

PONDY OXIDES AND CHEMICALS LIMITED **POCL**[®]

16th October 2024

National Stock Exchange of India Ltd

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400 051

BSE Limited

Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

NSE Symbol : POCL

BSE Scrip Code : 532626

Dear Sir/Madam,

Sub: Investor Presentation for Q2 FY 2024-25

Pursuant to the Regulation 30 of SEBI (LODR) Regulations, 2015, we enclose herewith the Investor Presentation of the Company for Q2 FY 2024-25.

The aforesaid Investor Presentation is also being disseminated on the website of the company: <https://pocl.com/investor-presentation/>

Kindly take the same on record.

Thanking you,

Yours faithfully,

For **Pondy Oxides and Chemicals Limited**

K. Kumaravel

Director Finance & Company Secretary.

Encl.: as above

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CIN No. : L24294TN1995PLC030586 II GSTIN : 33AAACP5102D4Z4



PONDY OXIDES AND CHEMICALS LIMITED

Q2FY25 Investor Presentation
October'2024



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Management Commentary & Business Outlook

"I am pleased to announce that POCL has delivered outstanding performance in Q2 and H1 FY25 across all areas. Revenue, EBITDA, and PAT have shown significant growth for Q2 and H1FY25, driven by strong operational performance. The enforcement of stringent government regulations such as BWMR, EPR, and the Reverse Charge Mechanism, along with significant capacity expansions, capex plans, enhanced operational efficiencies, experienced leadership, and strong support from all stakeholders, bodes well for POCL's growth.

Coming to H1FY25 performance, Revenue, EBITDA and PAT increased by 42%, 75% and 188% on YoY basis respectively due to significant increase in production and sales of Lead, Plastics and Copper and reduction in finance costs. With consistent stakeholder backing, I am certain POCL will reach its TARGET 2030, which includes expanding capacity in Lead, exploring new verticals, achieving 15%+ volume growth, 20%+ revenue CAGR and profitability growth, EBITDA margins over 8%, ROCE above 20%, over 60% of revenue from value-added products, and reducing energy consumption by 20% to shrink our carbon footprint."



Mr. Ashish Bansal
Managing Director



Company Overview



Responsible Growth, Sustainable Progress

Vision

To be the most valuable recycling company in the world adopting responsible and sustainable manufacturing practices

Mission

To be a leading global recycling company by 2028, propelled by:

- ♻️ Sustainable Growth & Value Creation
- ♻️ Well diversified portfolio
- ♻️ Technological Upgradation

Core Values

- ♻️ Excellence
- ♻️ Responsibility
- ♻️ Integrity
- ♻️ Learning & Innovation
- ♻️ Teaming & Collaboration
- ♻️ Sustainability

Business Drivers

- ♻️ Robust R&D
- ♻️ Dedicated Technical Workforce
- ♻️ Professional Management Team
- ♻️ Operational Excellence
- ♻️ Continuous Technological Progress and Adaption
- ♻️ Forward Integration

Current Business Verticals

- ♻️ Lead
- ♻️ Plastics
- ♻️ Copper
- ♻️ Aluminium

Diversification

- ♻️ Lithium Ion

Infinite Opportunities through Recycling



Business at a Glance

- ♻️ 4 Recycling Verticals
- ♻️ 28+ Years of Experience
- ♻️ India's **First 3N7** LME Registered Lead Brand
- ♻️ **140K +** MT Scrap Recycled p.a.
- ♻️ **500+** Employees
- ♻️ **200+** Partners Worldwide
- ♻️ QMS, EMS & OHSAS Certified
- ♻️ **A-** External rating from CRISIL
- ♻️ Prestigious AEO T3 Certification



POCL[®]
The Urban Miners

- ♻️ **20+** Export Destinations
- ♻️ **15%** - 10 Years Revenue CAGR
- ♻️ **15%** - 10 Years EBITDA CAGR
- ♻️ Increasing Capacities with technological upgradation and automation
- ♻️ **28+** Years of Consistent Dividend Payouts and Bonus Issue in addition
- ♻️ Strategically located units with proximity to ports
- ♻️ **3-Star** Export House



POCL Forte and Industry Vantage Point



Licensing and time-bound compliances



Extensive Land Bank of 170+ Acres located strategically with proximity to major Indian ports



Operational Excellence & Expansion of Capacities



International business, global network for procurement & sales spread across various geographies



Risk Mitigation through strategic hedging and future & long-term contracts, spread across diversified market place



Direct empanelment with OEMs for Lead, Plastics and Aluminium



Strong management and effective workforce



India's First 3N7 London Metal Exchange Registered Lead Brand



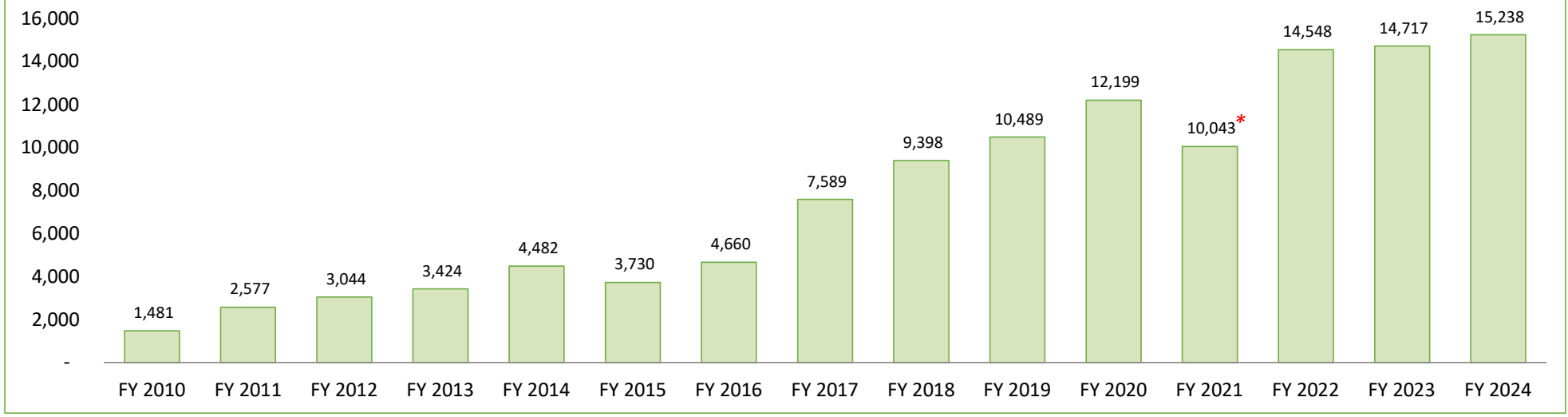
Understanding of customer applications and specialized technical knowledge of end product



Our Journey



Revenue from Operations (Rs. Mn)



*Covid Year

Leveraging Diverse Recycling Verticals

LEAD

- ♻️ Finished Goods Capacity 1,32,000 MTPA
- ♻️ Procurement Split: 85% Imports; 15% Domestic
- ♻️ Sales Split: 56% Exports; 44% Domestic
- ♻️ Target Industries: Lead Acid Battery and Other Battery OEMs

PLASTICS

- ♻️ Capacity 9,000 MTPA
- ♻️ Procurement Split: 50% Imports; 50% Domestic
- ♻️ Sales Split: 100% Domestic
- ♻️ Target Industries: Automobile, Appliances, Furniture, Paints, Battery OEMs, Electronics

