



Date: 14th September 2022

To, Manager - Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 Scrip Code: 523694	To, The Manager - Listing Department, The National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, Block G, Bandra - Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: APCOTEXIND
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Sub: Investor Presentation

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation – September 2022. The same is for your reference and records

Thanking you,

For **Apcotex Industries Limited**

Anand V Kumashi
Company Secretary

apcotex industries limited

REGD. OFFICE : 49-53, 3rd Floor, Mahavir Centre, Plot No. 77, Sector-17, Vashi, Navi Mumbai-400703, Maharashtra, India Tel:+91-22-27770800
CORPORATE OFFICE : NKM International House, 178 Backbay Recl., B. M. Chinai Marg, Mumbai-400020, Maharashtra, India. Tel:+91-22-22838302/04
TALOJA PLANT : Plot No. 3/1, MIDC Industrial Area, Taloja-410208, Dist-Raigad, Maharashtra, India. Tel:+91-22-27403500 Fax:+91-22-27412052
CIN NO. L99999MH1986PLC039199 Website:www.apcotex.com



apcotex industries limited

INVESTOR PRESENTATION

September 2022

Executive Summary

Company Overview

Business Overview

Industry Overview

Strategic Overview

Financial Overview



Executive Summary

OVERVIEW

- ▶ Apcotex Industries Ltd (Apcotex) is a leading producer of Synthetic Rubber (Nitrile Rubber, High Styrene Rubber, Nitrile Polyblends and Nitrile Powder) and Synthetic Latex (XSB Latex, VP Latex, Styrene Acrylics and Nitrile Latex) in India.
- ▶ The company has one of the broadest range of Emulsion Polymers available in the market today.
- ▶ Apcotex is listed on both the BSE and NSE and has an approximate market capitalisation of INR 30,666 Mn as on 30th June, 2022.

BUSINESS MIX

- ▶ SYNTHETIC LATEX
 - ▷ Paper/ Paper Board, Carpet, Gloves, Construction, Tyre Cord, Speciality, Textile.
- ▶ SYNTHETIC RUBBER
 - ▷ Automobile, Footwear, Rice Rolls, Various Rubber Products.

MARQUEE CLIENTS

- ▶ SYNTHETIC LATEX
 - ▷ ITC, Asian Paints, Ultratech Cement, Welspun, BILT, JK PAPER, Pidilite Industries, MRF, SRF, Century Enka etc.
- ▶ SYNTHETIC RUBBER
 - ▷ Paragon Footwear, Jayshree Polymers, Parker Hannifin, Gates India, Armacell, Supreme Industries etc.

MANUFACTURING

- ▶ Taloja Facility: Maharashtra
 - ▷ 65,000 MTPA Synthetic Latex
 - ▷ 7,000 MTPA High Styrene Rubber
- ▶ Valia Facility: Gujarat
 - ▷ 21,000 MTPA Nitrile Rubber and Allied Products.

