



PUNJAB CHEMICALS

AND CROP PROTECTION LTD.

CIN NO. L24231PB1975PLC047063

Regd. Office & Works

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Date: August 2, 2024

BY E FILING

The Manager Department of Corporate Services BSE Limited MUMBAI-400 001 Re: <u>BSE Scrip Code: 506618</u>	The Manager Listing Department National Stock Exchange of India Limited MUMBAI-400 051 <u>NSE Scrip Symbol: PUNJABCHEM</u>
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Sub: Investor Presentation - Financial Overview – Q1 of FY25

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation of the Company for the first quarter of FY25.

This is for your information and record.

Thanking you,

Yours faithfully,

**For PUNJAB CHEMICALS AND
CROP PROTECTION LIMITED**

**RISHU CHATLEY
COMPANY SECRETARY
& COMPLIANCE OFFICER
(ACS- 19932)**

Encl: as above



PUNJAB CHEMICALS AND CROP PROTECTION LTD.

ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified Company

Q1 FY25

Investor Presentation | August 2024



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1 Result Highlights

2 Company Overview

3 Business Strategy

4 Performance Track Record



**PUNJAB CHEMICALS
AND CROP PROTECTION LTD.**

ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified Company

Result Highlights



Q1FY25



₹ 242 Cr

Revenue



₹ 28 Cr

EBITDA



₹ 13 Cr

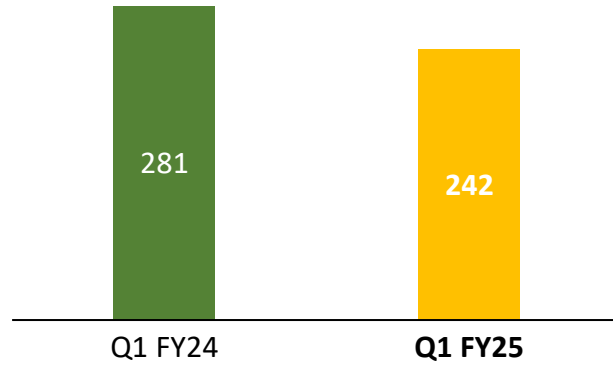
PAT

- Registered a Revenue of **Rs. 242.2 Cr** in Q1 FY 25. Able to maintain overall volumes and marginal decline is due to lower prices.
- **Gross Margin** stood at **38.8%**, up by **350 bps** YoY mainly due to better raw material and utility efficiencies.
- **EBITDA** for the quarter at **Rs. 28 cr**, marginally lower due to some one of expenses and freight cost.
- **EBITDA margin** for the quarter stood at **11.4%**
- **Profit after Tax** for the quarter stands. at **Rs. 13 cr** and at **5.5%** of the **Revenue**.

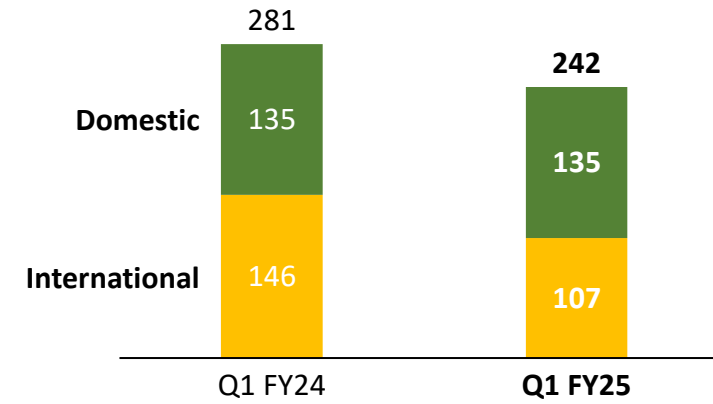
Q1 FY25 Financial Performance

(in ₹ cr, except margins)