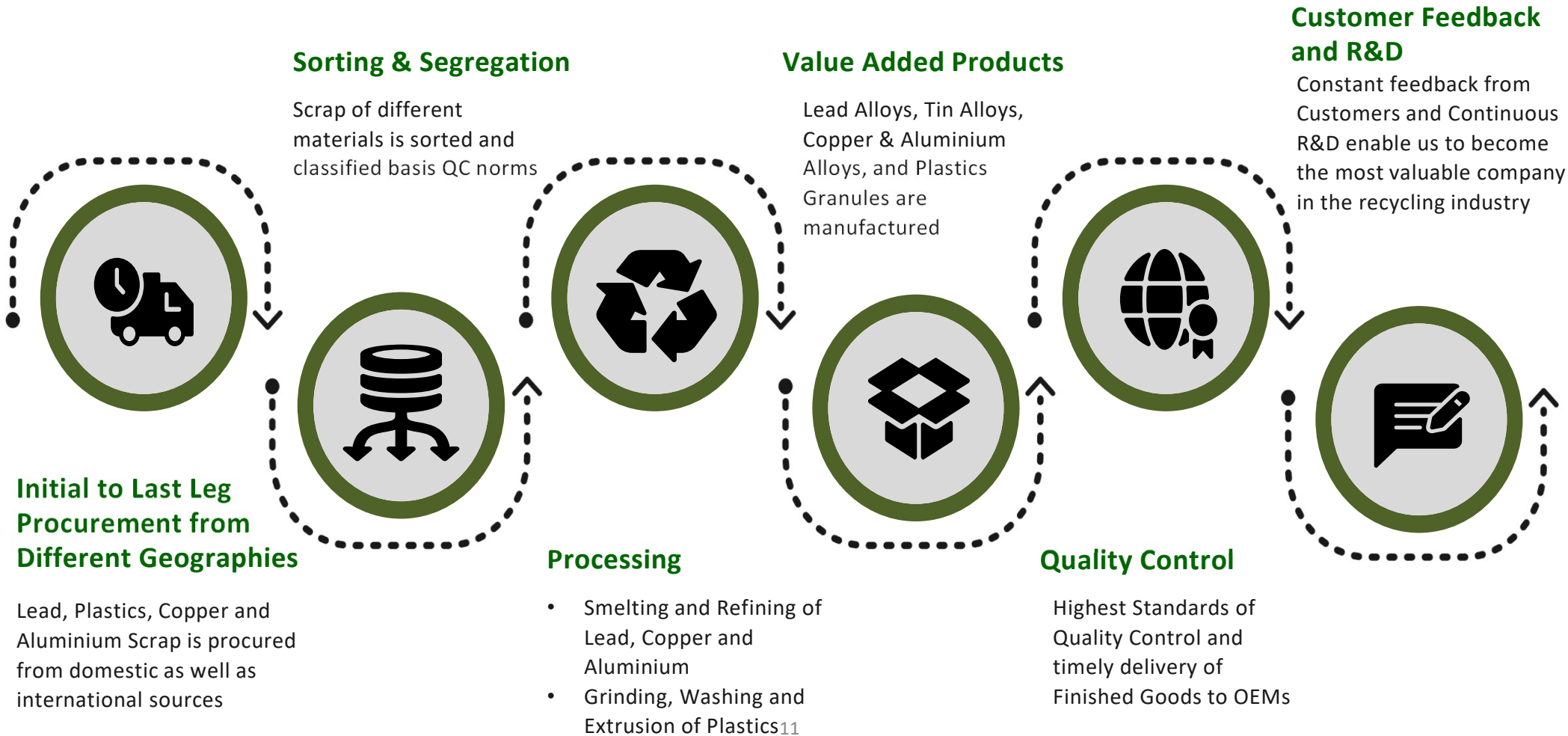
COPPER

- ♻️ Capacity 6,000 MTPA
- ♻️ Procurement Split: 95% Imports; 5% Domestic
- ♻️ Sales Split: 80% Exports; 20% Domestic
- ♻️ Target Industries: Copper Wire and other Copper applications

ALUMINIUM

- ♻️ Capacity 12,000 MTPA
- ♻️ Procurement Split: 100% Imports
- ♻️ Sales Split: 100% Domestic
- ♻️ Target Industries: Automobile

Business Model: Sustainable Circularity



Q2 & H1FY25 Performance Highlights



CHANGING
THE FATE

#ChangingTheFate

POCL[®]
Pondy Oxides and
Chemicals Limited

POCL takes measures to
reduce greenhouse gas
emissions that contribute to
global climate change

Strategic Updates

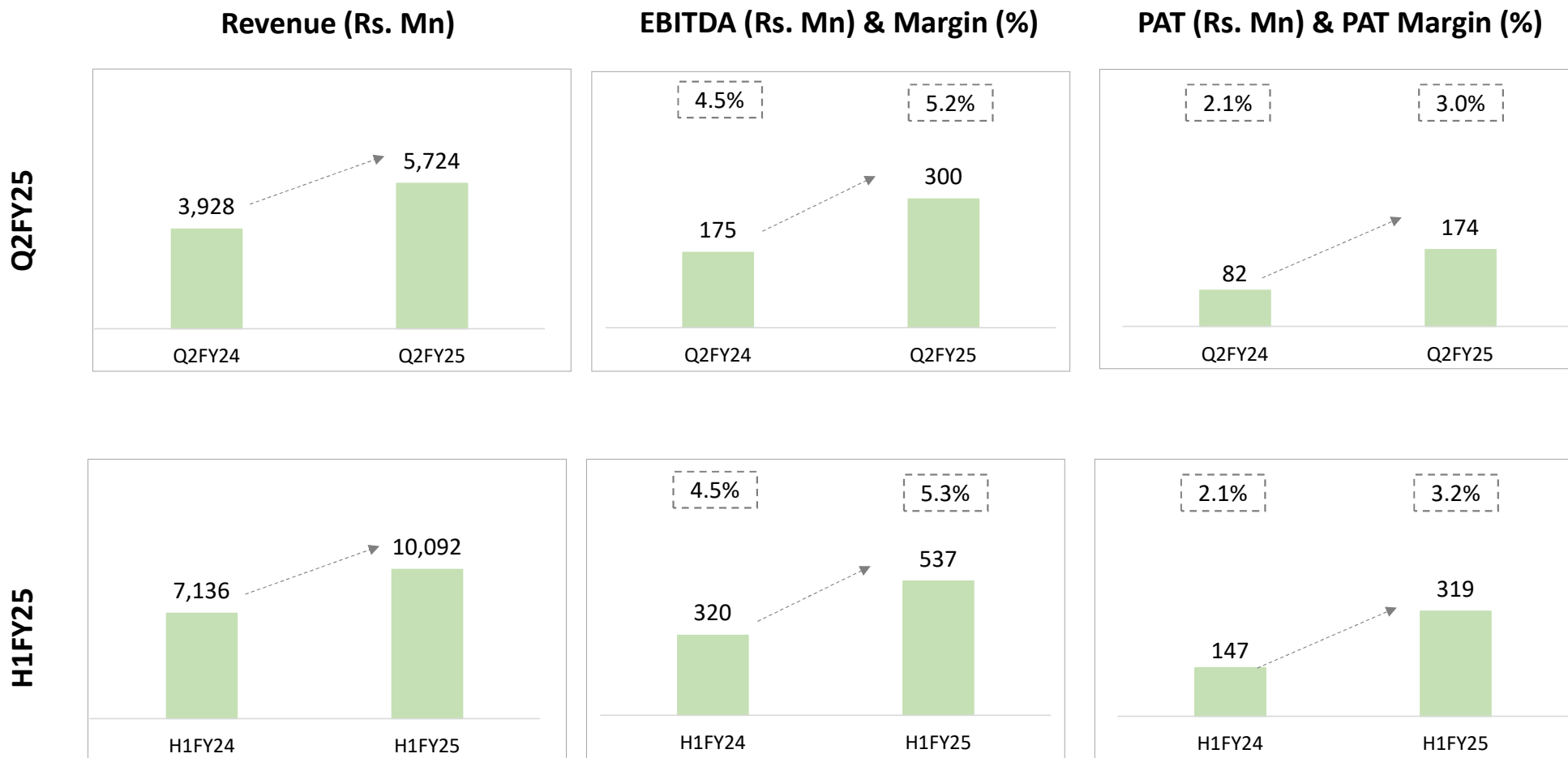


Strong H1FY25 Financial Performance (YoY) –

- Consolidated Revenue increased to Rs. 1,024 Cr. up 42%
- Consolidated EBITDA and PAT increased by 75% & 188%



Q2 & H1FY25 Strong Financial Performance



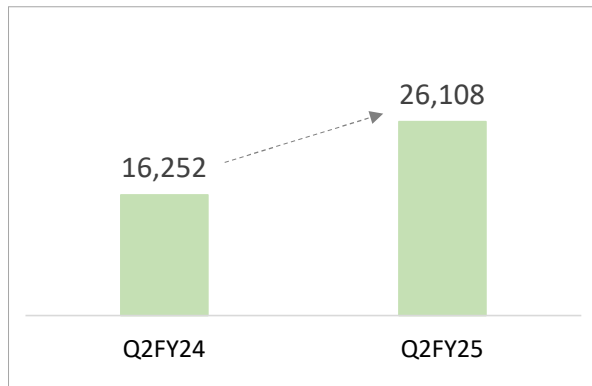
Note - All figures show Standalone Financial Performance

Q2 & H1FY25 Robust Operational Performance

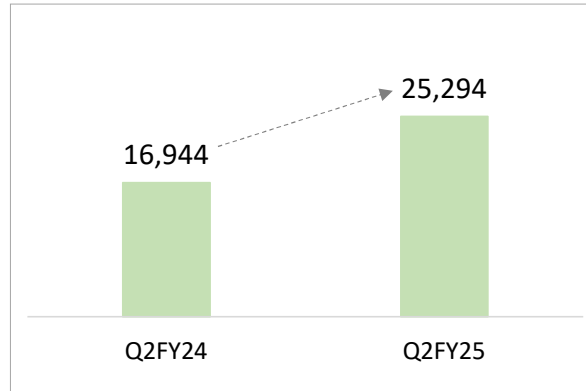


Q2FY25

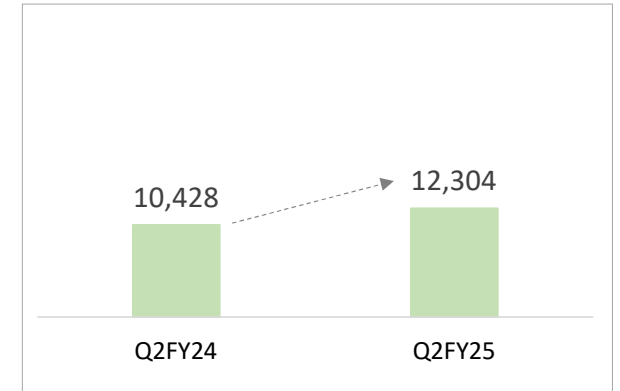
Lead Production (MT)



Lead Sales (MT)

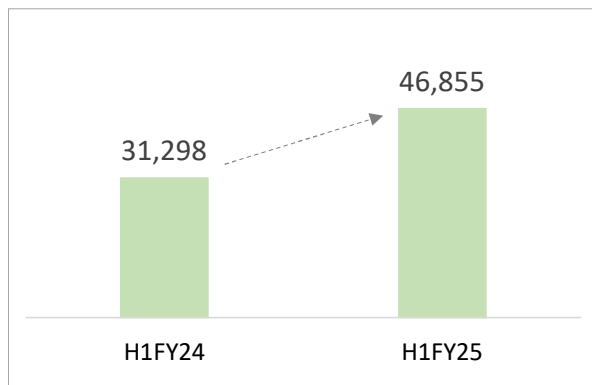


Lead EBITDA Per Ton (Rs.)