FY22 FINANCIALS

Operational Revenue - **INR 9,569 Mn**

EBITDA - **INR 1,398 Mn**

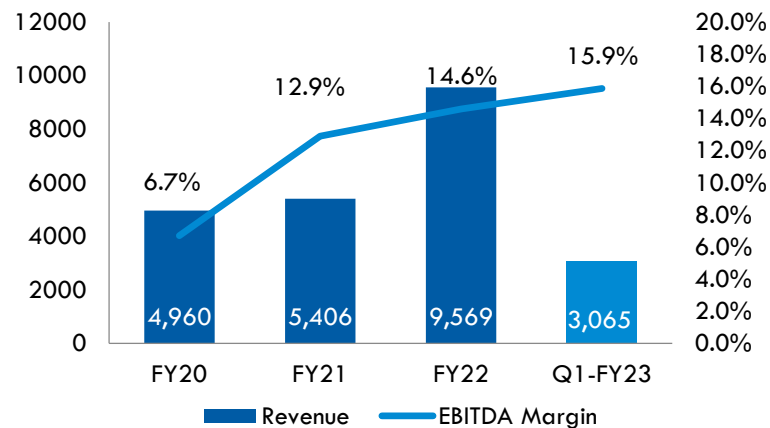
PAT- **INR 988 Mn**



Company Overview

- ▶ The company's Taloja plant was established in 1980 as a division of Asian Paints (India) Ltd. In 1991, the division was spun off as a separate company, which was headed by Mr. Atul Choksey, former MD of Asian Paints. The company is currently headed by Abhiraj Choksey who is the Managing Director.
- ▶ Apcotex has a significant global presence and for last few years has done business in all continents and several countries.
- ▶ It is one of the leading producers of Synthetic Rubber and Synthetic Latex in India.
- ▶ Its state-of-the-art manufacturing plants are strategically located on the western coast of India.
- ▶ Over the past several years, the company has developed a strong Research & Development base, which has enabled them to develop, manufacture and export products and compete effectively against global players.
- ▶ Apcotex Industries has a workforce strength of over 475 fulltime employees.
- ▶ Apcotex Industries is also a part of the Top 10 Indian companies on the list of "Forbes Asia Best Under A Billion 2022"

Operational Revenue (INR Mn) and EBITDA Margin (%)



Forbes Asia
BEST UNDER A
BILLION
2022

Promoter Background and Board of Directors



MR. ATUL C. CHOKSEY
Chairman

•He is a Chemical Engineer from Illinois Institute of Technology, Chicago, USA and has more than four decades of experience in managing the affairs of the Company. He is on the board of reputed companies like Ceat.



MR. AMIT C. CHOKSEY
Director

•He is a Bachelor of Commerce and has over 30 years of experience in managing industries manufacturing various types of construction chemicals, specialty water proofing compounds and inorganic pigments. He is the Chairman of Mazda Colours Ltd.



DR. S. SIVARAM
Independent Director

•He obtained his MSc degree from IIT-Kanpur followed by PhD and DSc degrees from Purdue University, W. Lafayette, Indiana, USA. He was the Director of CSIR-NCL from 2002-10 and is presently an INSA Senior Scientist and Professor at the Indian Institute of Science Education and Research, Pune. He has over fifty years of R&D experience in the area of chemicals and polymers. The President of India bestowed on him the coveted civilian honour Padma Shri in 2006.



MR. KAMLESH S. VIKAMSEY
Independent Director

•He is a Chartered Accountant and a Senior Partner in reputed firm of Khimji Kunverji & Co. He was member of the Central Council of ICAI from 1998 to 2007 and held the post of president in 2005.



MR. UDAYAN D. CHOKSI
Independent Director

•He is a graduate in Economics from Warwick University. In addition to his CA degree, he also holds an LLB from Mumbai University. He is a senior indirect tax professional and practising counsel, and was previously at Big 4 – accounting and prominent law firms. He is a Partner at Khaitan & Co.



MR. ABHIRAJ A. CHOKSEY
Managing Director

•He is a Bachelor of Science in Economics from Wharton Business School and also Bachelor of Science in Engineering from the Engineering School, University of Pennsylvania in U.S.A.



MR. SHAILESH S. VAIDYA
Independent Director

•He is a law graduate from Government Law College and became Solicitor in the year 1983 and has been practicing as Advocate and Solicitor. He is one of the senior partner at Kanga & Co.