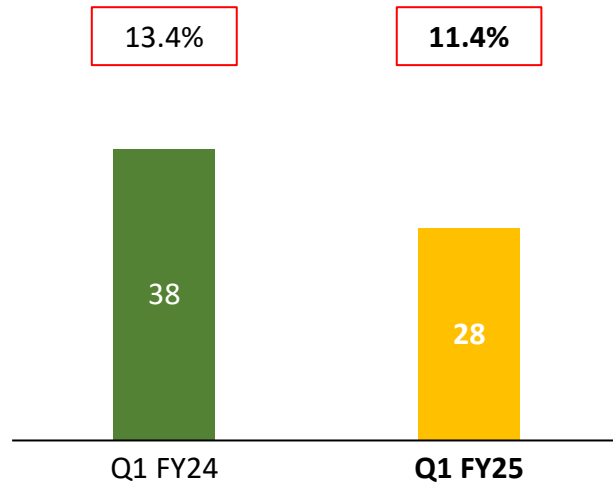
REVENUE



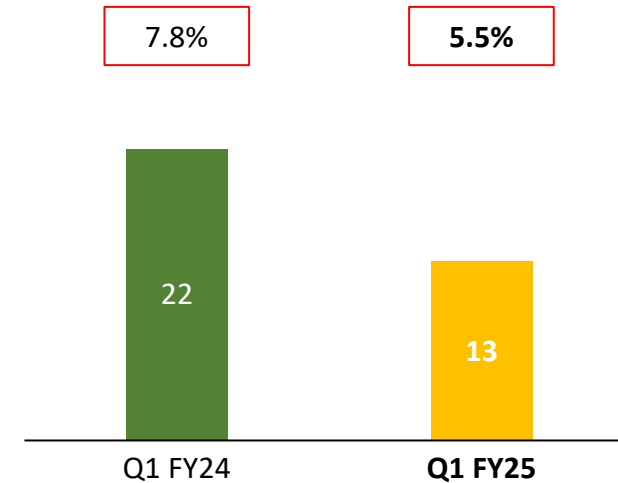
GEOGRAPHICAL SPLIT



EBITDA & EBITDA MARGIN



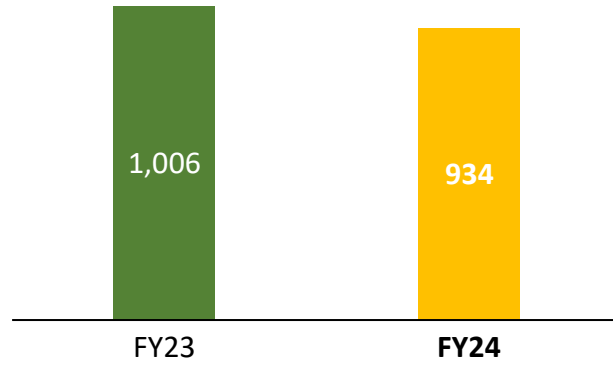
PAT & PAT MARGIN



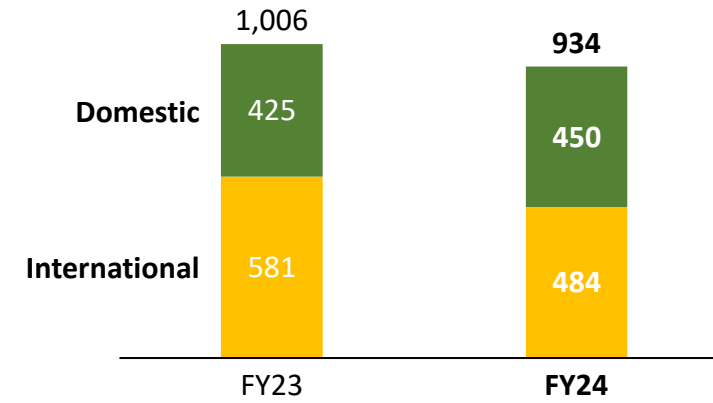
FY24 Financial Performance

(in ₹ cr, except margins)

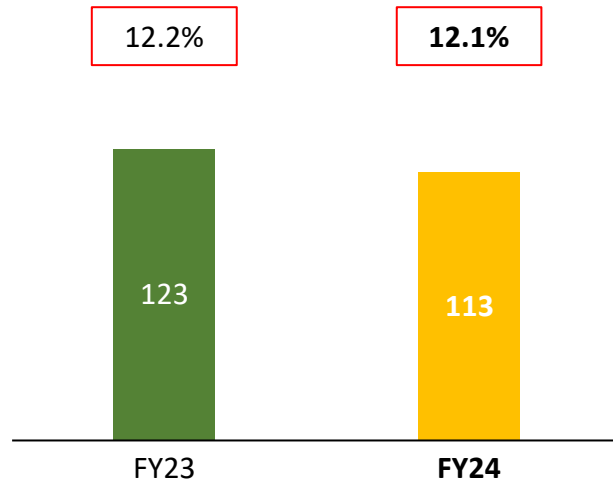
REVENUE



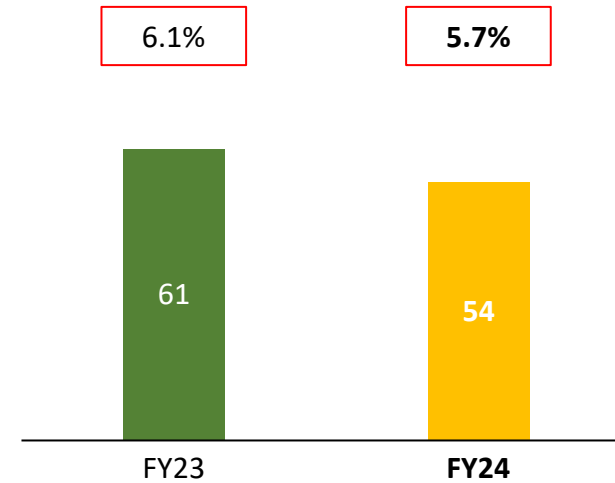
GEOGRAPHICAL SPLIT



EBITDA & EBITDA MARGIN



PAT & PAT MARGIN



Consolidated Profit & Loss Statement

Particulars (In ₹ Cr)	Q1 FY25	Q1 FY24	YoY %	Q4 FY24	QoQ %	FY24
Revenue	242.2	281.4	-13.9%	196.5	23.2%	934.2
COGS	148.1	182.1		120.9		572.4
Gross Profit	94.1	99.2		75.6		361.8
Gross Profit Margin %	38.8%	35.3%		38.5%		38.7%
Employee Expenses	24.5	21.2		23.5		87.8
Other Expenses	42.0	40.3		38.9		160.6
EBITDA	27.5	37.8	-27.2%	13.2	108.0%	113.4
EBITDA Margin %	11.4%	13.4%		6.7%		12.1%
Depreciation	5.9	5.1		6.0		22.2
Finance Cost	4.0	3.6		4.2		20.8
Other Income	0.5	0.3		0.5		2.7
Profit before Tax	18.1	29.4		3.5		73.1
Tax Expense	4.7	7.5		1.1		19.5
Profit after Tax	13.4	21.9	-38.6%	2.4	457.7%	53.6
PAT Margin %	5.5%	7.8%		1.2%		5.7%
EPS	11.0	17.8		1.9		43.7



**PUNJAB CHEMICALS
AND CROP PROTECTION LTD.**

ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified Company

Company Overview



Our Company

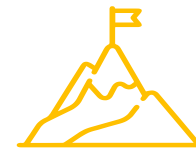


Established in 1975 as Punjab United Pesticides & Chemical Ltd (PUPCL), the company has now evolved into Punjab Chemicals and Crop Protection Ltd. We have separate synergistic Agrochemicals, Pharmaceuticals and Industrial chemical divisions with state-of-the-art manufacturing facilities across India.



Our Vision

To become a major player in the CRAMS segment with innovation and a preferred partner in Agrochemicals and Performance Chemicals.



Our Mission

- To meet and exceed customer expectation with quality and cost competitiveness.
- To focus on products and chemistries which ensure value addition for customers.
- To focus on community development in and around areas where we operate.
- To keep research & technology as the backbone for future growth

Our multi-decade story of growth and value-creation

Punjab United Pesticides & Chemicals Limited was established as a collaboration between Excel Industries Ltd. and PSIDC.

1975

The Company diversified its product portfolio into specialty chemicals

1978

1983

The Company established a new manufacturing facility (pharmaceutical product) following the acquisition of Alpha Drug India.

2003

The Company extended into contract research and manufacturing services (CRAMS)

2006

2016

Revenue crossed ₹1,000 crore

2022

2023

The Company's equity shares were publicly issued.

The Company began to focus on agro chemicals and specialty chemicals

All group companies were amalgamated under Punjab Chemicals and Crop Protection Ltd.

The Company reported its highest EBITDA and PAT

Manufacturing Process



2 Manufacturing facilities at Derabassi & Lalru in Punjab | 1 facility in Pune, Maharashtra with food grade certification.



Total Reactor
Capacity: 2000 KL



Capability to process reactions
under extreme conditions



All manufacturing sites have
zero liquid discharge using advance
Effluent Treatment plant.
Fair balance between glass lined and
SS reactor of various sizes.



Highest standards of safety adherence
with regular audits & upgradations.
Handle Cryogenic reactions



Derabassi & Lalru plants are certified with ISO 9001:2015 , ISO 14001:2015 and ISO 45001:2018.