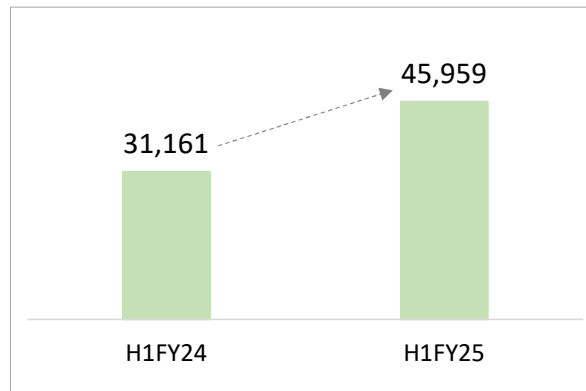


H1FY25

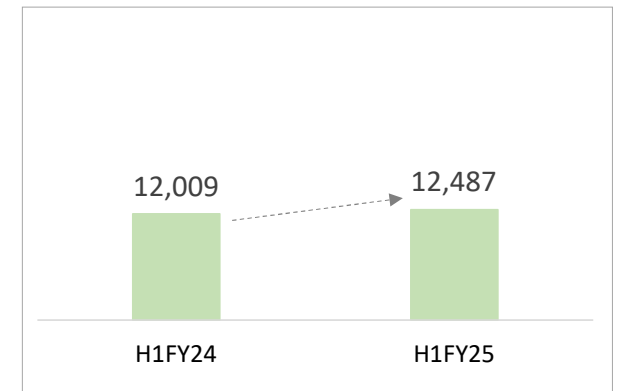
Lead Production (MT)



Lead Sales (MT)



Lead EBITDA Per Ton (Rs.)



Detailed Income Statement (Standalone)

Particulars (Rs. Million)	Q2FY25	Q2FY24	YoY	Q1FY25	QoQ	H1FY25	H1FY24	YoY
Net Revenue	5,724	3,928	46%	4,368	31%	10,092	7,136	41%
Other Income	10	11	-10%	11	-12%	21.01	22	-6%
Total Income	5,734	3,939	46%	4,379	31%	10,113	7,158	41%
COGS	5,179	3,497	48%	3,908	33%	9,087	6,371	43%
Employee Benefit Expenses	56	65	-14%	61	-9%	117	123	-5%
Other Expenses	200	202	-1%	172	16%	373	345	8%
Total Expenses	5,435	3,764	44%	4,142	31%	9,576	6,839	40%
EBITDA	300	175	71%	237	26%	537	320	68%
<i>EBITDA Margin %</i>	5.2%	4.5%		5.4%		5.3%	4.5%	
Depreciation	27	21	29%	22	21%	49	43	13%
Finance Cost	39	44	-10%	22	77%	62	79	-22%
PBT	233	110	111%	193	21%	426	197	116%
Tax Expenses	59	29	108%	48	25%	107	50	114%
PAT	174	82	113%	145	20%	319	147	117%
<i>PAT Margin %</i>	3.0%	2.1%		3.3%		3.2%	2.1%	
EPS - Diluted (Rs.)	13	7	84%	11	16%	24	13	89%

Detailed Balance Sheet (Standalone)

Current Liabilities (Rs. Million)	30 Sep'24	31 March'24	Assets (Rs. Million)	30 Sep'24	31 March'24
Shareholders funds			Non Current Assets		
Share Capital	130	126	Property, Plant & Equipment	1,161	1,035
Reserves and Surplus	3,826	3,422	Capital Work-In-Progress	438	83
Net Worth	3,956	3,548	Goodwill	97	97
			Non Current Investments	401	399
Non-Current Liabilities			Intangible Assets	5	5
Long term Borrowings	30	30	Other Financial and Non-Current Assets	146	174
Deferred Tax Liabilities	0	0	Deferred Tax Assets	32	33
Other Long Term Liabilities	1	1	Total Non Current Assets	2,279	1,826
Long Term Provisions	7	7			
Total Non-Current Liabilities	37	38	Current Assets		
Current Liabilities			Inventories	1,362	1,239
Trade Payables	127	96	Trade Receivables	1,339	1,012
Short Term Borrowings	1,391	915	Other Financial Assets	149	76
Other Current and Financial Liabilities	36	84	Other Current Assets	464	247
Short Term Provisions	115	17	Cash and Bank Balances	68	298
Total Current Liabilities	1,669	1,112	Total Current Assets	3,383	2,872
TOTAL EQUITY AND LIABILITIES	5,662	4,698	TOTAL ASSETS	5,662	4,698

Investment Thesis



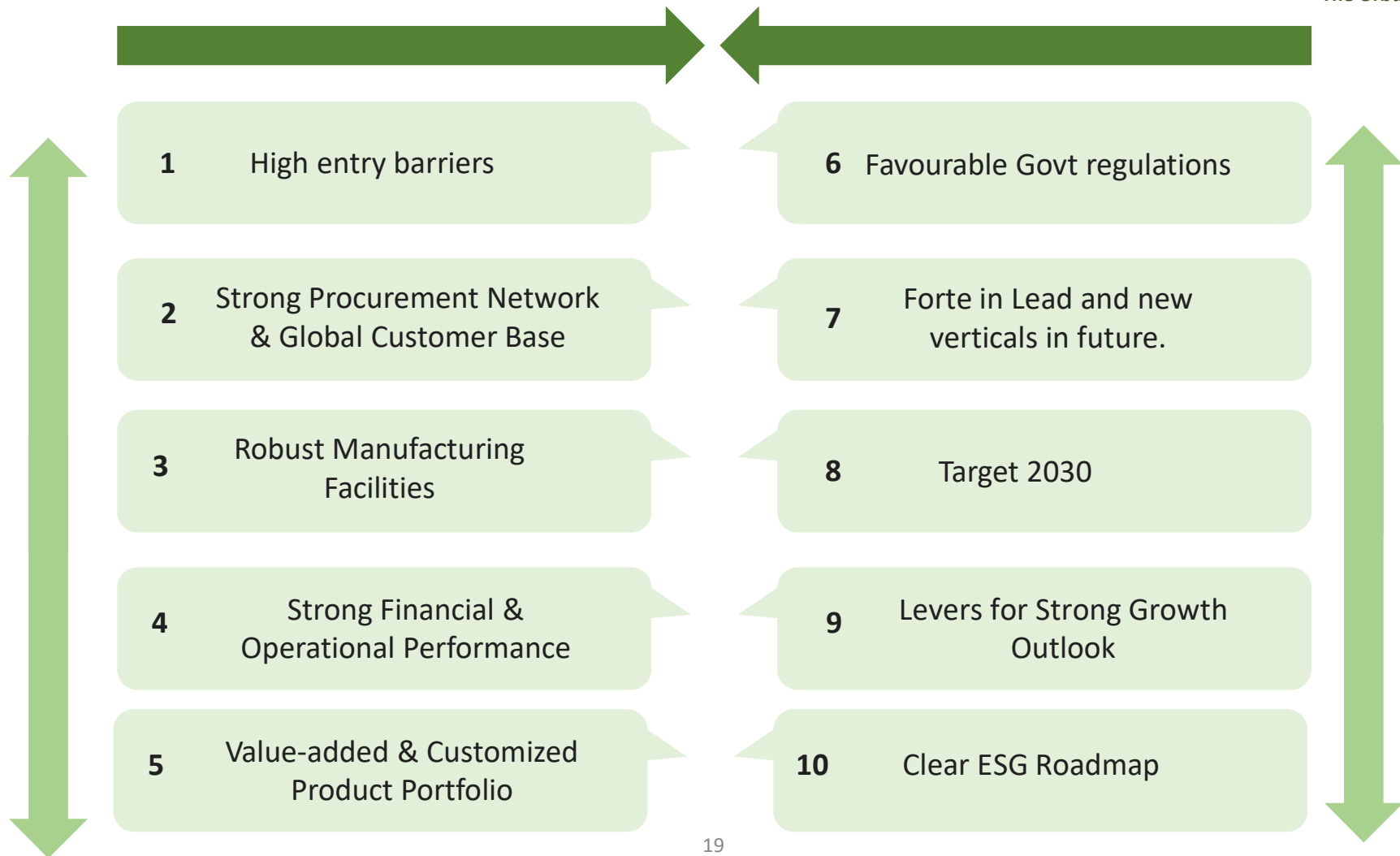
POCL[®]
Pondy Oxides and
Chemicals Limited

