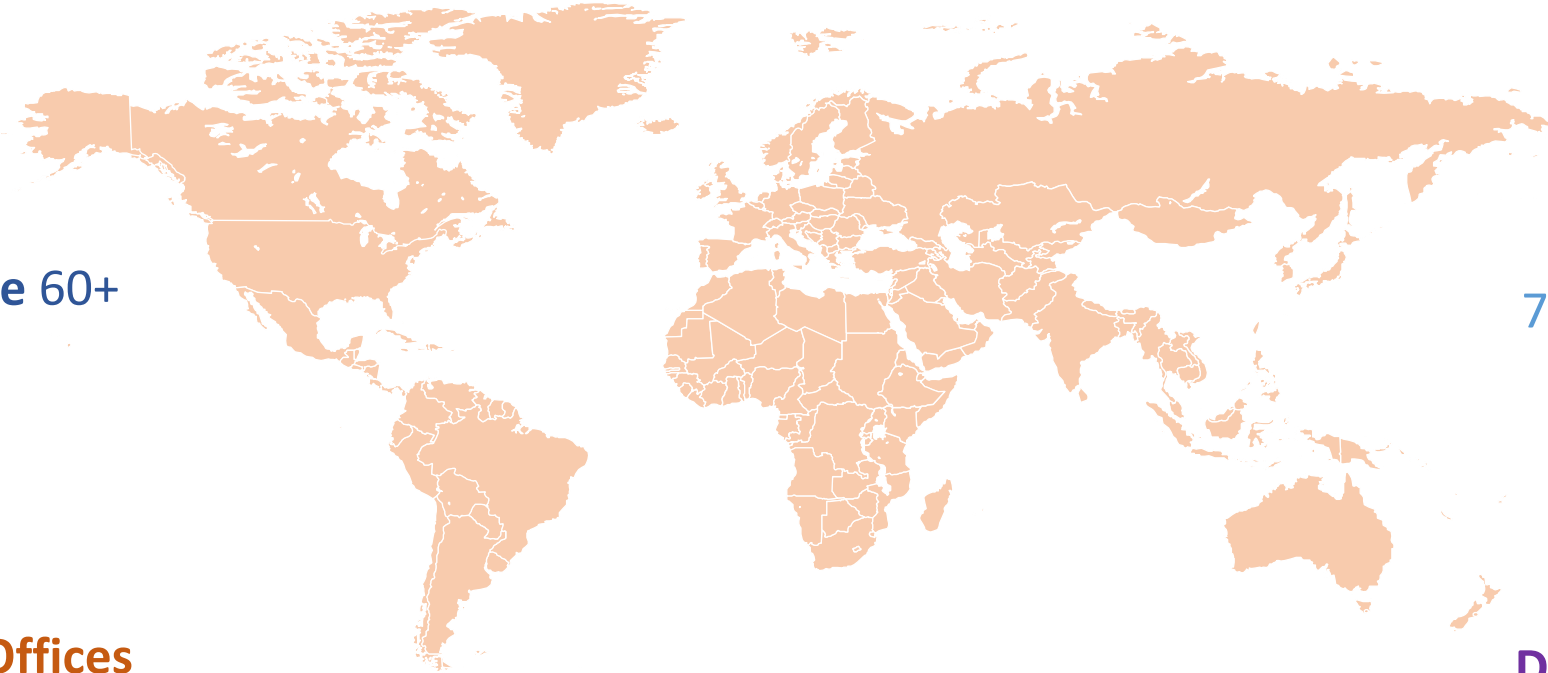


Key Features

- 1 Technologically advanced equipment & manufacturing process
- 2 Focus on cost & operational efficiency across value chain
- 3 Dedicated Process & Equipment Technology team for optimization of yield , reliability , productivity & overall manufacturing efficiency
- 4 Self sufficiency in power
- 5 Logistically efficient manufacturing locations