Pune unit is certified with GMP & ISO 22000

Synergistic Product Portfolio

Divisions

Major chemistries

Product Category



**Agrochemicals/
Intermediates**

- Chlorination
- Hetrocyclic
- Bromination
- Methylation
- Freon Reaction

- Friedel craft
- Hydrazine
- Oxidation
- Benzylation
- Azotisation
- Cryogenic Reaction

Fungicide, Herbicide. Manufacturing patented products under long term agreement/ in-house R&D



**Performance/
Specialty Chemicals**

- Halogenation
- Esterification
- Cynation
- POCL3/PCL5

- Butyl-Lithium Reaction
- Nitration
- Photochlorination

Multi-Step specialty chemical/ intermediate for API

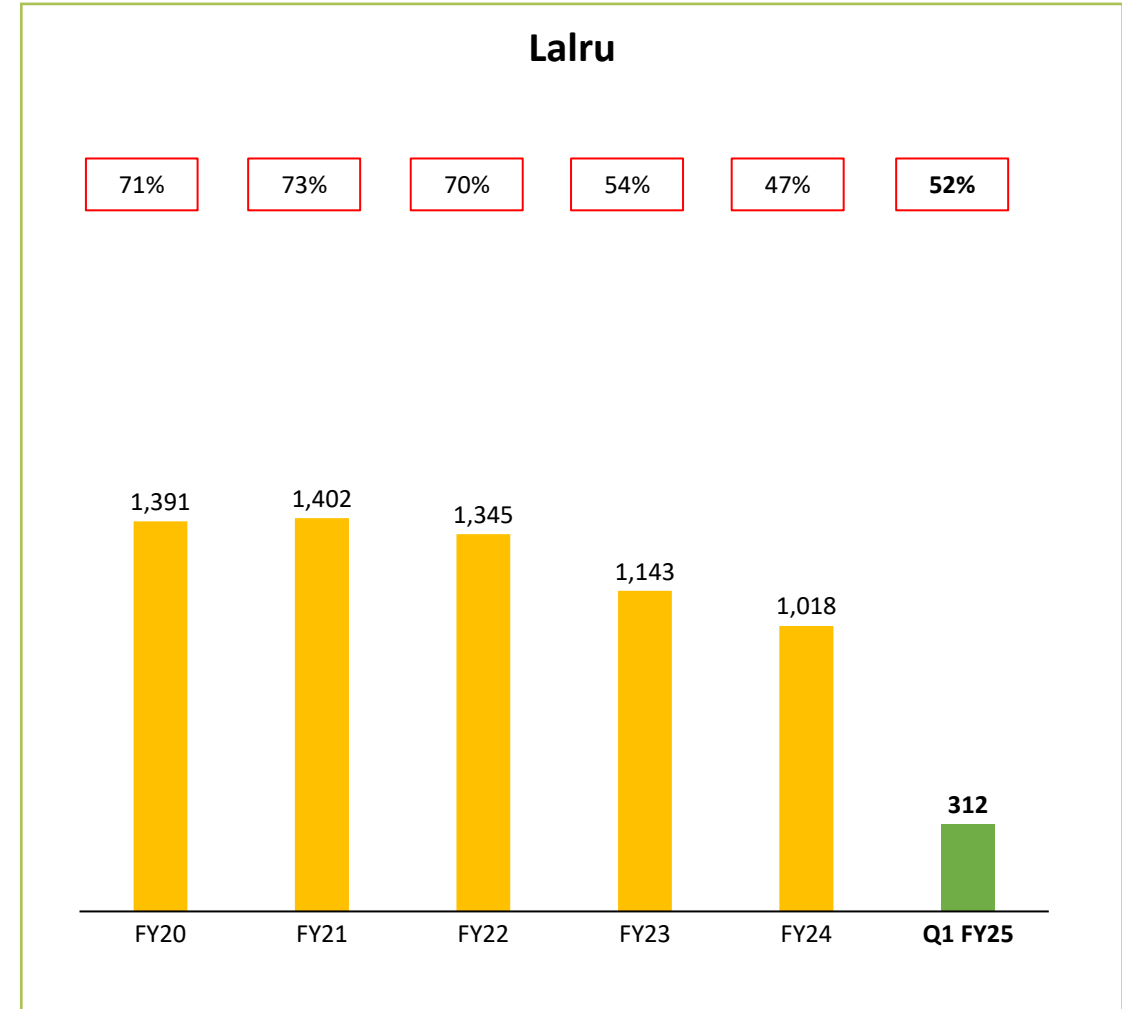
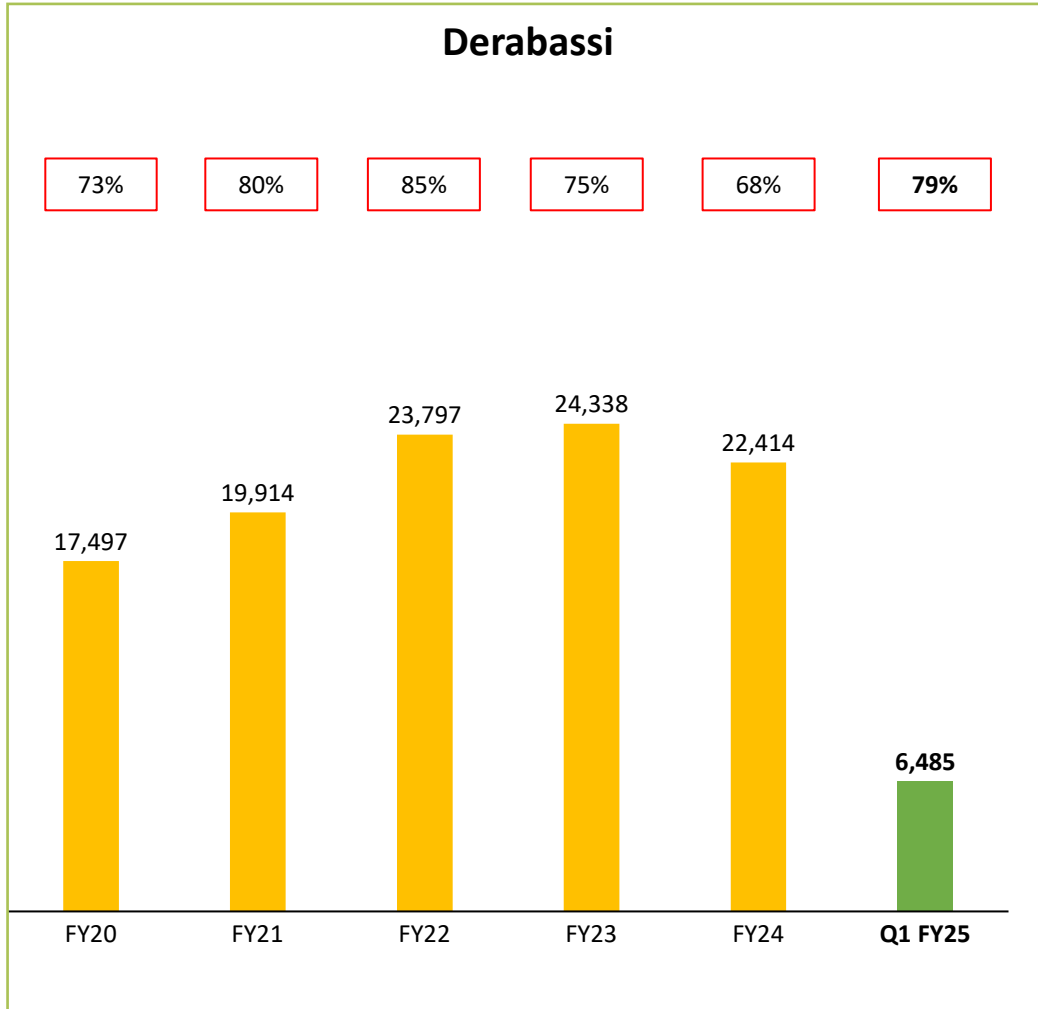