MS. PRIYAMVADA BHUMKAR
Independent Director

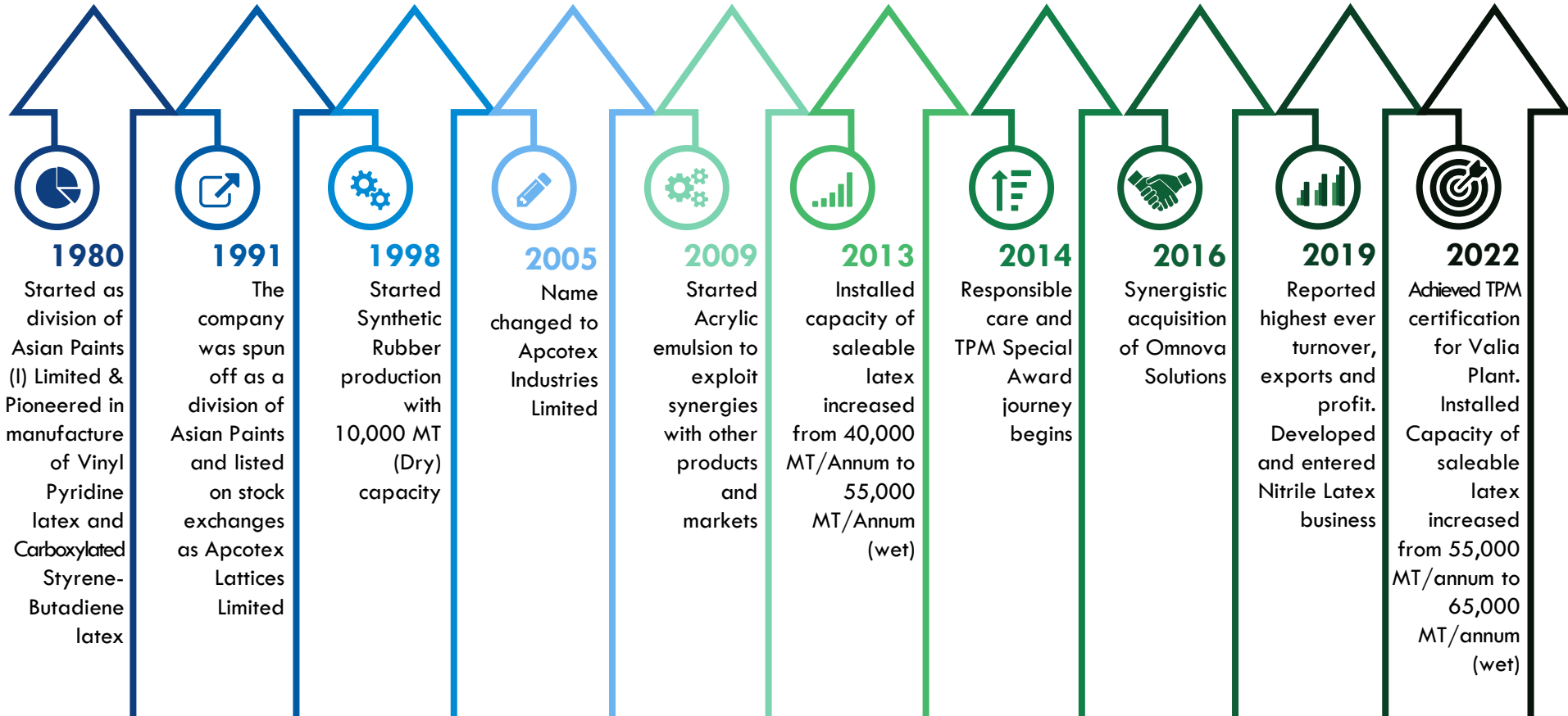
•She is a graduate in Chemistry and MBA in Finance from Mumbai University having 25 years of rich experience in the field of colour dispersions. She is Managing Director of Soujanya Color Pvt. Ltd., the well-known Indian colorant manufacturing company.



MR. RAVISHANKAR SHARMA
Executive Director

•He is a Chemical Engineer from Laxminarayan Institute of Technology, Nagpur, passed out in 1988 and PGDBM from Goa Institute of Management, Goa (Executive MBA) in 2009 and has more than 30 years of rich experience in the field of Production, Projects, Specialty Chemicals, operations and Manufacturing.