2 Global supply chain driven **market presence**

Market presence 60+ countries



Warehouses
7 in US , 8 in Europe , 5 in Asia

Global Offices
6 in Europe , 6 in US , 9 in Asia

Decanting Stations 1 in US , 3 in Europe , 2 in Asia

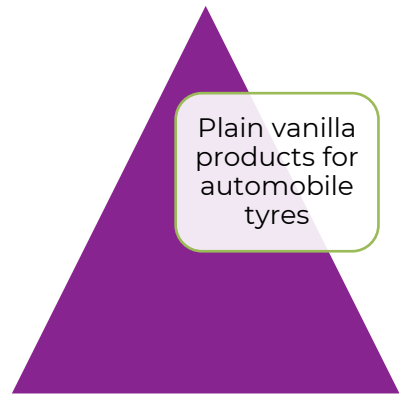
R&D & Innovation Centre
2 in India & 1 in Belgium

3 Well-diversified Product Portfolio

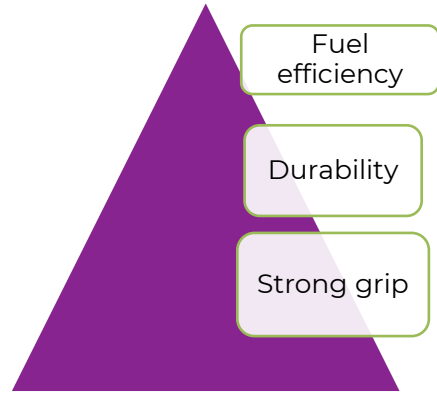
Organic expansion of product portfolios

Acquisition of new chemistries

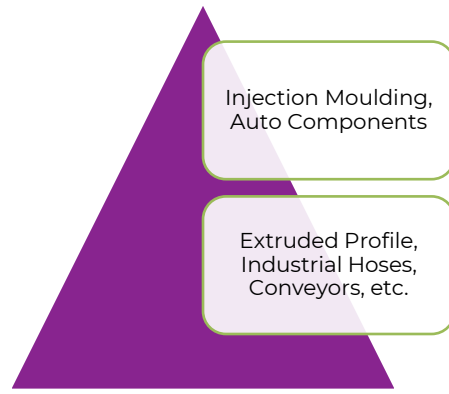
Technology acquisition & partnerships



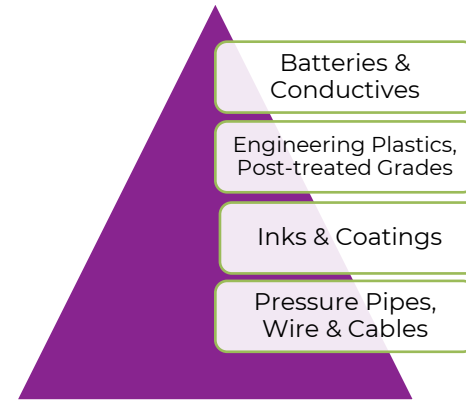
Tyre
36 %



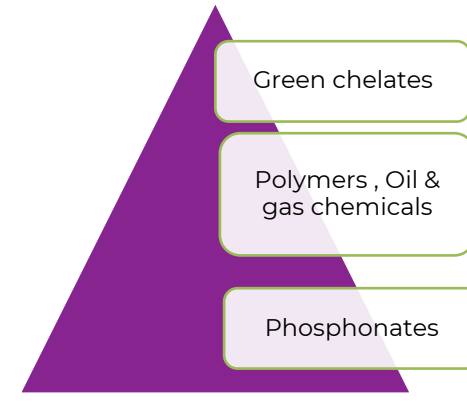
Tyre specialty
13%



Performance chemicals
28 %



Specialty Chemicals
9%



Water treatment, detergent, oil & gas
14%

Rubber Black

Value added chemicals

Value-added chemical's share has increased from 25% in 2018 to 64% in 2024

4 R&D and Innovation



Gujarat, India (PCBL)



Ghislenghien, Belgium (PCBL)



Pune, India (Aquapharm)

New Product Development

- ✓ Speciality and value-added product portfolio in tyres , engg. plastics , inks & coatings , battery , polymers , phosphonates , oil & gas chemicals
- ✓ Sustainable & biodegradable products like Green Chelates
- ✓ Move up the value chain from liquid water treatment chemicals to granules

Characterization & Functionalization

- ✓ Product customization across Geography/ customers

Oil Engineering

- ✓ Alternate Feedstock incl. circular & renewable

Fundamental Research

- ✓ Conductive / superconductive solutions
- ✓ New Carbon Black manufacturing technologies

85+
Experienced Scientists & technical professionals

40+
New Product Launches in last 3 years

Rs. 80+ crs
Annual R&D Expenditure

Innovating
'Green Technologies'

5 Capacity Expansion

Rubber & Specialty Black



Plan to reach capacity of 1 million MTPA within next two years.