Industrial Chemicals

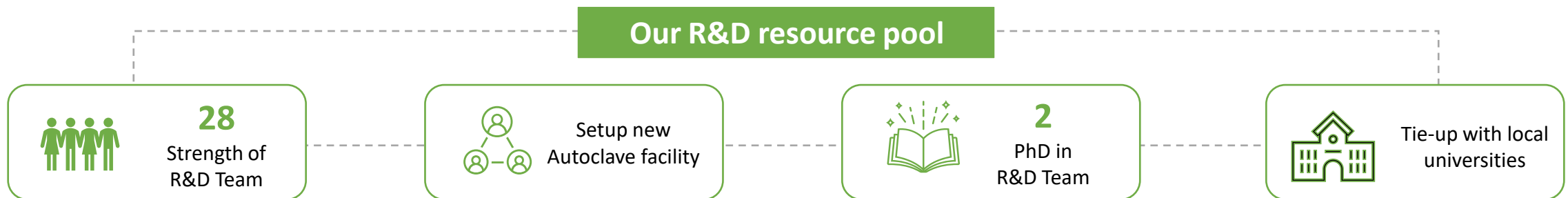
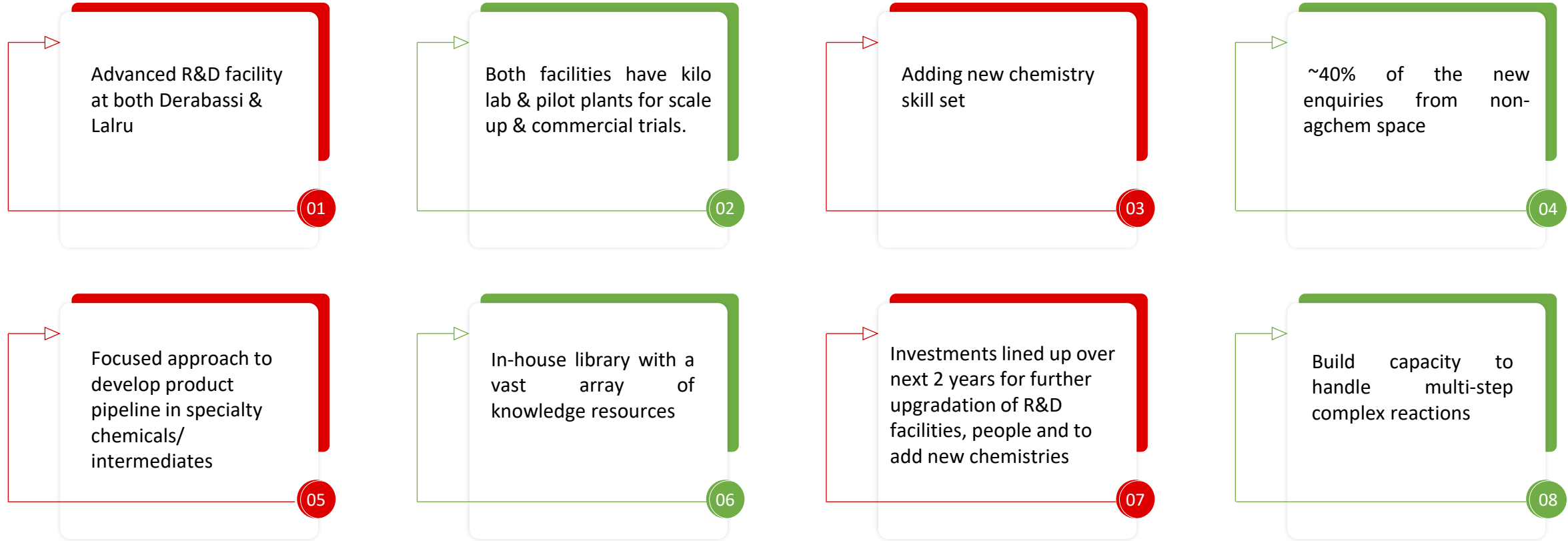
Phosphorous based products & chemistry

Special high purity phosphorous compound/ phosphates

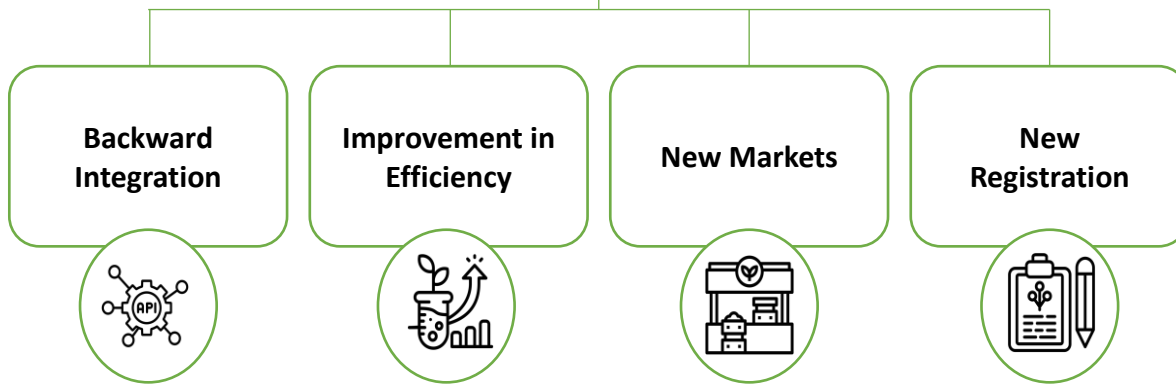
Annual Production (MT) & Capacity Utilisation (%)



Note : New products have been commercialized and with improved market condition, scale up is expected resulting in improved utilization.

