



# INVESTOR PRESENTATION

August 2017

**SUDARSHAN**

# Safe-harbor statement

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This presentation may contain statements which reflect Management's current views and estimates and could be construed as forward looking statements.

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to our exposure to changes in general economic conditions, market, Foreign currency and other risks, changes in government policies/regulations, tax regimes as also technological changes.

The company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of subsequent development, information or events or otherwise.

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Group overview

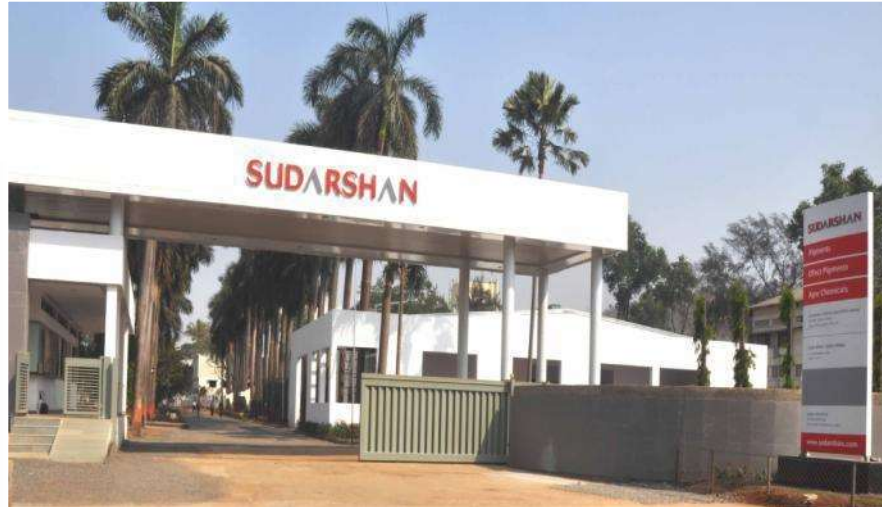
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# Sudarshan at glance



Incepted in 1952

Manufacturer of Pigments, Effect pigments & Agrochemicals

Largest pigment producer in India with 35% market share



5<sup>th</sup> largest pigment producer in the world

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# Highlights

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- **Growth engine - in pursuit of the vision**

- From a non-existent to the **5<sup>th</sup> largest producer** in the last 7 years
- Major capacity expansion lined up over next 5 years' under MOU signed with Government of Maharashtra for ₹ 1,000 crores investment

- **Cutting Edge Technology**

- Introduced 100+ new products - High Performance range, Cosmetic range
- Best in class infrastructure for Analytical and Application testing
- Best in class R&D professionals

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# Highlights

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- **Reliability and Sustainability**

- British Safety Council - Sword of Honor
- Amongst the top suppliers in the world, which meet the stringent social compliance norms of the Cosmetic Industry

- **Culture**

- Among “Top 50 Dream Companies to Work”
- Certified as “Great place to Work”