Multiple sites under evaluation



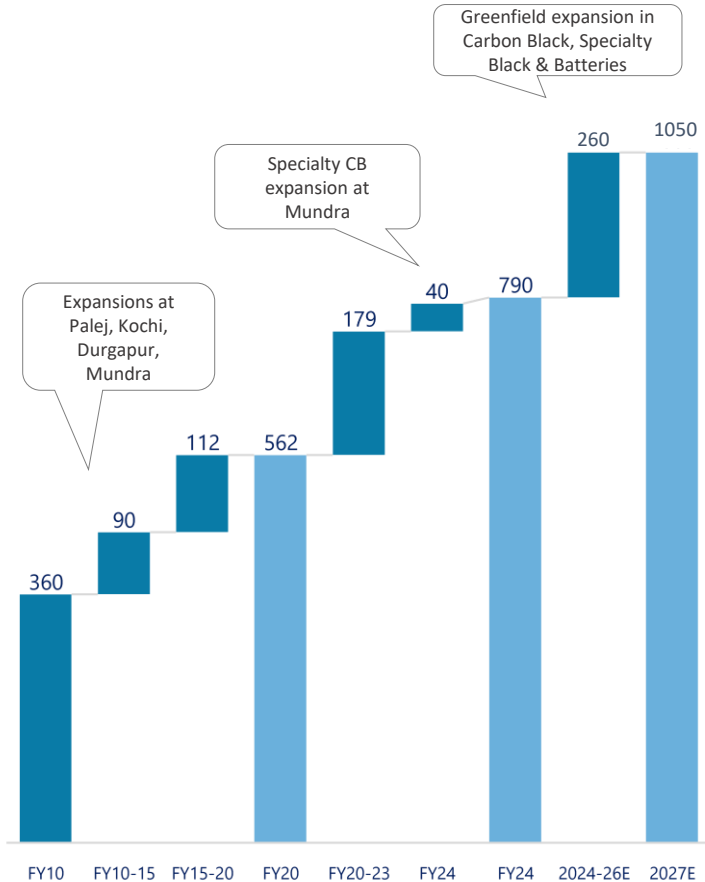
Specialty Blacks expansion of 20,000 MTPA at Mundra would be commissioned by Q4FY25

This would increase the Specialty Blacks capacity to **1,12,000 MTPA in FY25**.



Brownfield expansion of TN facility by 90,000 MTPA Carbon Black and 12 MW Green Power . First phase of 30,000 MTPA to be commissioned by Q3FY25 and 2nd phase of 60,000 MTPA by H1FY26

This would take total Carbon Black capacity to 8,80,000 MTPA and Green Power capacity to 134 MW next year.



Water Cleaning, Detergents and Oil & Gas chemicals segment



Capacity expansion at Aquapharm chemicals by 38,000 MTPA in India which would increase the current capacity of 130,000 MTPA by almost 30% by end of FY25



Brownfield Expansion planned in Texas.

Planned increase of specialty phosphonate products for Oil & Gas Industry



Brownfield Expansion planned in Jeddah.