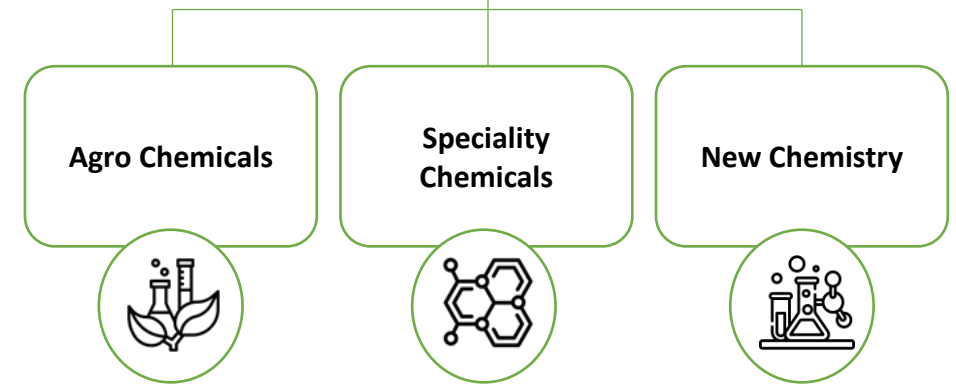


Existing products



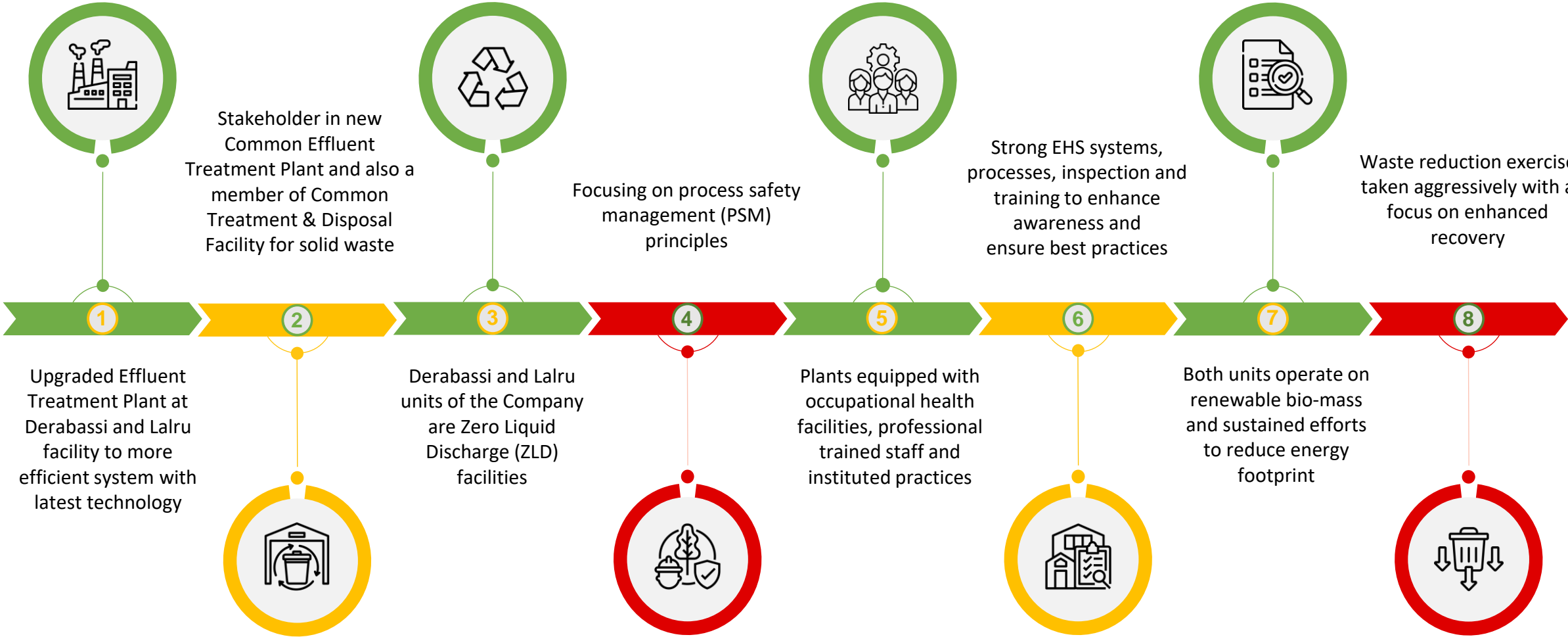
- To increase market share / margin
- Optimize manufacturing footprint and improve asset utilization
- Become cost leader across all product categories
- Development of local supplier's base/ backward integration to avoid supply shocks

New Products



- Healthy new product pipeline for launch over next 6-12 months
- Regular supplies started for some advanced intermediates and some specialty chemicals.
- Approval received for new products for commercialization in FY25.
- R&D continued to work on new products and process and hydrogenation added to capability.
- Discussion going on with some global partners for long term tie up on new molecule development.