Key Milestones



PAPER

- ▶ ITC Ltd
- ▶ BILT
- ▶ JK PAPER
- ▶ NR Group

CARPET

- ▶ Obeetee Industries
- ▶ ABC Industries

RUBBER

- ▶ Paragon Footwear
- ▶ Lunars Footwear
- ▶ Josco
- ▶ Distributors all over India

CONSTRUCTION

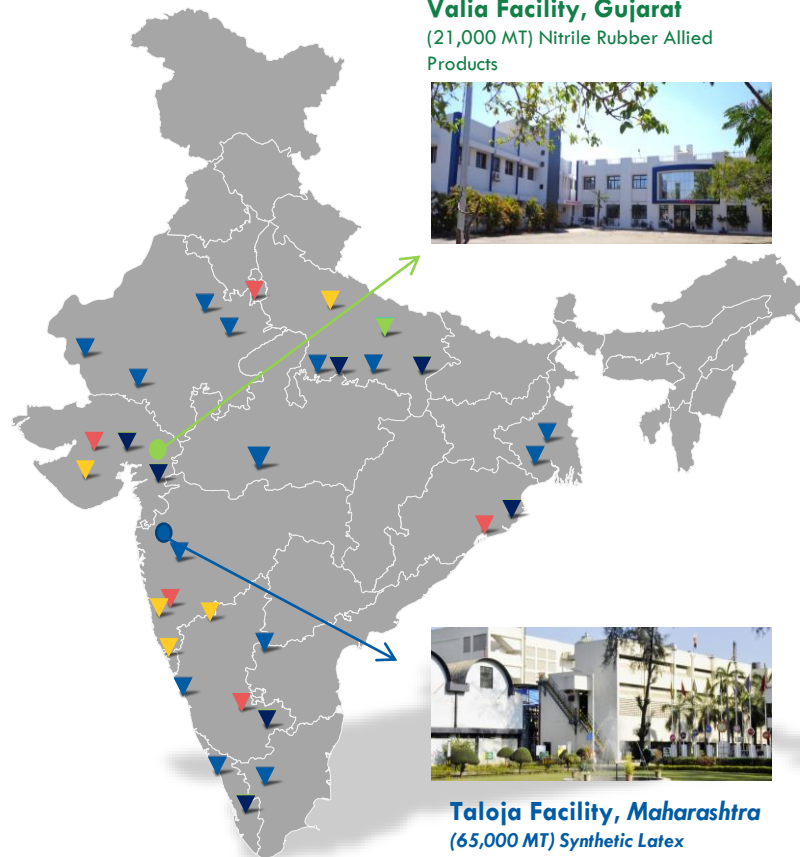
- ▶ Pidilite Industries
- ▶ Sika
- ▶ Fosroc
- ▶ Asian Paints
- ▶ Ultratech Cements

TYRE / CORD DIPPER

- ▶ MRF
- ▶ SRF
- ▶ Rajshree Polyfill (Century Enka)
- ▶ Madura

Valia Facility, Gujarat

(21,000 MT) Nitrile Rubber Allied Products



Taloja Facility, Maharashtra

(65,000 MT) Synthetic Latex
(7,000 MT) High Styrene Rubber

AUTO & INDUSTRIAL

- ▶ Unique Auto Rub Udyog Pvt Ltd
- ▶ Varroc Elast
- ▶ G.B. Rubber
- ▶ Jayashree Polymers

HOSES & LPG

- ▶ Vansh Industries
- ▶ Super Hoze
- ▶ Jugaltara
- ▶ Parker Hannifin India

RICE ROLLS

- ▶ Shaktiman
- ▶ Hindustan Rubber Industries (RR)
- ▶ Golden Rolls Pvt Ltd/Cable Corp

GLOVES

- ▶ Top Glove
- ▶ Brightway
- ▶ SRI Trang
- ▶ PT Shamrock

PRODUCT DEVELOPMENT LAB



DCS PROCESS CONTROL



PRODUCT APPLICATION LAB



QUALITY ASSURANCE LAB



The company has been **continuously upgrading** their **technology** through **in house research & development** efforts to meet the **changing needs** of customers
Currently 47 employees are dedicated for R&D and technical support.