Local production to cater to key accounts demand in Saudi

Expansion of product line to serve the Middle East and North Africa region

6 Digitalization


Industry 4.0


- **Advance process Control** for plant Manufacturing process
- **AI & ML** for advance analytics and Predictive maintenance.
- **Automated Storage and Retrieval** warehouse system
- **Automated manufacturing** execution system for shopfloor


Digital Infrastructure

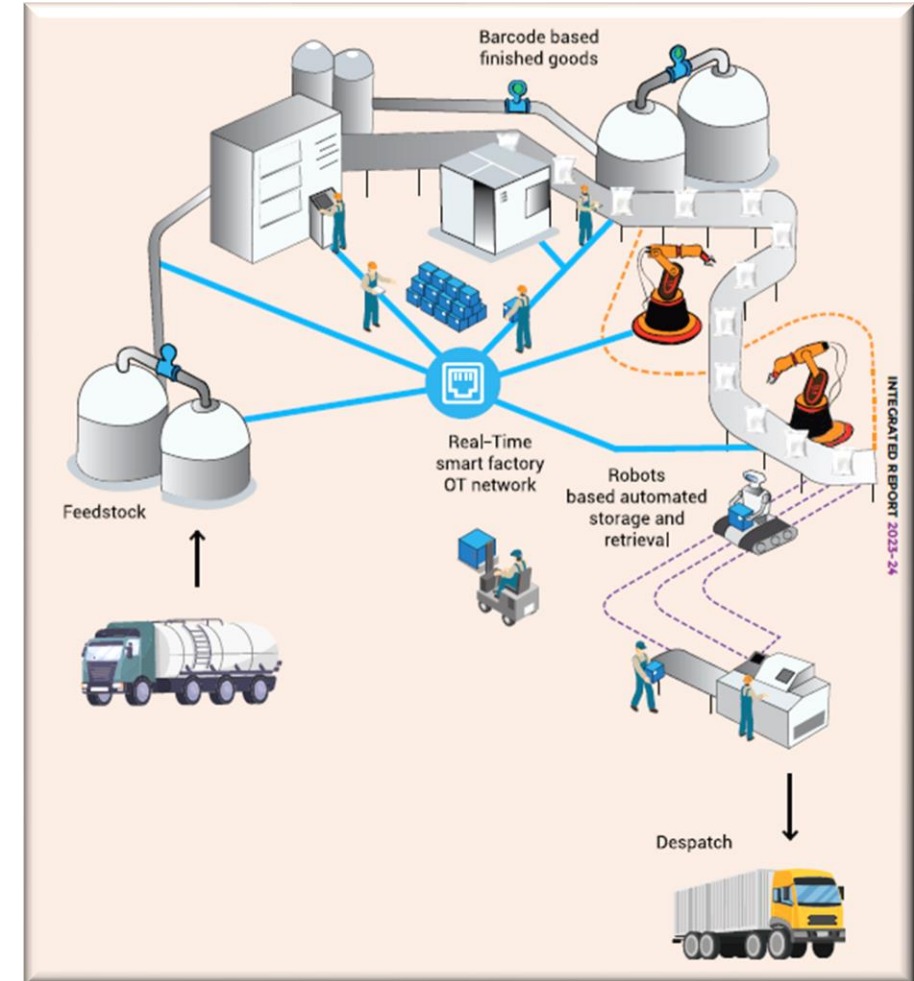
- **Cloud Servers**
- **Data Lake**
- Disaster recovery **data centre** to protect critical data
- **24x7 Access On-the-Go**


Data Security

- Committed in adopting and deploying **best-in-class software**
- Robust **Microsoft AD** (Active Directory)
- Advance **Threat Protection**


AI and Metaverse

- Enhancing **Customer Engagement**
- Enhancing **Customer Experience and Protection**



Using **Industry 4.0** for Efficient Operations to Achieve Manufacturing Excellence

6

Sustainability (1/2)

High ESG Commitment

ESG Ratings for PCBL



Environment

23,11,924 GJ

Green Energy Produced

3.03+ Lakh m³

Water Recycled

100%

ZLD Compliant Manufacturing Sites

1.93 tCO₂e/MT

GHG Emissions Intensity (Scope 1 and Scope 2)

3,876+

Saplings Planted

100%

ISO 14001: 2015 Certified Manufacturing Sites



Social

79,000+

Lives Impacted through CSR Programmes

100%

Employees Trained on Human Rights

275+

New Employees Hired

79,055 Man Hours

Employee Training

Zero

Pending Customer Complaints

Zero

Fatalities

94%

Value Chain Partners (by Value) Assessed for Health and Safety Practices



Governance

10+ Years

Average Experience of Directors in the Company

2/3 rd

Independent Directors

(7 Independent Directors including 2 Women Directors and a Lead Independent Director)