**MANUFACTURING
LOCALLY
EXCELLING
GLOBALLY**

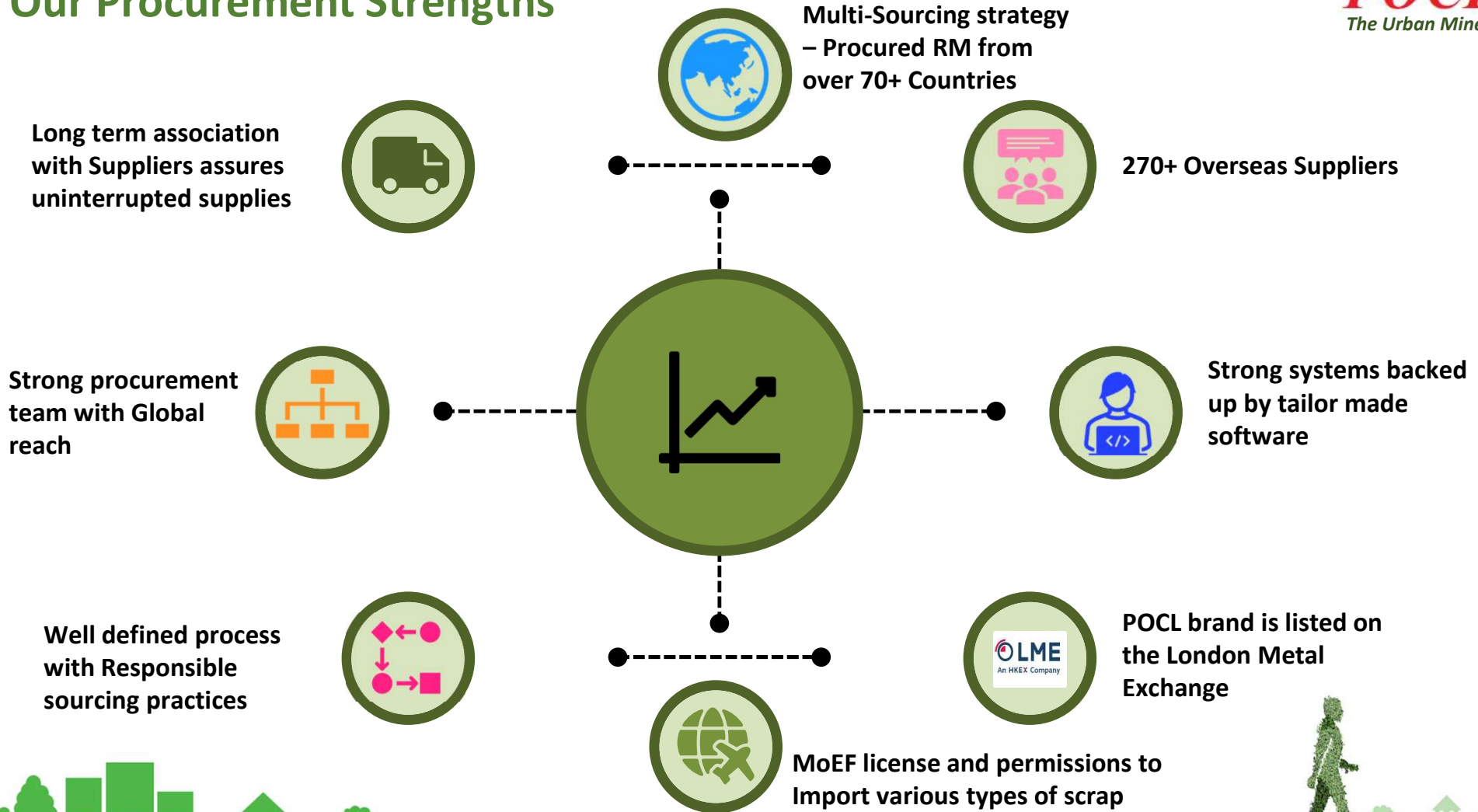
We export 60% of our production to the Middle-East,
South Korea, Japan, Thailand, Indonesia, USA & Europe

A visualization of a global network with glowing blue lines connecting various points on a dark globe, symbolizing international trade and manufacturing reach.

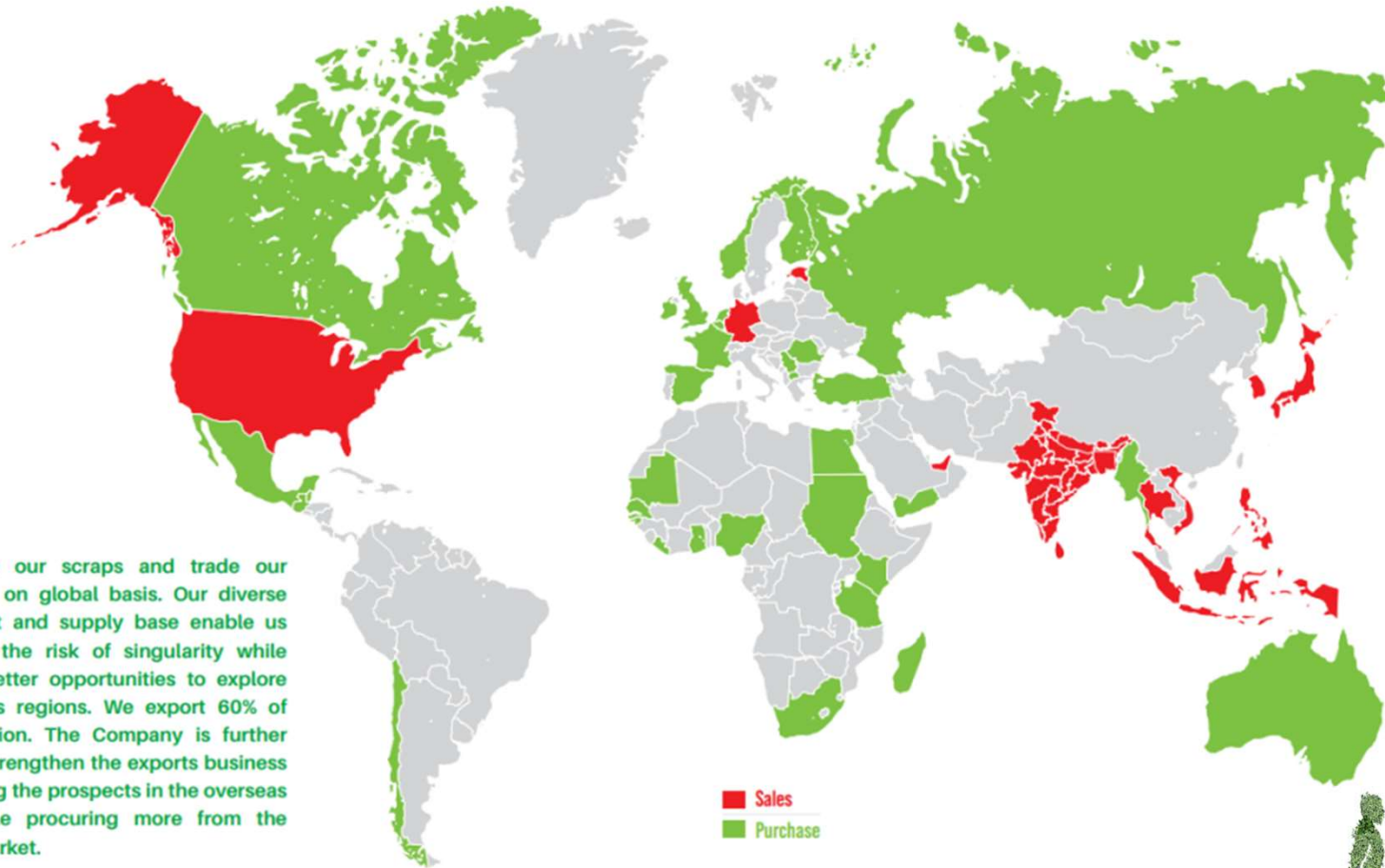
Investment Thesis



Our Procurement Strengths



Strong Procurement Network & Global Customer Base



We procure our scraps and trade our productions on global basis. Our diverse procurement and supply base enable us to mitigate the risk of singularity while providing better opportunities to explore the overseas regions. We export 60% of our production. The Company is further looking to strengthen the exports business by evaluating the prospects in the overseas market while procuring more from the domestic market.