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# Highlights

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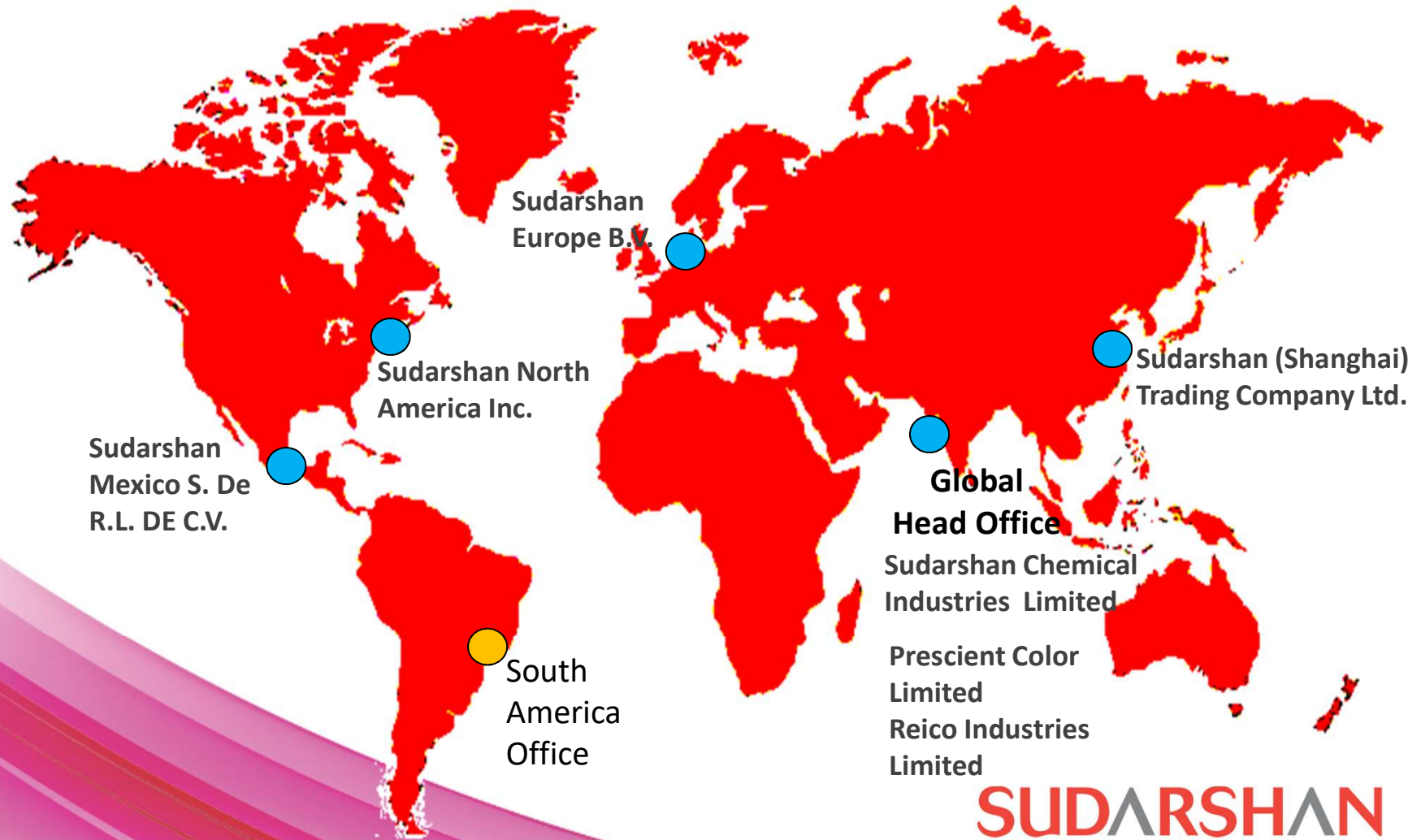
- **Performance excellence**

- First Award in the field of exports of Pigments by a Large Scale Unit for 2016-2017
- Second Award in Domestic Market by a Large Scale Unit for 2016-2017
- First Award in Pollution Control by a large Scale Unit for 2016-2017
- Second Award in Safety & Hazards Control by a Large Scale Unit for 2016-2017