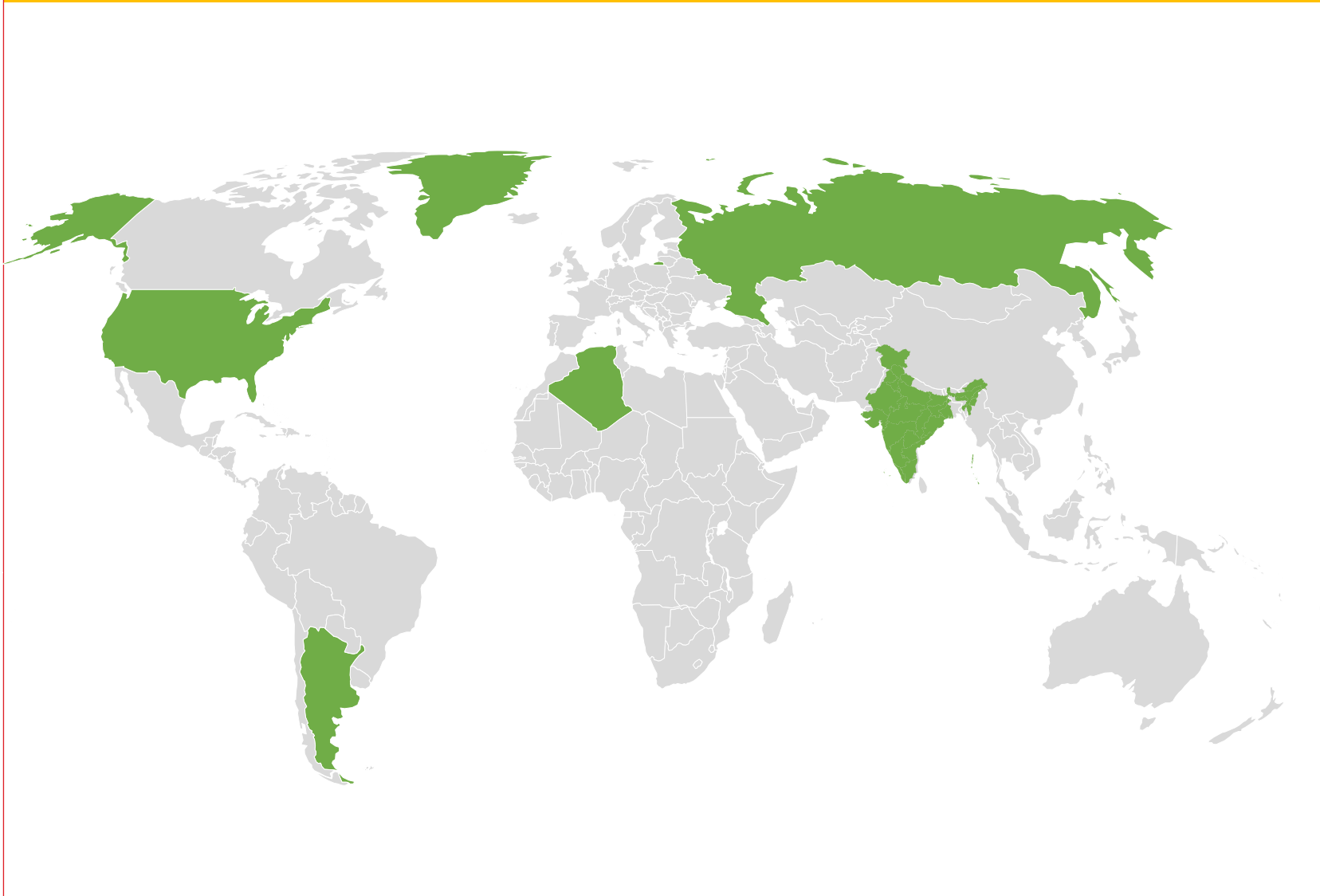
Environment, Health & Safety Measure



Our Global Clientele



Target regions for next leg of growth: Latin America, South Asia, European Union



Leadership Team: Board of Directors



Mr. Mukesh D. Patel
Chairman &
Independent Director



Mr. Shalil Shroff
Managing
Director



Mr. Vijay Rai
Independent
Director



**Ms. Tara
Subramaniam**
Independent
Director



Ms. Aruna Bhinge
Independent
Director



**Mr. Sheo Prasad
Singh**
Independent
Director



**Capt. Surjit Singh
Chopra (Retd)**
Non-Executive
Non-Independent
Director

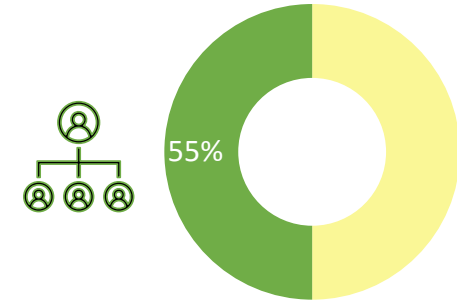


Mr. Avtar Singh
Non-Executive
Non-Independent
Director



**Mr. Shivshankar
Shripal Tiwari**
Non-Executive
Non-Independent
Director

Board Composition



More than 50% of the Board members are Independent Directors

Chairman is an Independent Director & the role is separated from Managing Director

Committees chaired by Independent Directors:

Audit Committee

CSR Committee

Nomination &
Remuneration
Committee

Stakeholders
Relationship
Committee

Leadership Team: Key Management Team



Mr. Vinod Gupta
Chief Executive Officer

- Chemical Engineer, IIT-B & PGPX, IIM-A
- 35+ years of experience with Reliance Industries Ltd, VVF Ltd and Archein Chemicals



Mr. Ashish Nayak
Chief Financial Officer

- Chartered Accountant and has a bachelor degree of Commerce from Bombay University
- 26+ years of experience having worked in diverse sectors as chemicals, pharmaceuticals, engineering and retail
- Lead IPO listing in Pharma space
- Worked with Corporates/groups as Shroff Group, Shoppers Stop, Tommy Hilfiger, Malhotra Group, Supriya Lifescience Ltd



Ms. Rishu Chatley
Company Secretary

- Member of Institute of Company Secretaries of India, a Law Graduate and has a post Graduate degree in Commerce from Panjab University
- 17 years+ of experience in the Corporate Secretarial, Corporate Laws, SEBI Regulations & Compliances



Dr. Vijay Kaushik
Assistant Vice President- R & D

- Ph.D and has done MSc (Organic Chemistry) from Meerut University
- He has around 30 years of experience in companies like Bayer Vapi Pvt Ltd, Meghmani Organics Ltd, PI Industries Ltd.



Mr. Paramjeet Singh
Assistant Vice President (Works)

- Chemical Engineer, NIT - J & Business Management from IIM, Ahmedabad
- 20 years experience in the manufacturing, planning & operation in various manufacturing units of API's/Bulk drugs. He has worked as Director, Operations with GVK Bio.



Mr. Deepak Gill
General Manager - BD

- Master of Science in Agricultural Entomology from CSKHPAU, Palampur & PG Diploma in Management from Welingkar Institute of Management, Mumbai
- 16 years of experience in Sales in companies like Intech Organics Pvt Ltd, Saraswati Agro Life Science India Pvt Ltd, Sulphur Mills Ltd.



Mr. Girish Sharma
General Manager (Works)

- Master in Chemistry from Hindu College, Delhi University and PGDM in Operations Management and PMP He is pursuing CPIM (Certified production and inventory management) from Association for Supply Chain Management
- 22 years of experience in companies like Ajinomoto Bio-Pharma Pvt Ltd, Cipla Ltd and Sandoz Pvt Ltd.



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AND CROP PROTECTION LTD.**

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Business Strategy





Low-Cost Operator

Developed an efficient cost competitive process over the last decade and are maximizing export potential



Manufacturing & R&D Capability

By ensuring consistent growth in value for all stakeholders
Availability of technically trained manpower ,
extra production capacity to fulfil incremental demands



Consistent Track Record

Historical association with MNC & Domestic clients.
Consistent Track record helped to become partner of choice in India.