Transforming Waste into Opportunity



Supply Chain Strength: Recognizing Valued Suppliers

POCL[®]
The Urban Miners



GLENCORE



TRAXYS



SANSING

OLYMPIC
METALS LLC

onesteel



Nord-Schrott
INTERNATIONAL



Key Client Connections: Driving Mutual Success

POCL[®]
The Urban Miners

SEBANG
SEBANG GLOBAL BATTERY


AMARA RAJA
Gotta be a better way


GS

 **HYUNDAI SUNGWOOLITE**

 **JGI**


YUASA BATTERY

 **TRAFIGURA**  **motherson**

Hankook & Company

GLENCORE INTERNATIONAL AG

TATA Green BATTERIES
TECHNOLOGY FROM **GSYUASA JAPAN**

Panasonic

 **Delkor**

 **GSYUASA**

 **3K BATTERY**

 **TVS**

 **HK HANWA CO., LTD.**

 **CLARIOS**

 **TRAXYS**

 **SHOWA DENKO**

Thai Energy Storage

 **3m**

 **TBP**

PT Trimitra
Baterai Prakasa

 **Nilkamal**

 **SIGNODE**


सेल **SAIL**

 **FB FURUKAWA BATTERY**

.... And Others



Robust Manufacturing Facilities

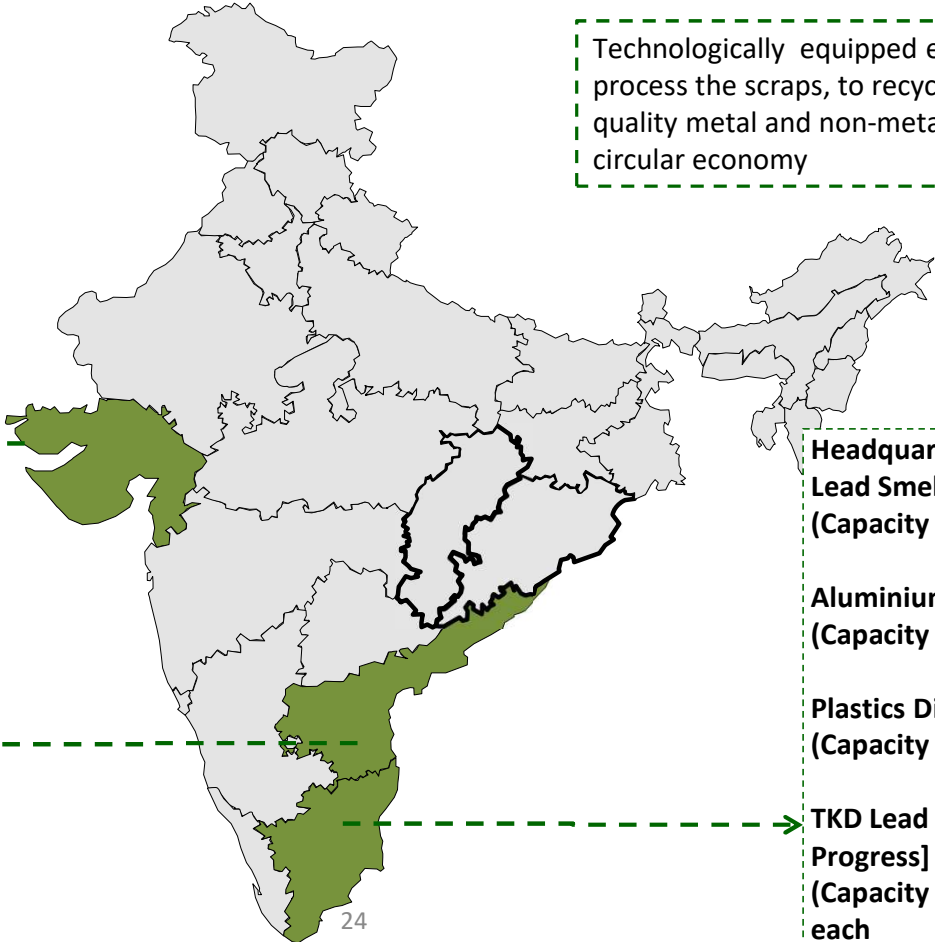
Strategically located units with proximity to ports

In line with our strategic expansion plans aimed at establishing and expanding facilities in existing and other related manufacturing verticals and cater to both domestic & international markets and to focus on Make in India initiative

Technologically equipped efficient manufacturing units to process the scraps, to recycle and manufacture high-quality metal and non-metal by-products to promote circular economy

- Total Capacities:**
- Lead: 132 KTPA
 - Plastics: 9 KTPA
 - Copper: 6 KTPA
 - Aluminium: 12 KTPA

Mundra, Gujarat



Smelter Division II – Andhra Pradesh

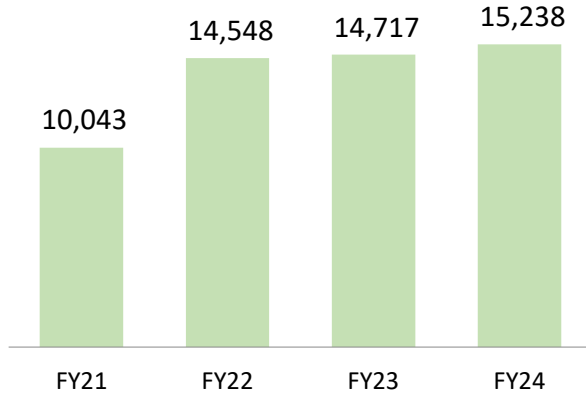
- Lead - Capacity - 84 KTPA
- Copper - Capacity - 6 KTPA

Headquarters – Chennai, Tamil Nadu
Lead Smelter Division I – Tamil Nadu (Capacity - 48 KTPA)
Aluminium Division: Tamil Nadu (Capacity - 12 KTPA)
Plastics Division: Tamil Nadu (Capacity - 9 KTPA)
TKD Lead Division, Tamil Nadu – [Work in Progress] (Capacity - 72 KTPA) Phase - 1 & 2 36 KTPA each

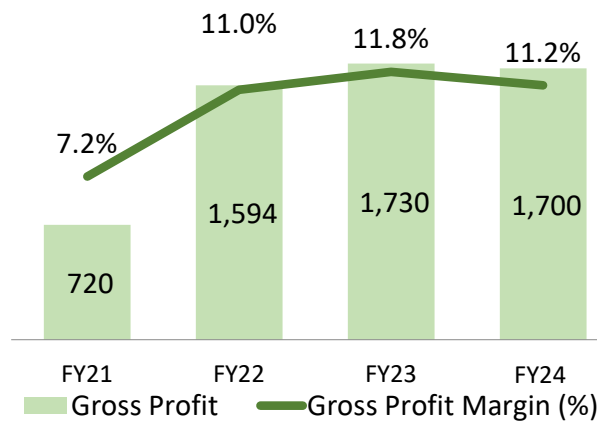
Charting Success: Financial Highlights (1/2)



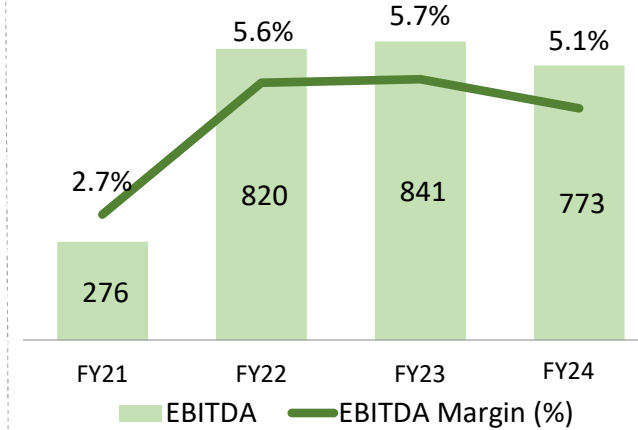
Revenue from Operations



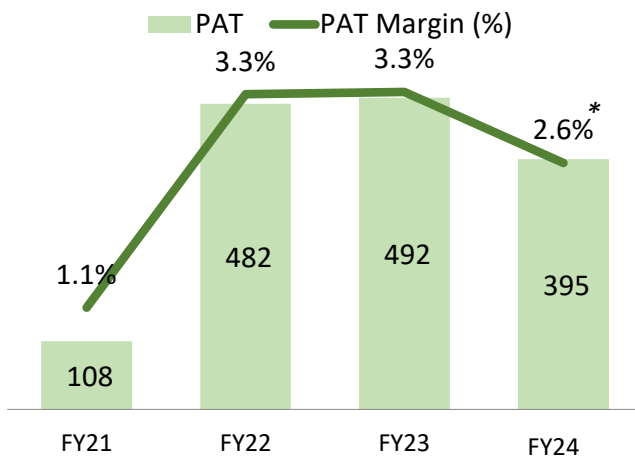
Gross Profit & Margin (%)



EBITDA & Margin (%)

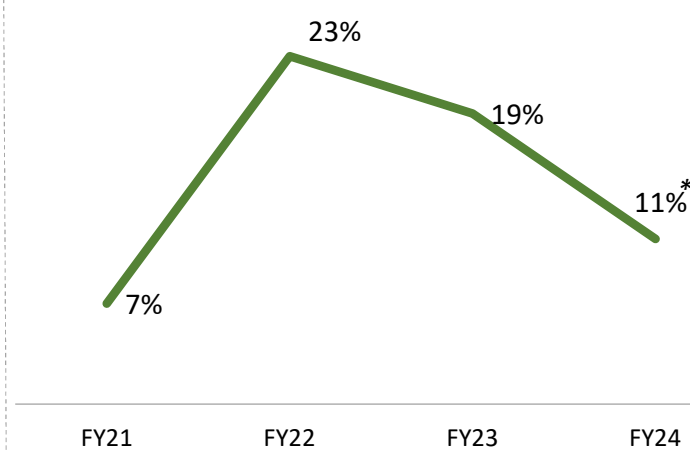


PAT & Margin (%)