2,40,000+

Shareholders

Zero

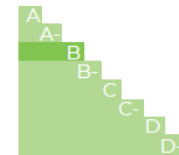
Pending Shareholders complaints



ECOVADIS (GOLD)

CRISIL

Among top ratings against National chemical peers



CDP Supplier Engagement (2023)

Received a B+ rating (Management band)
Higher than Asia regional average of C+
Exceeds the Chemicals sector average of B-

6 Sustainability (2/2) Green Power Generation

Plant Locations	Power Generating Capacity (MW)
Mundra, Gujarat	32
Durgapur, West Bengal	30
Chennai, Tamil Nadu	24
Palej, Gujarat	19
Kochi, Kerala	17
Total Green Power	122 MW



- Full Utilisation of Tail Gas
- Surplus Power Export

Power positive

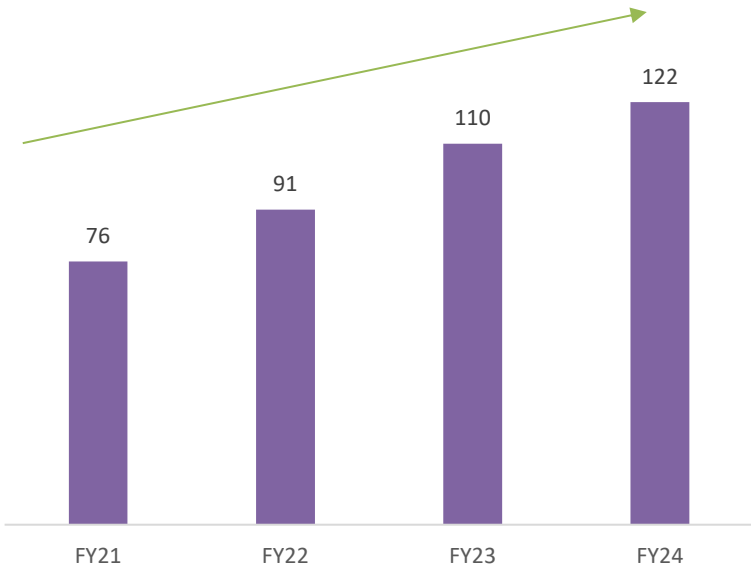
Surplus electricity exported to grid

Offsetting GHG emission by minimization of fossil fuel combustion

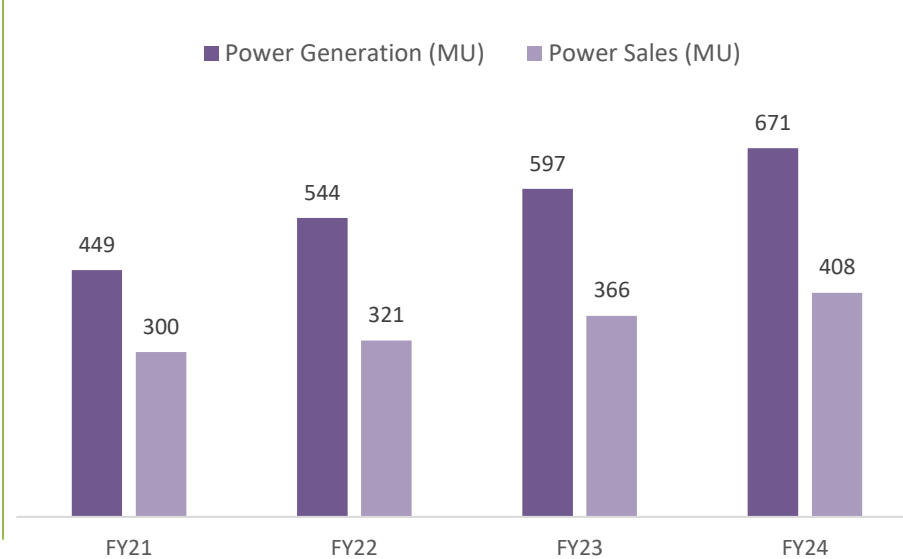
12MW further expansion at PCBL (TN)