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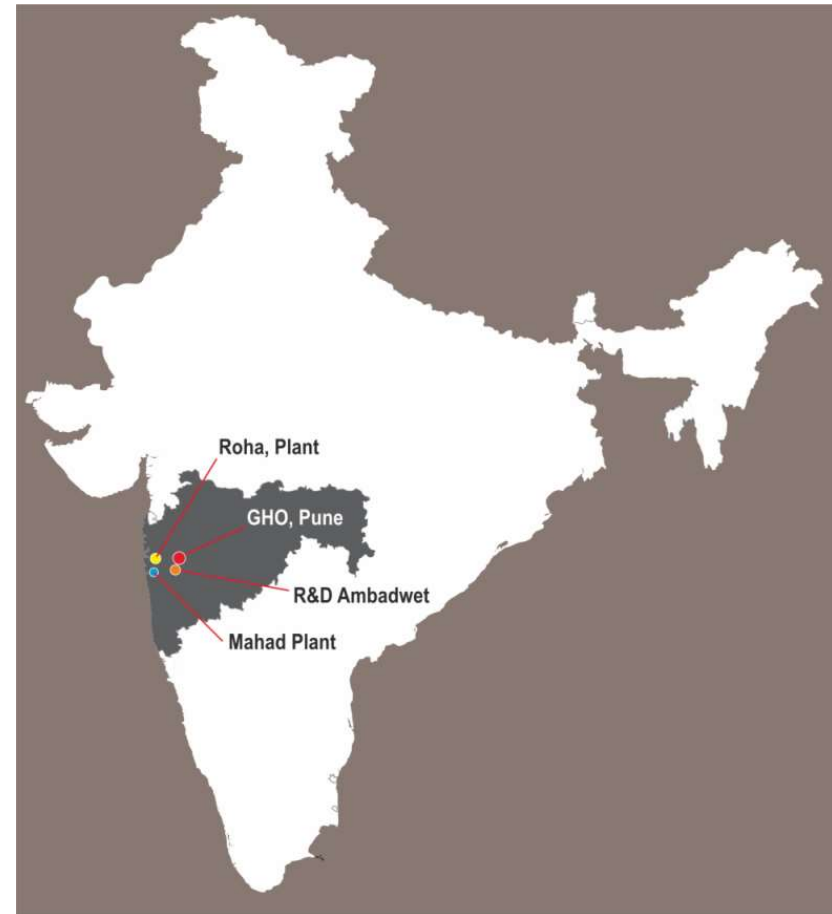
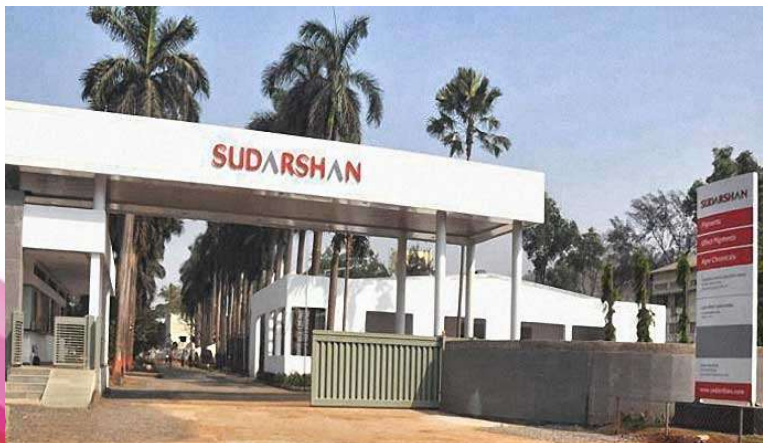


# Our Infrastructure - Global Presence



# Our Infrastructure - India

- Global Head office in Pune
- R&D in Ambadwet near Pune
- India based Manufacturing
  - Roha
  - Mahad



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# Our Infrastructure - R&D capabilities

## People

- More than 50 scientists
- Global experts panel for competency enhancement
- Analytical and Application lab experts



## Process

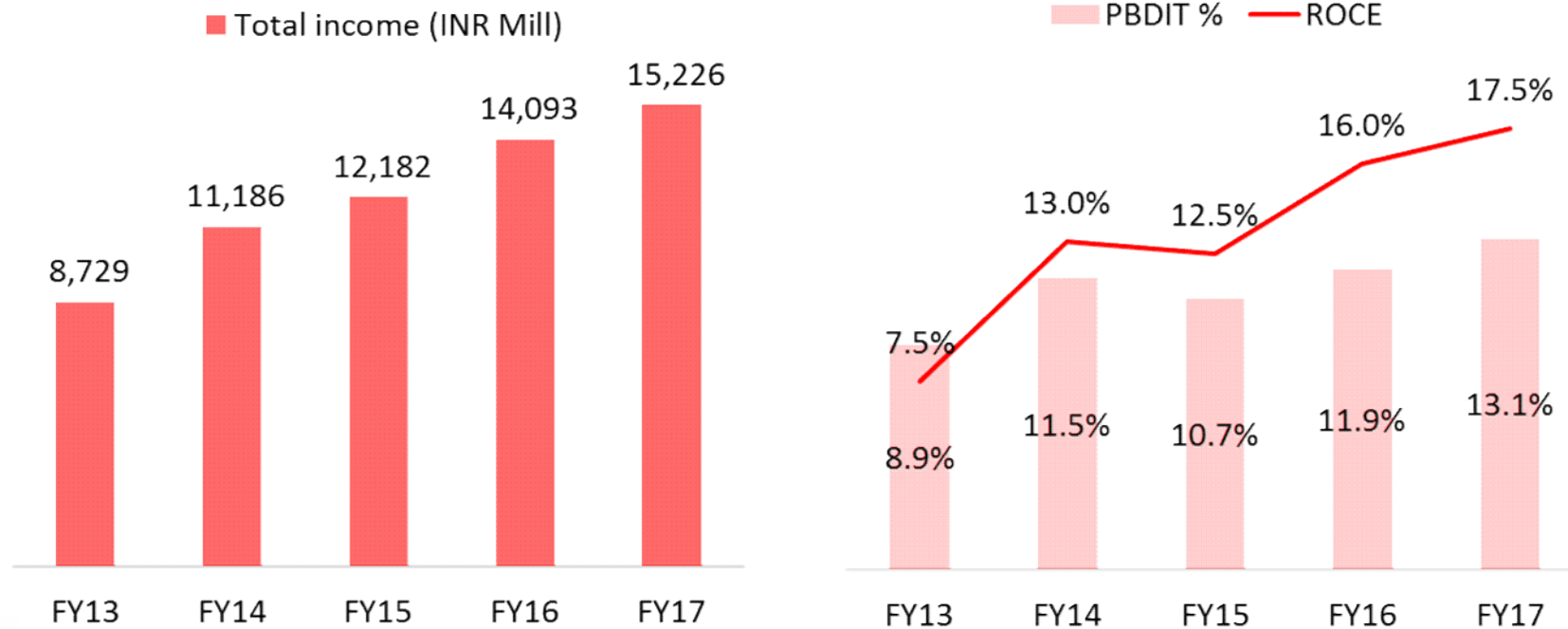
- Stage Gate process
- DOE approach to solutions