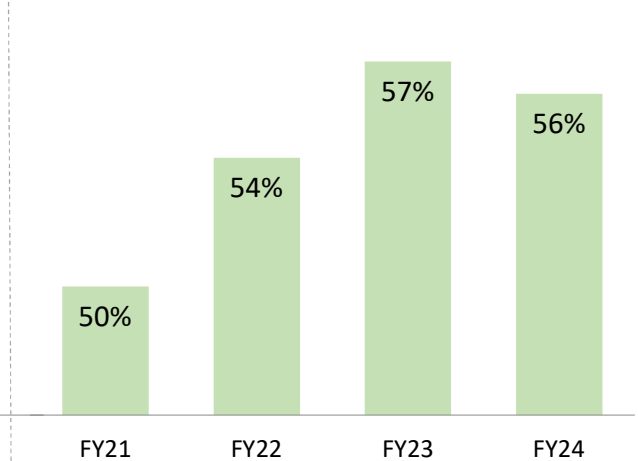
*FY 24: Slight drop is due to Increase in Finance Cost

Return on Equity (%)



*FY 24: Drop is due to Increase in Equity Share Capital

Exports (%)

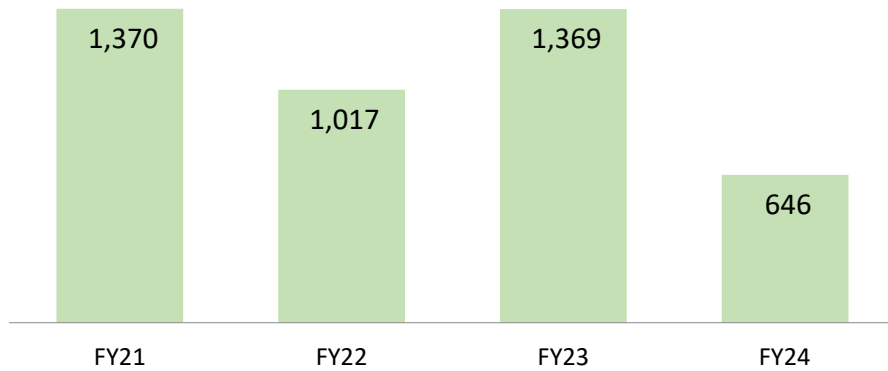


Note – Nos. are in Rs. Mn unless otherwise mentioned

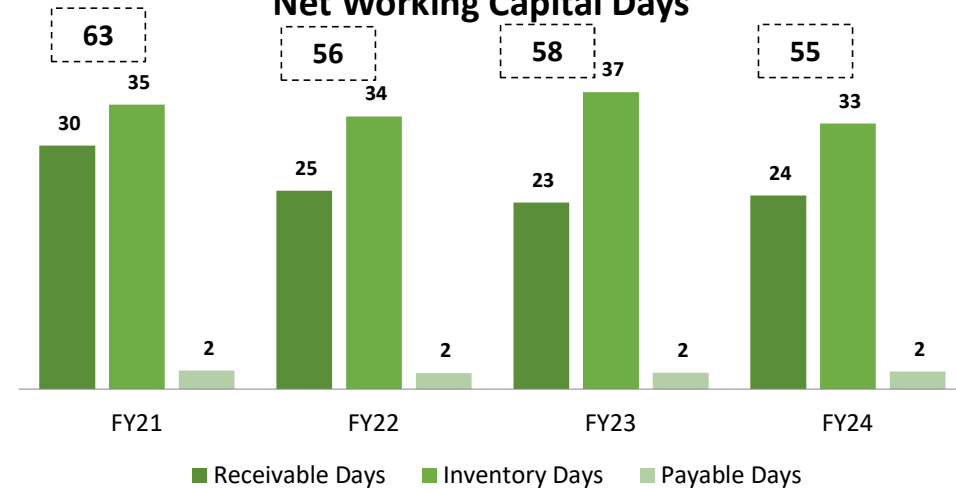
Balance Sheet Strength – Financial Highlights (2/2)



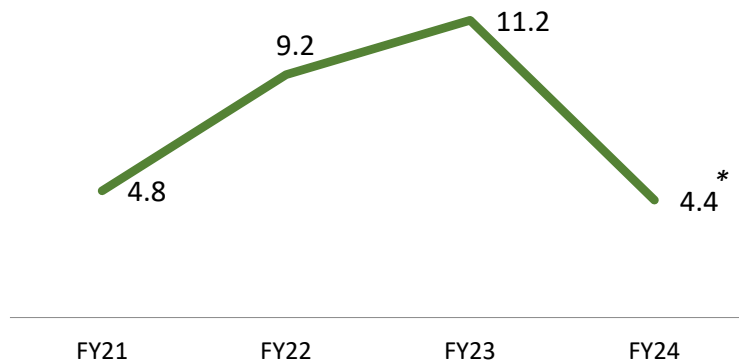
Net Debt (Rs. Mn)



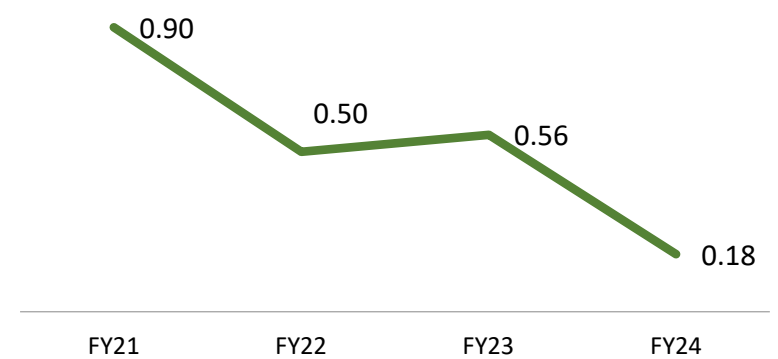
Net Working Capital Days



Interest Coverage Ratio (x)



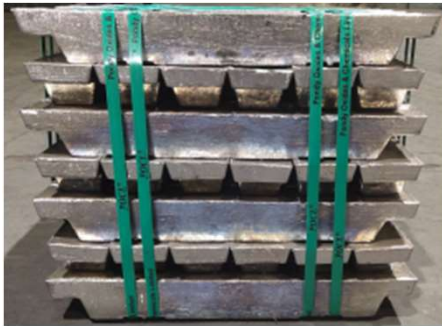
Net Debt to Equity (x)



*FY 24: Drop is due to Increase in Finance Cost

Value Added & Customized Products Portfolio

Lead



Plastics



Copper



- ♻️ Clove
- ♻️ Cobra
- ♻️ Mill Berry
- ♻️ Grease Mill Berry
- ♻️ Tin Mill Berry

Aluminium



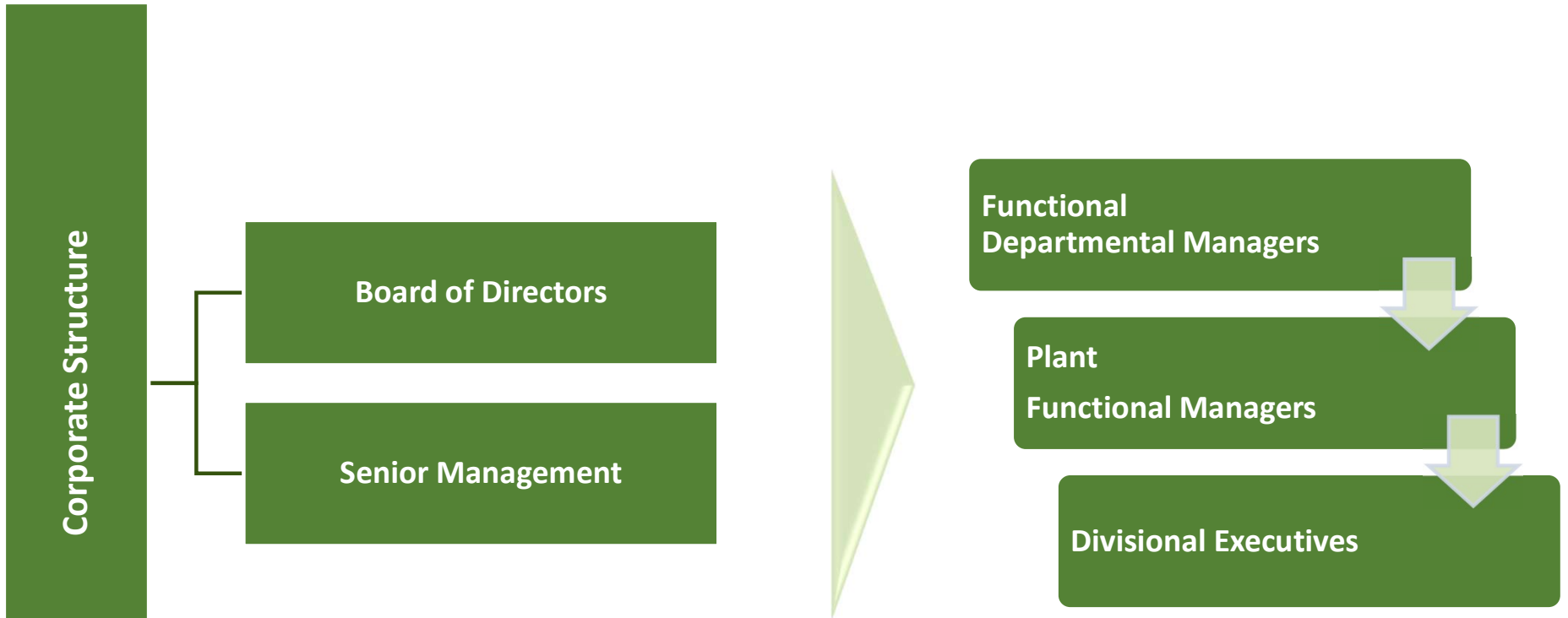
- ♻️ ADC Series (JIS Standard)
- ♻️ LM Series (BS Standard)
- ♻️ Tailor-made alloys as per Customer Requirement