Changing Industry Dynamics

Global manufacturers are looking to decrease high dependency on China. Poised to benefit from the shift in supply chain



Way Forward

New Technologies & Integrated Supply chain. Focus on R&D, Product Development.
Partner with more MNCs/ domestic players for healthy growth & sustainable EBITDA



Prudent Capital Allocation driving growth in ROCE



Low Debt to Equity



Attractive End Market Dynamics & Healthy Growth

Punjab Chemicals has the advantage of being a go-to CRAMS provider for both domestic & international agrochemical companies, thus, positioned to gain further advantages as the industry expands



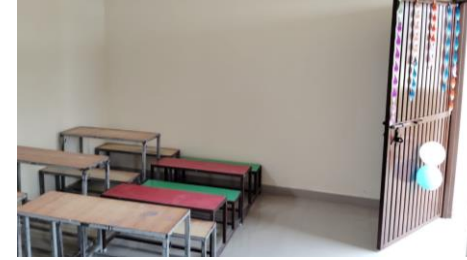
**PUNJAB CHEMICALS
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Corporate Social Responsibility



Education



Health



Community Development





**PUNJAB CHEMICALS
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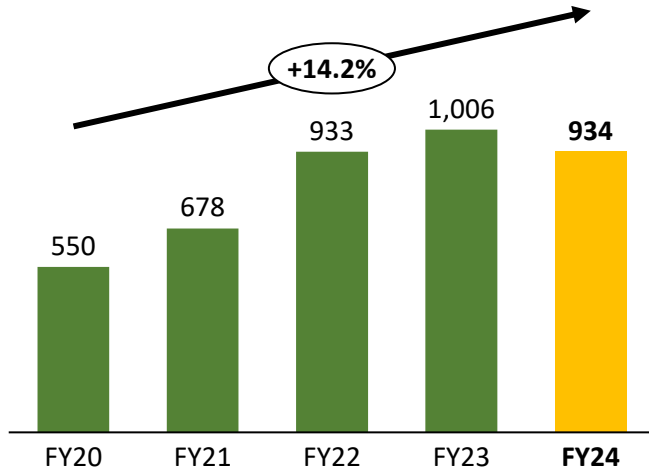
ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018 Certified Company

Performance Track Record

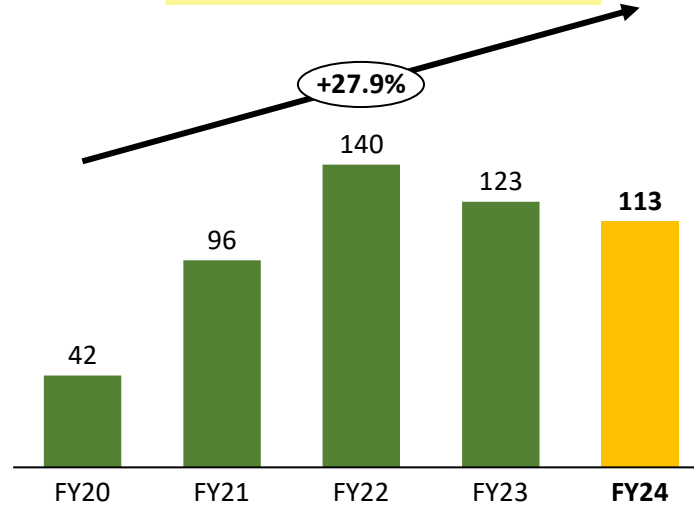


Performance Track Record

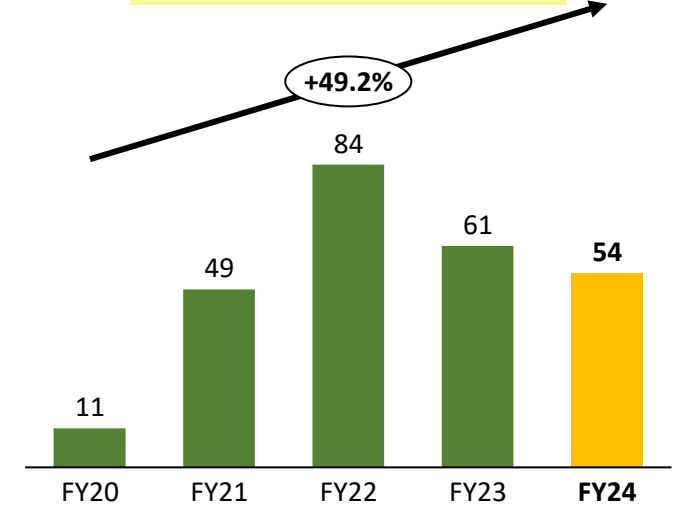
REVENUE (₹ cr)



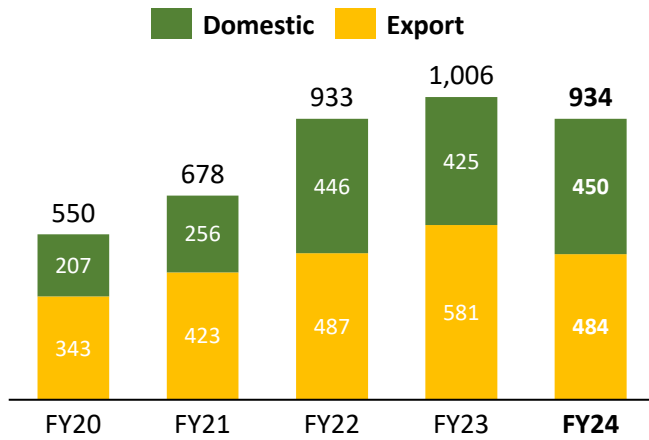
EBITDA (₹ cr)



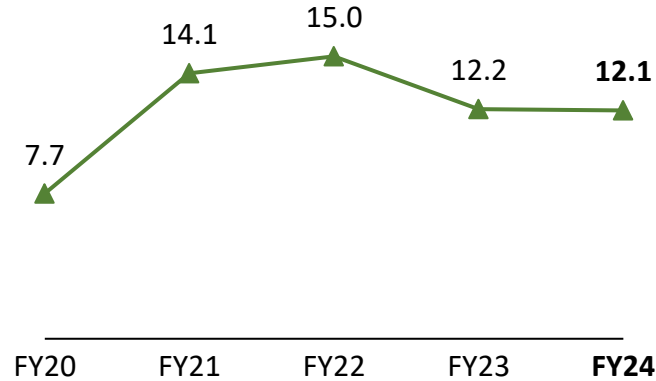
PAT (₹ cr)



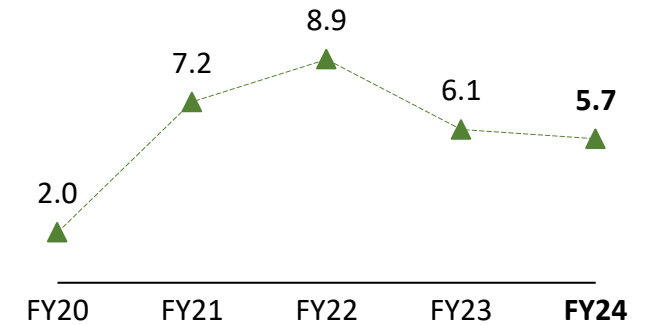
GEOGRAPHICAL SPLIT (₹ cr)