Quality Certifications



ISO
9001
certified

2000

TPM
Journey
starts

2006

ISO
14001:2004,
OHSAS
18001:2007
Certified

2011

TPM
Excellence
Category
A

2011

Integration
Of Quality,
Environment
and OHSAS
Systems

2012

TPM
Consistency
Award

2013

Responsible
Care Certified

2015

Valia plant
RC
certified

2018

Achieved
TPM
certification
for Valia
Plant

2022

Experienced Promoters
along with professional
management team



Marquee list of clients



Only producer of Nitrile Rubber and High
Styrene Rubber in India.



Strategic location of
manufacturing units in India and
lean business operations



Apcotex is a Globally
Reputed Brand



High entry barriers due to
proprietary product and process
technology, large capex, long sales
lead times and difficult-to-handle
RMs



Advanced technological
knowhow, in-house R&D and
customisation capability





Business Overview

VALUE CHAIN

Sources of Raw Materials



Raw Materials

Butadiene

Styrene

Acrylonitrile













Final Products



Synthetic Latex Products

The company caters to a large customer base for synthetic latex across industries and commands high market share across industries like Paper, Carpets, Tyres and Construction.

PAPER	CARPET	CONSTRUCTION	TYRE CORD	GLOVES	SPECIALTY
<p>Provides high wet and dry binding strength, high sheet gloss; Provides excellent wet and dry binding strengths; Provides excellent coverage and coating holdout; Provides excellent gloss.</p>	<p>Soft secondary backings of tufted carpets, Needle felt coating and impregnation, Textile Finishing / Softener, produces chemical additives for Textile Flooring, Synthetic Turf, Mattresses etc.</p>	<p>Bonding agent, cementitious waterproofing 2 component repair mortar, Hydraulic cement admixture, damp proof coatings, bonding agent for cement sand plaster on concrete and Gypsum.</p>	<p>Tyre cord / belting fabric dipping.</p>	<p>For Medical and Industrial Purpose.</p>	<p>Binder for Nonwoven Fabric, Paper saturation, Binder for cork sheets, Jointing sheets, Textile finishing, Adhesives.</p>
					
CLIENTS	CLIENTS	CLIENTS	CLIENTS	CLIENTS	CLIENTS
  	 	  	 	 	 

Synthetic Rubber Products

Apcotex is the only manufacturer of Nitrile Rubber and High Styrene Rubber in India. It has a high market share in HSR but a low market share in NBR due to capacity constraints.

NITRILE RUBBER (NBR)

Low viscosity grade with excellent processibility, good tack and easy flow suitable for moulded & extruded rubber goods.



CLIENTS



NBR POLYBLEND

Cost effective medium ACN blend for general purpose automotive and industrial moulded and extruded products, footwear products etc.

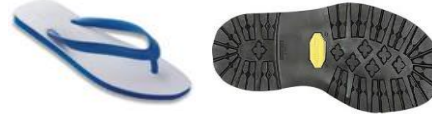


CLIENTS



HIGH STYRENE RUBBER

Low hardness rubber grade with very good processibility for Hawaii and Micro-cellular sheets, Medium hardness grade for general purpose footwear products, Banwar and Neolite applications.



CLIENTS



NBR POWDER

Linear powder grade suitable for jointing sheets, PVC modifications, medium ACN grade suitable for footwear, moulded and extruded goods, joining sheets, adhesives and Friction materials, Suitable for brake pads.