- ♻️ Pure Lead
- ♻️ Lead Calcium Alloys
- ♻️ Lead Tin Alloys
- ♻️ Lead Antimony Alloys
- ♻️ Lead Master Alloys
- ♻️ Specialty Alloys

100+ Other Specialized Alloys manufactured

- Industrial & Engineering Plastic Granules:
- ♻️ PPCP
 - ♻️ ABS
 - ♻️ HDPE
 - ♻️ LDPE
 - ♻️ PC
 - ♻️ PPHP
 - ♻️ Nylon 6, 66

Strategic Organization Structure

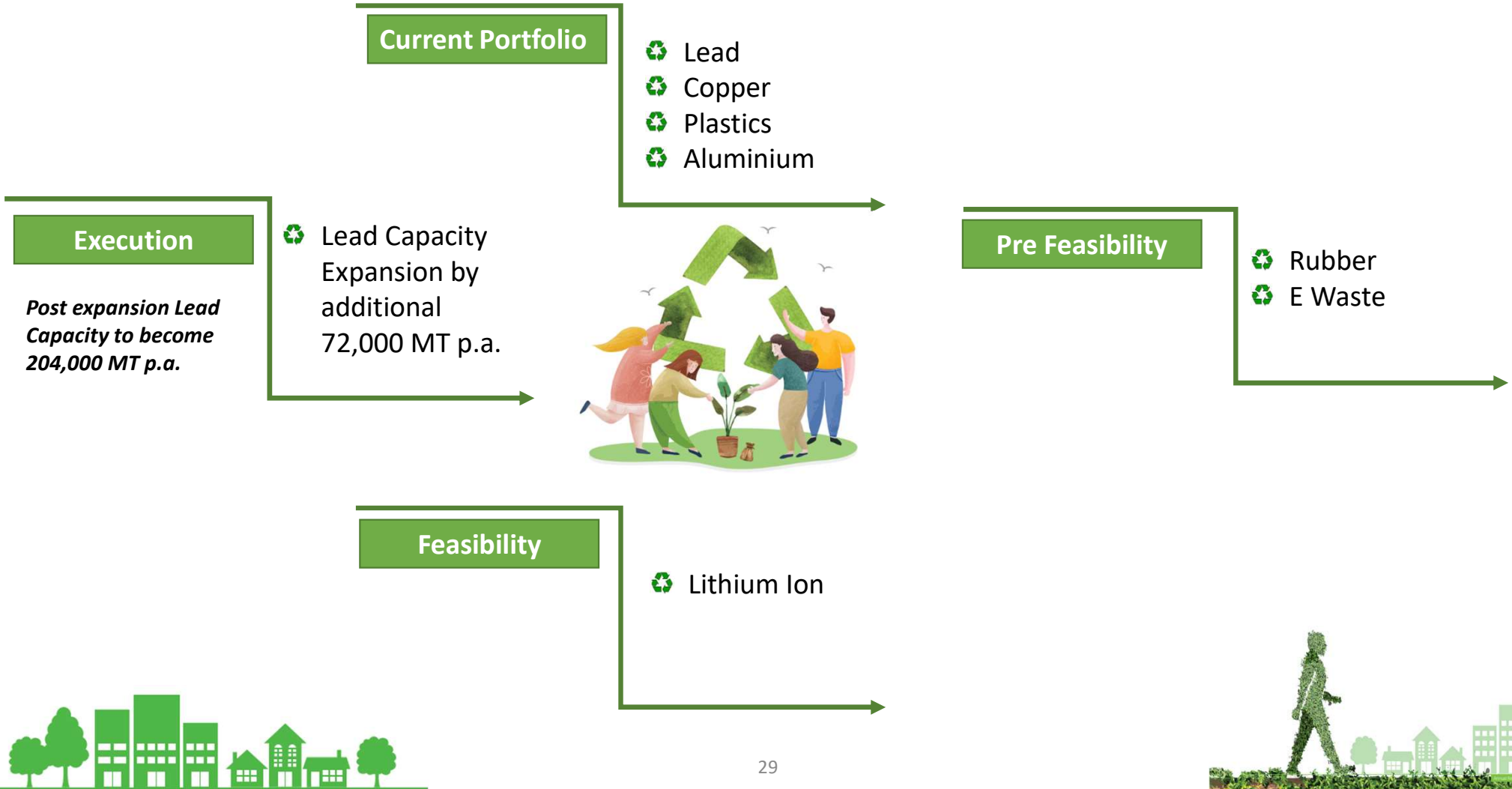


Well defined corporate structure with defined roles and responsibilities for Organization's Human Resources

Redefining Recycling, Reinventing Tomorrow



Portfolio and Futuristic Road Map



Target 2030



Forward Integration & Additional Verticals:

- Capacity Expansions - Lead
- Lithium Ion



20% + Revenue CAGR



20% + Profitability Growth



50% + Renewable Power Usage



Value Creation for Shareholders



Diversified Portfolio with Value Added Products



20% + Reduction in Energy Consumption to reduce Carbon Footprint



15% + Volume Growth



20% + ROCE



8%+ EBITDA Margins



60%+ Value Added Products

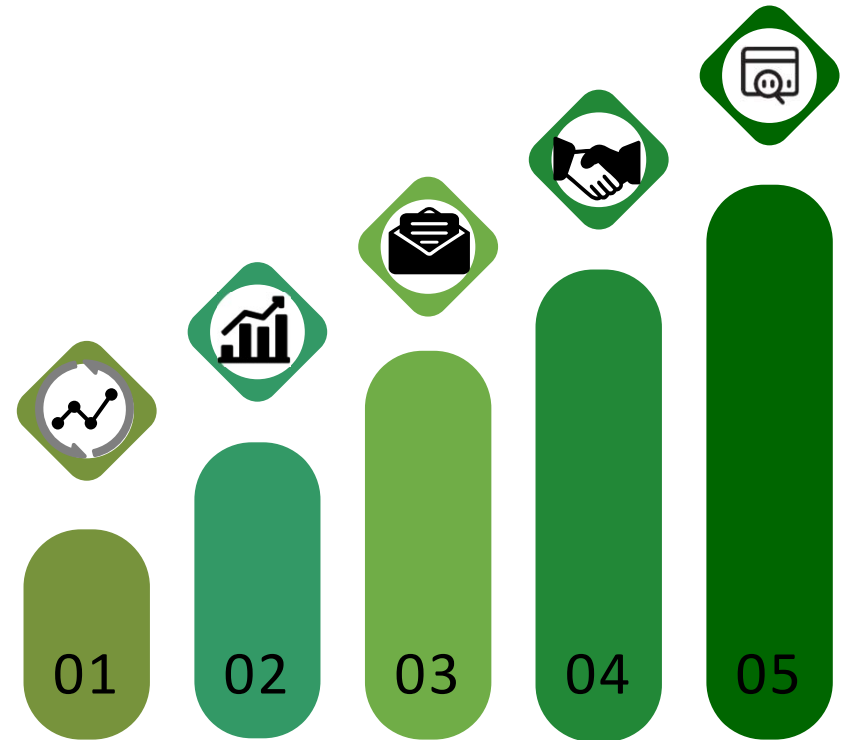


Optimum use of Capital Mix



Levers for Strong Growth Outlook

- 1 **Capacity Expansion** of existing verticals & diversifying further into new verticals- Lithium-ion and Forward Integration
- 2 **Strong Capex plan** in place funded by ideal mix of debt, equity and internal accruals
- 3 **Strict Government Norms** of BWMR & EPR to increase domestic scrap availability
- 4 **Open to explore** Mergers & Acquisitions, Joint Ventures & collaboration
- 5 **Improving operational efficiencies** through improved technology and automation for enhanced margins



Focus on ESG



Environment

- **Substitution of Fuel** from Furnace Oil to LNG to reduce carbon footprint
- **Air & Water Pollution Mitigation** is done through state-of-the-art Air Pollution Control Systems & Effluent Treatment Plants
- **Increasing Green Coverage** - Tree plantation programs in factory premises