World's first Carbon Black company awarded Carbon Credits under the Kyoto Protocol of UNFCC in 2004

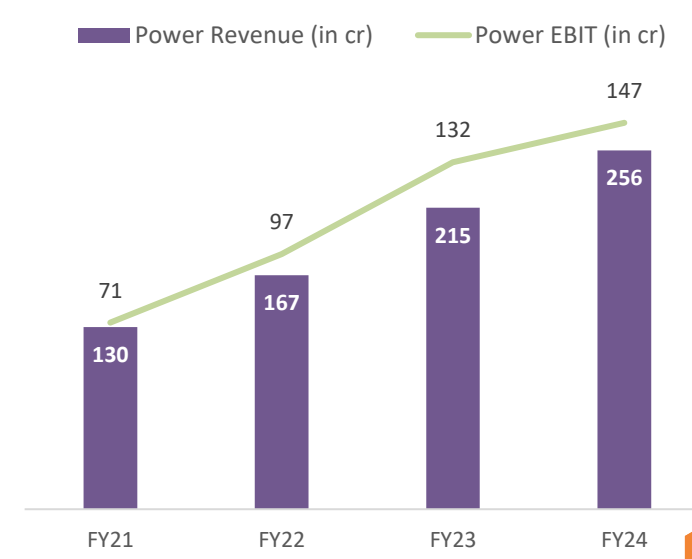
Consistent increase in Green Power Generating Capacity (MW)