CLIENTS



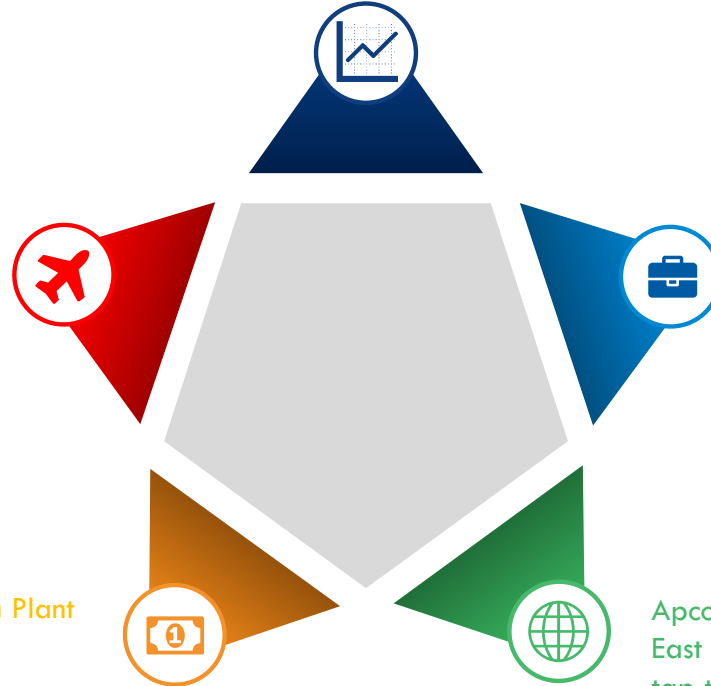


Strategic Overview

The company's presence in the stable growth industries like Paper, Construction, Carpet, Tyre and Rubber provides stable growth & is a strong base for Apcotex.

The company also plans to increase capacities for Nitrile Rubber to cater to domestic and export market.

Planned capex worth INR 100 Cr at Valia Plant with the purpose of reduction in costs and debottlenecking completed in June 2020.



Apart from the existing product portfolio, the next generation product pipeline is strong to propel growth. Launched new product XNBR Latex for gloves mainly catering to exports and plan to build capacity of 60,000 MT for this product by Q3-FY2022-23.

Apcotex has a strong global presence in South East Asia, Middle East & Africa and intends to tap the Asian Markets.



Financial Overview

Historical Income Statement



Particulars (INR Mn)	FY20	FY21	FY22	Q1-FY23
Operational Revenue	4,960	5,406	9,569	3,065
Total Expenses	4,626	4,708	8,171	2,579
EBITDA	334	698	1,398	486
EBITDA Margins	6.73%	12.91%	14.61%	15.86%
Depreciation	134	145	141	37
Finance Cost	13	38	32	13
Other Income	59	52	79	17
PBT	246	567	1,304	453
Tax	80	125	316	117
PAT	166	442	988	336
PAT Margins	3.35%	8.18%	10.33%	10.96%
Other Comprehensive Income	(56)	177	127	(70)
Total Comprehensive Income	110	619	1,115	266
Diluted EPS (INR)	3.21	8.52	19.06	6.47

Balance Sheet



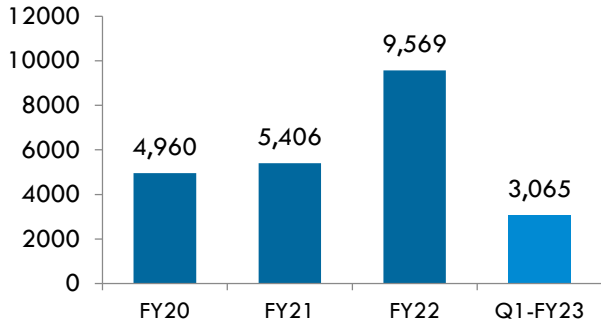
Particulars (INR Mn)	FY20	FY21	FY22
Shareholders Fund	2,513	3,054	3,962
Equity Share Capital	104	104	104
Other Equity	2,409	2,950	3,858
Total Non Current Liabilities	349	240	439
Deferred Tax liabilities	57	105	81
Borrowings	226	60	264
Lease liabilities	-	1	1
Long Term Provision	29	31	33
Other Financial Liabilities	37	43	60
Total Current Liabilities	1,107	1,223	1,648
Short Term Borrowings	189	84	238
Trade Payables	460	810	1,000
Other Financial Liabilities	374	185	256
Short Term Provision	5	13	16
Other Current Liabilities	79	131	138
TOTAL EQUITY & LIABILITIES	3,969	4,517	6,049