Social

- **Employee Well-Being** – Employee safety & well-being programs implemented
- **Diversity & Inclusion** -Opportunities to develop cross-cultural, ethnic, & lifestyle collaboration skills
- **Social Engagement** - Includes promoting education, employment, vocational skills & preventive healthcare and sanitation



Corporate Governance

- **Board Composition** – 50% Independent Directors
- **Board Diversity** – 17%
- **Executive compensation policy** – Incentive Based
- **Zero Complaints** – of any breaches



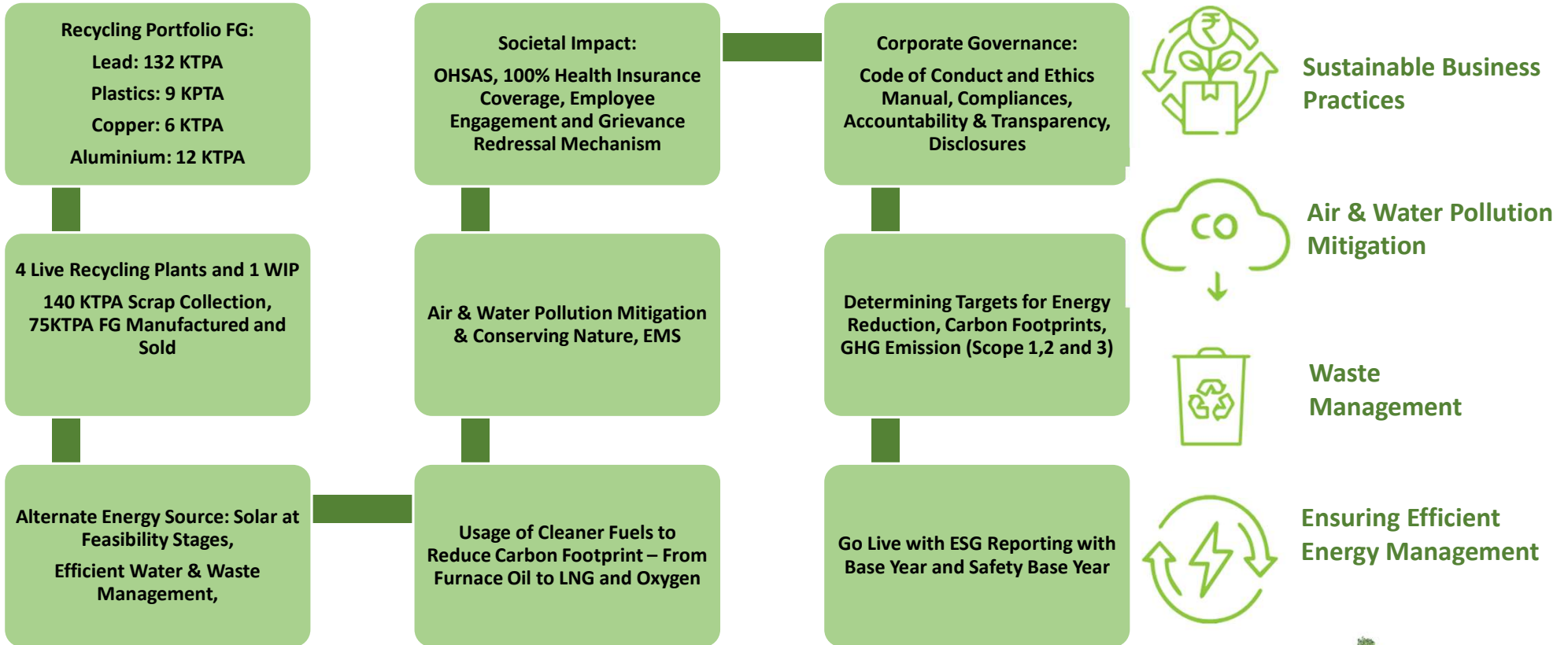
SDGs Impacted



32



ESG Roadmap



Increasing Green Coverage Around the Plants



Annexures



CHANGING
THE FATE

#ChangingTheFate



POCL[®]
Pondy Oxides and
Chemicals Limited

POCL recycles metals to conserve energy that would otherwise be expended in the metal manufacturing process

Robust Management & focus on HR Assets



Anil Kumar Bansal
Chairman &
Whole Time Director



Ashish Bansal
Managing Director



K. Kumaravel
Director - Finance



R. S. Vaidhyathan
Executive Director



Vijay Balakrishnan
Chief Financial Officer (CFO)



Mayank Sharma
President Operations



Piyush Dhawan
President Commercial & Strategy



24+ Years of average management experience in diverse industries



Employee well being programs



500+ Employees



Diversity & Inclusion



Average Employee Association 9+ Years



Lean Manpower for Functional Roles



Median Employee Age: 35 years



Continuous Talent Exploration



50% Independent Directors and 17% Board Diversity



Yearly Trends | Income Statement

Particulars (Rs. Million)	FY 2024	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
Net Revenue	15,238	14,717	14,548	10,043	12,199	10,489
Other Income	46	43	46	33	35	40
Total Income	15,284	14,759	14,594	10,076	12,234	10,529
COGS	13,538	12,987	12,954	9,323	11,289	9,344
Power and Fuel Cost	335	311	239	99	114	135
Employee Benefit Expenses	242	223	200	165	191	150
Other Expenses	396	398	382	213	244	212
Total Expenses	973	932	820	477	549	498
EBITDA	773	841	820	276	397	687
<i>EBITDA Margin %</i>	<i>5%</i>	<i>6%</i>	<i>6%</i>	<i>3%</i>	<i>3%</i>	<i>7%</i>
Depreciation	92	101	90	84	79	52
Finance Cost	164	82	87	54	106	116
PBT	517	658	644	138	212	519
Tax Expenses	121	166	161	30	49	181
PAT	395	492	482	108	163	337
<i>PAT Margin %</i>	<i>3%</i>	<i>3%</i>	<i>3%</i>	<i>1%</i>	<i>1%</i>	<i>3%</i>



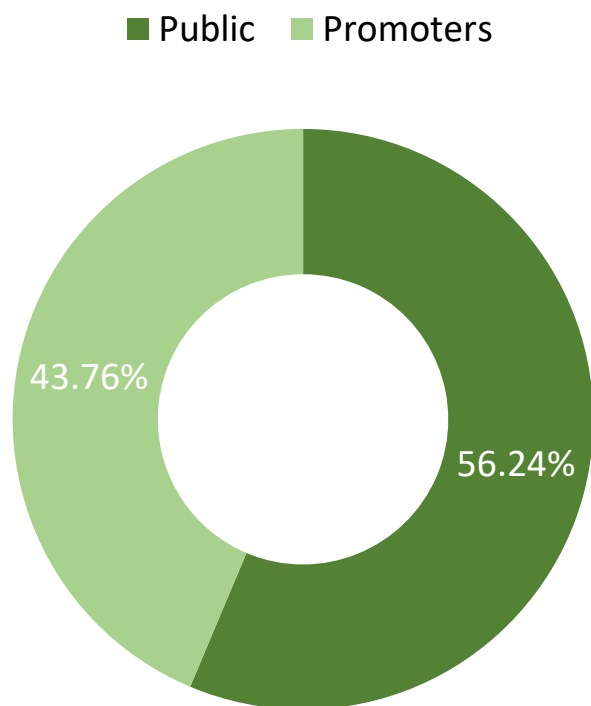
Yearly Trends | Balance Sheet

Particulars (Rs. Million)	FY 2024	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
<u>EQUITY AND LIABILITIES</u>						
Share Capital	126	116	58	58	58	56
Reserve and Surplus	3,422	2,425	2,023	1,555	1,446	1,248
Net Worth	3,548	2,541	2,081	1,613	1,504	1,304
Borrowings	945	1,420	1,072	1,455	513	1,398
Other Liabilities	205	379	148	123	175	113
Total Equity and Liabilities	4,698	4,341	3,301	3,191	2,192	2,815
<u>ASSETS</u>						
Non-Current Assets						
Fixed Assets	1,136	959	605	536	606	326
Capital Work-In-Progress	83	70	35	57	19	4
Other Non-Current Assets	607	476	37	28	38	59
Current Assets						
Inventories	1,239	1,510	1,460	1,236	705	1,102
Trade Receivables	1,012	992	873	1,088	574	885
Cash and Bank Balances	298	2	22	9	94	40
Short Term Loans and Advances	242	327	265	179	131	176
Other Current Assets	81	5	3	59	26	217
Total Assets	4,698	4,341	3,301	3,191	2,192	2,815

Shareholding Pattern as on 30th September'2024



In Crores



SYMBOL	532626	POCL
LISTED	BSE (Main)	NSE (Main)
MKT CAP (As on 16-10-24)	INR 2,761.60Cr.	INR 2,762.64Cr.
52 WEEK HIGH/LOW	INR 1,191.03/ 196.5	INR 1,190.0 / 191.23
CURRENT MARKET PRICE (16-10-2024)	INR 1,060.10	INR 1,060.50

Shareholding Pattern

Particulars	No. of Shares	% of Holding
Public	73,24,764	56.24%
Promoters	57,00,415	43.76%
Total	1,30,25,179	100%

Thank You

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**Embrace diversified
opportunities with
responsibility and
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