Power export increased by 46% in last 5 years

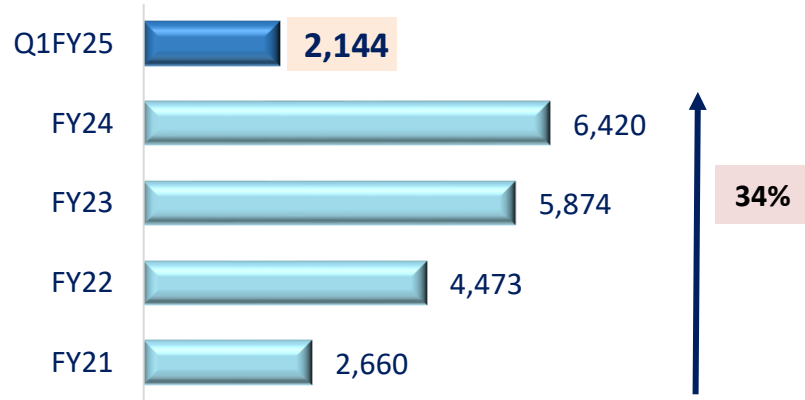


Sustained EBIT margins at 60%

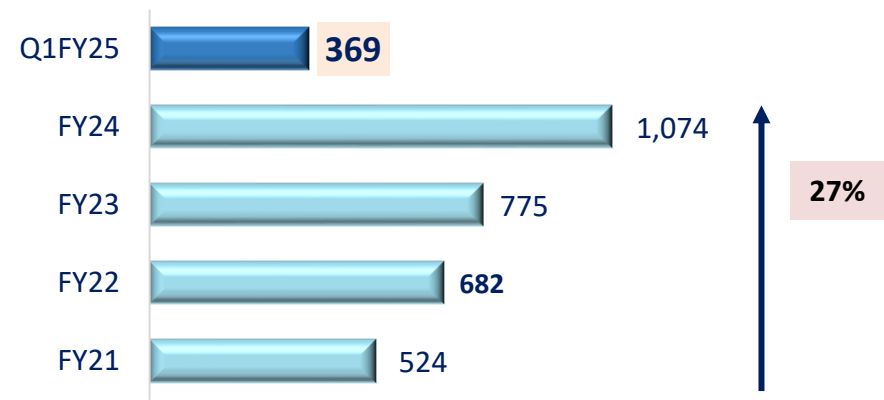


Financial Performance

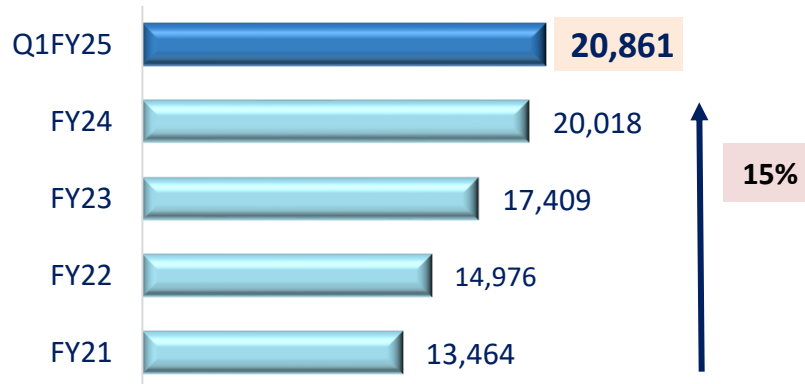
Revenue (in Cr)



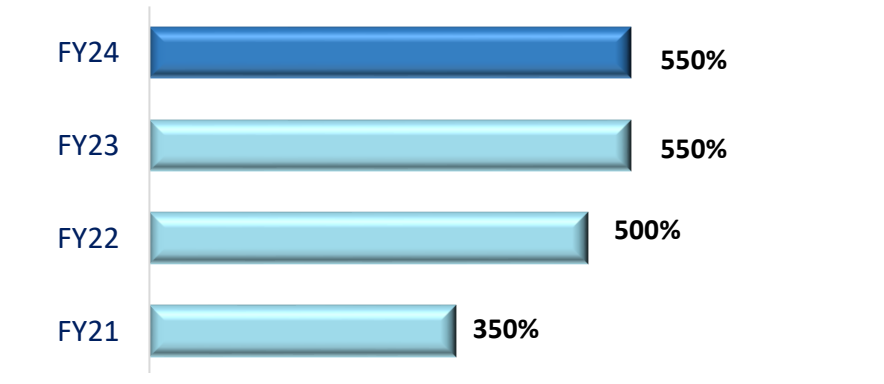
EBITDA (in Cr)



EBITDA/MT (in Rs)



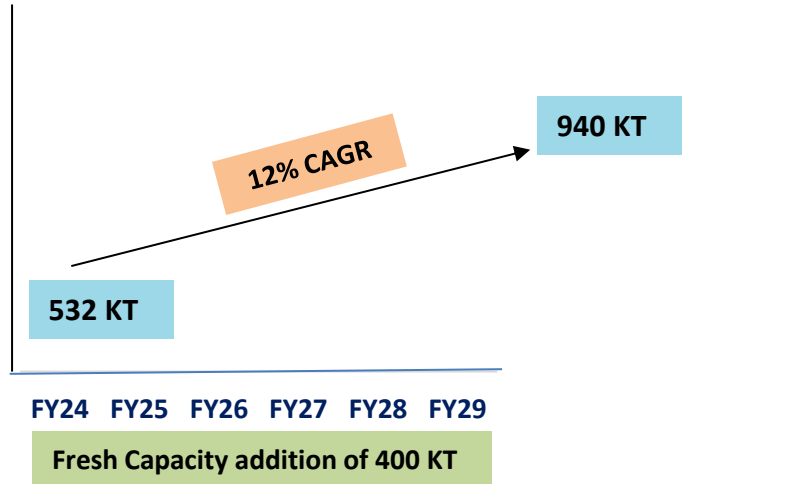
Dividend Payout (in %)



Accelerated Growth

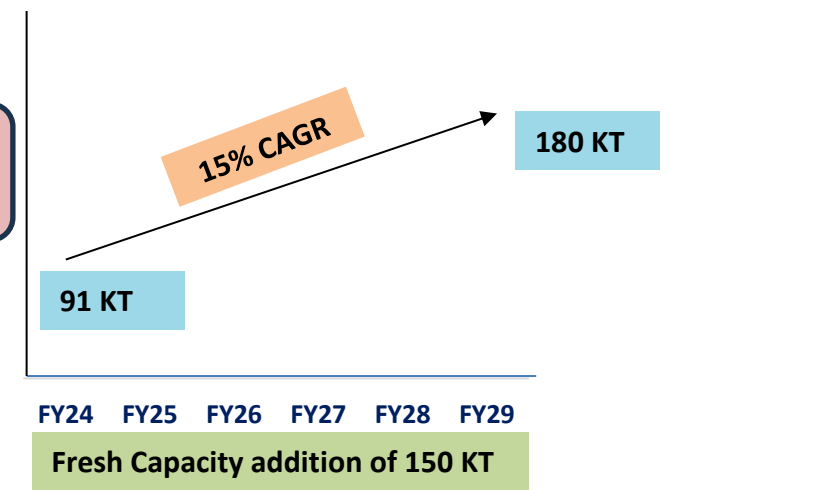
Rubber & Specialty Blacks (Sales Vol.)