EBITDA MARGIN (%)

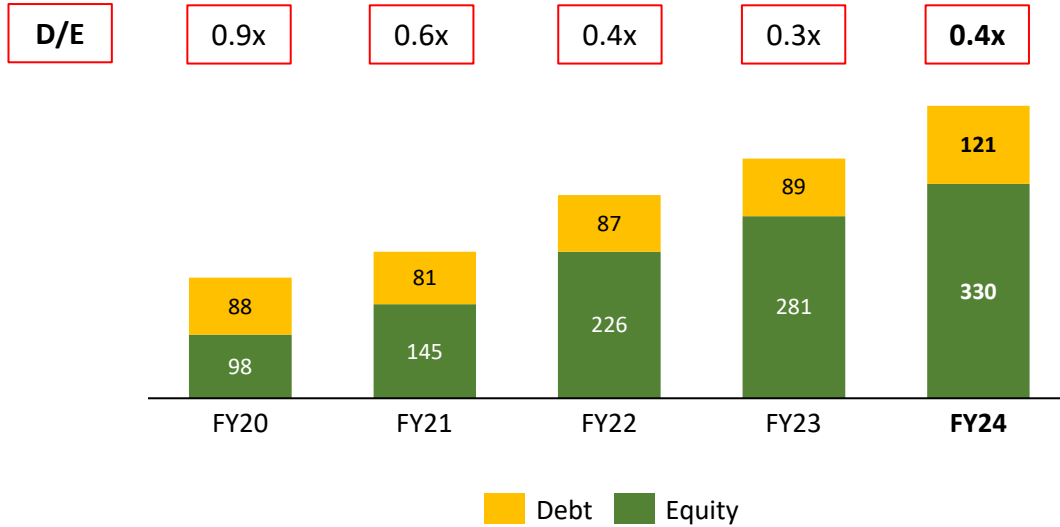


PAT MARGIN (%)

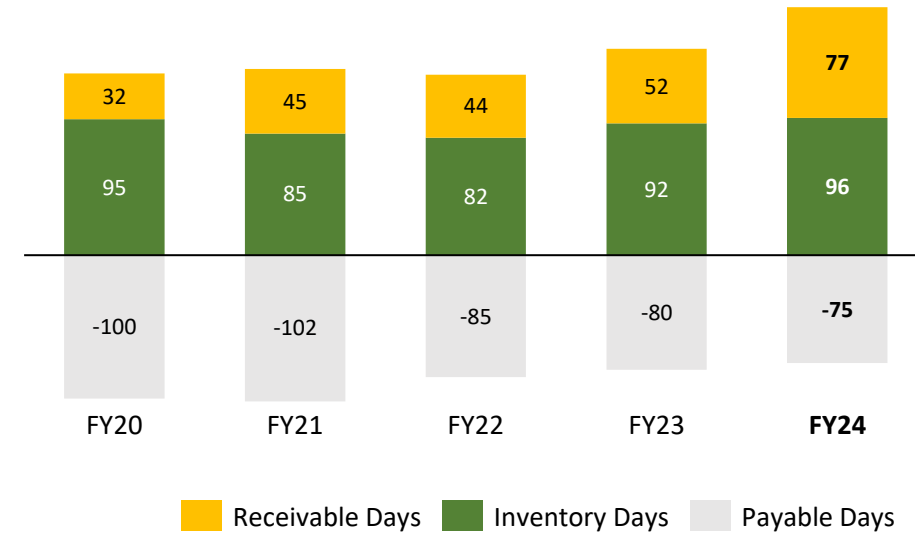


Performance Track Record

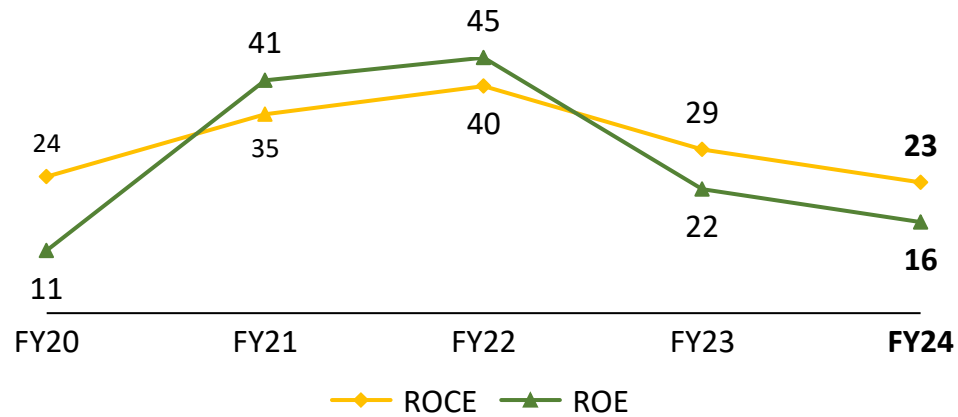
CAPITAL STRUCTURE (₹ cr)



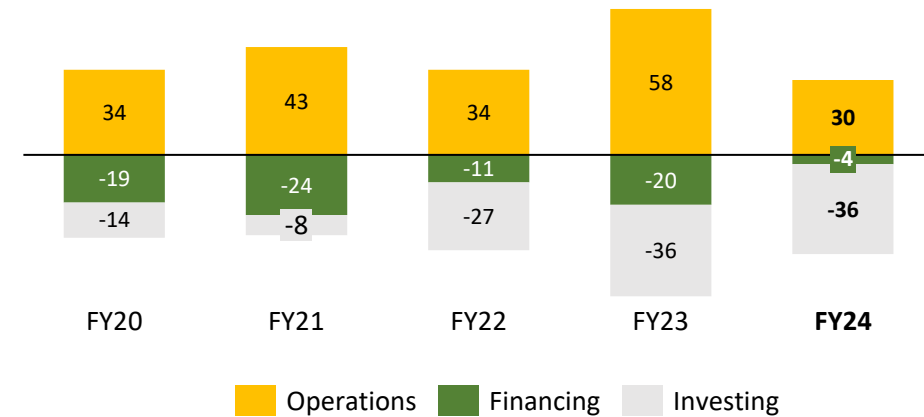
WORKING CAPITAL ANALYSIS



RETURN RATIOS (%)



CASH FLOW (₹ cr)





Punjab Chemicals and Crop Protection Ltd.
CIN: L24231P81975PLC047063

Mr. Ashish Nayak, Chief Financial Officer
investorhelp@punjabchemicals.com



Orient Capital

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+91 80827 48577



THANK YOU