## Infrastructure

- Dedicated site for R&D with investments >USD 10 Mn
- State of the art equipment for characterization, reverse engineering and composition analysis
- Ability to handle crystal modification & surface treatments
- Comprehensive list of equipment to ensure reproducibility in end application

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# Consolidated financial trend



Sales CAGR 15%

PBDIT CAGR 26%

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# Sudarshan culture - Four components

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# Sudarshan culture - Higher purpose

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Spiritually fulfilling • Socially just • Environmentally sustainable

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# Sudarshan culture - Vision

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To be amongst the  
top four pigment players in the  
world

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# Sudarshan culture - Vision

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**World Class Global Colour Solution  
Provider**

**with an**

**Innovative & vibrant  
culture**

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# Sudarshan culture - Values

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**S**

**Seva (Serve)**

**C**

**Courage**

**C**

**Commitment & Passion**

**R**

**Respect**

**T**

**Trust**

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# Comparative

	For the Quarter			
	30.06.2017		Avg. per Quarter FY16-17	
	Amounts in ₹ Million			
Total income*	33,535		31,661	
PBDIT	4,615	13.8%	4,357	13.8%
PBIT	3,196	9.5%	3,131	9.9%
PBT	3,548	10.6%	3,073	9.7%
PAT	2,359	7.0%	2,254	7.1%

\* - Excluding excise duty on sale of goods

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# Standalone Financials (Quarter)

	For the Quarter				Amounts in ₹ Million	
	30.06.2017		30.06.2016			
Total income*	33,535		32,988			
PBDIT	4,615	13.8%	5,725	17.4%		
PBIT	3,196	9.5%	4,596	13.9%		
PBT	3,548	10.6%	4,350	13.2%		
PAT	2,359	7.0%	3,131	9.5%		

\* - Excluding excise duty on sale of goods

- GST implementation impacted domestic sales demand to shift during June to next months
- Ransomware cyber attack at end of June affected port operations which resulted in delays in export shipment clearances
- Appreciation of Rupee against Euro and USD impacted sales realisation and operating profit margins

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## Key ratios - Standalone

	As on	
	30.06.2017	30.06.2016
Debt-Equity	0.85	0.90
Interest coverage	6.98	7.97
Current ratio	1.15	1.38
EPS (basic & diluted)	3.41	4.52

## Business highlights

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- Mexico subsidiary operations started
- Adoption of Ind-AS reporting standards completed
- Company wide successful roll out of Goods & Services tax (GST)

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# Business outlook

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Expected streamline in demand in India market post GST

Business development initiatives in the focussed international geographies to help in demand improvement

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Thank You

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growing  
together ...

- Spiritually fulfilled
- Socially just
- Environmentally sustainable

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