Capex : INR 2400 crs



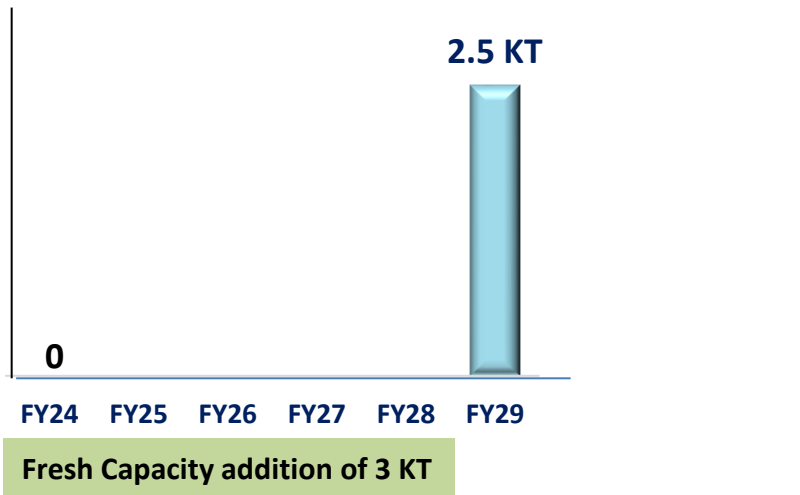
Water treatment , detergent & Oil & gas chemicals (Sales Vol.)

Capex : INR 600 crs

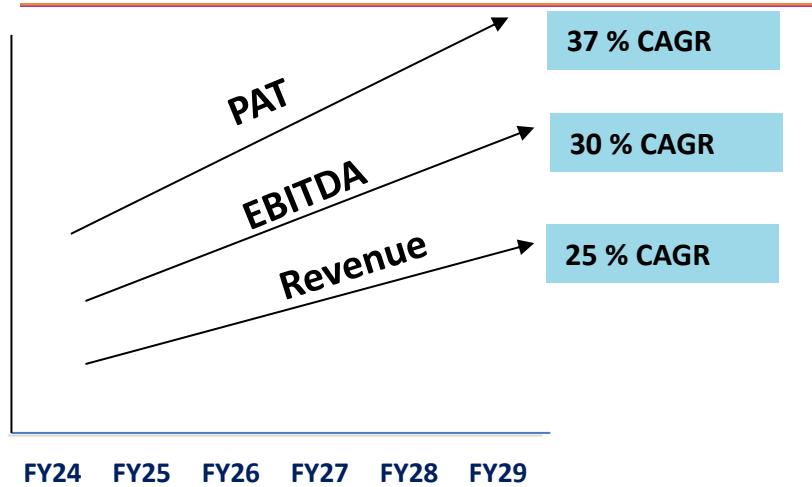


Nano silica for EV Battery (Sales. Vol.)

Capex : INR 500 crs



Overall growth



Cautionary Statement

Statement in this “Investor Update” describing the Company’s objectives, projections, estimates, expectations or predictions may be “forward looking statements” within the meaning of applicable securities law and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include demand supply conditions, finished goods prices, availability and prices of raw materials, changes in the government regulations, tax regimes, economic development within India and the countries within which the Company conducts business and other factors such as litigations and labour negotiations

Thank You

Company Details:

PCBL Limited

Corporate Office: RPSG House, 4th
Floor, 2/4 Judges Court Road,
Kolkata – 700 027, West Bengal,
India

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