Particulars (INR Mn)	FY20	FY21	FY22
Total Non Current Assets	1,916	2,383	3,014
Property, Plant and Equipment	1,239	1,441	1,560
Capital Work in progress	193	116	386
Non Current Investments	334	682	823
Intangible Assets	9	7	6
Non Current Tax Assets (net)	55	73	28
Other Non Current Assets	86	64	211
Total Current Assets	2,053	2,134	3,035
Investments	211	142	153
Inventories	597	558	871
Trade Receivables	891	1,048	1,618
Cash & Cash Equivalents	117	106	20
Other Bank Balances	43	44	69
Short Term loans & Advances	3	4	4
Other Financial Assets	60	72	93
Other Current Asset	131	160	207
TOTAL ASSETS	3,969	4,517	6,049

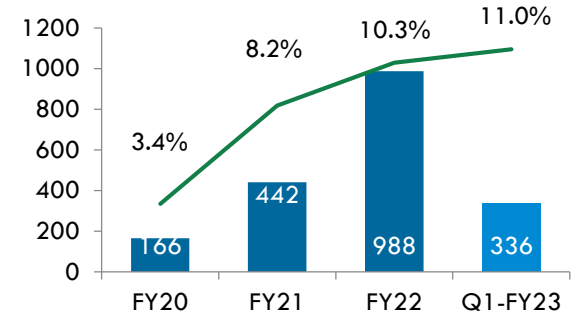
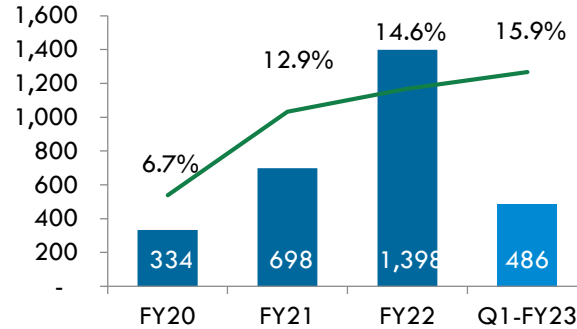
Historical Performance Indicators



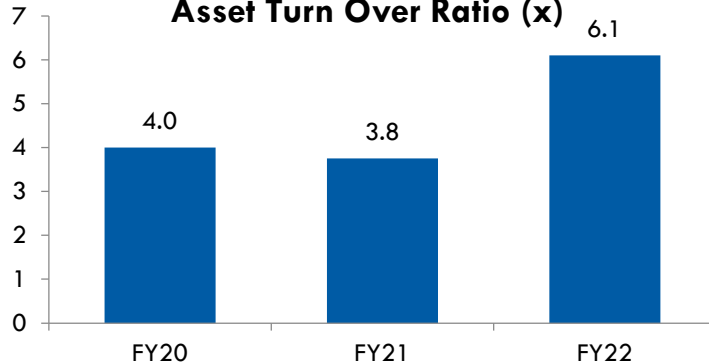
Operational Revenue (INR Mn)



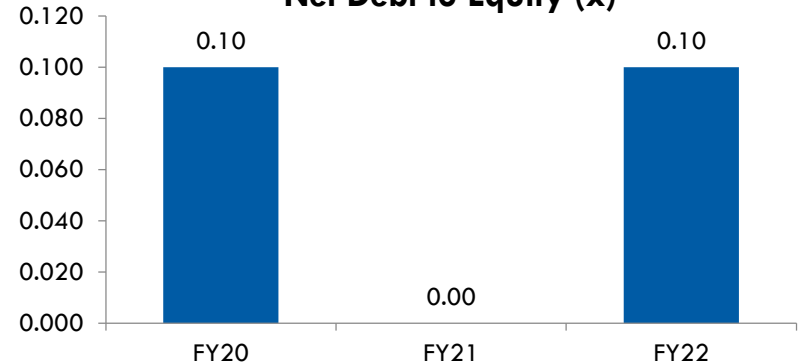
EBITDA (INR Mn) EBITDA Margin (%) PAT (INR Mn) and PAT Margin (%)



Asset Turn Over Ratio (x)



Net Debt to Equity (x)



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Thank You