



February 14, 2024

To,

| | |
|---|---|
| National Stock Exchange of India Ltd. Exchange Plaza Bldg. 5 th Floor, Plot No.C-1 'G' Block, Near Wockhardt, Bandra Kurla Complex Mumbai 400 051 Fax: 26598237/38 Symbol: DCW | BSE Limited Department of Corporate Services, 1 st floor, New Trading Ring Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Fax : 22723121/3719/2037/2039 Scrip Code : 500117 |
|---|---|

Dear Sir(s)/Madam,

Sub: Investors' Presentation

Pursuant to Regulation 30 and Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting herewith the presentation of DCW Limited ("the Company") for the quarter and nine months ended December 31, 2023, to be made to investors and analysts.

The same is also being uploaded on the Company's website at <https://www.dcwlimited.com> in compliance with regulations 46(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to take the aforesaid information on your record.

Thanking You,

Yours faithfully,

For DCW Limited

Dilip Darji
Sr. General Manager (Legal) & Company
Secretary
Membership No. ACS-22527



Encl: A/a

DCW LIMITED

HEAD OFFICE :

"NIRMAL" 3RD FLOOR, NARIMAN POINT, MUMBAI-400 021.

TEL.: 2287 1914, 2287 1916, 2202 0743 TELEFAX: 22 2202 8838

REGISTERED OFFICE : DHRANGADHRA - 363 315 (GUJRAT STATE)

Email: ho@dcwlimited.com, Website: www.dcwlimited.com, CIN-L24110GJ1939PLC000748



DCW Limited

Earning Presentation

Q3/9M-FY24

Snapshot



BUSINESS

8+

Decades of Experience

2

State-of-the-Art Integrated Manufacturing Units

Pioneer

In India Soda Ash, C-PVC, Synthetic Rutile & SIOF

Leading

Manufacturer of C-PVC and SIOF in India

Largest and Unique

Commercial scale manufacturer of SIOF in the Asia

OPERATIONS

12+

Chemicals with **3** Specialty Chemicals

2,000+

Employees

Zero

Effluent and waste Process

58 MW

Captive Power Capacity

~2,500

Acres of land available

FINANCIALS

27%

3 year Revenue CAGR

43%

3 year EBITDA CAGR

14%

Specialty Chemicals Revenue contribution from 0.5% in FY16

0.33x

Net Debt to Equity Ratio

0.79x

Net Debt to EBITDA Ratio

21.6%

FY23 ROCE

| Business Overview

Financial Highlights

Historical Financial Overview

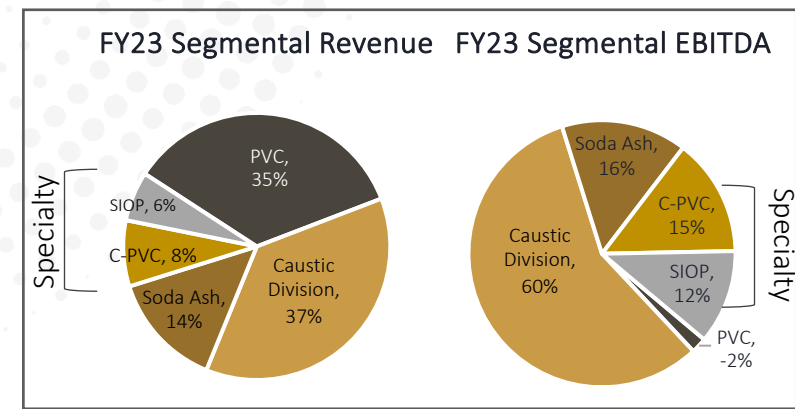
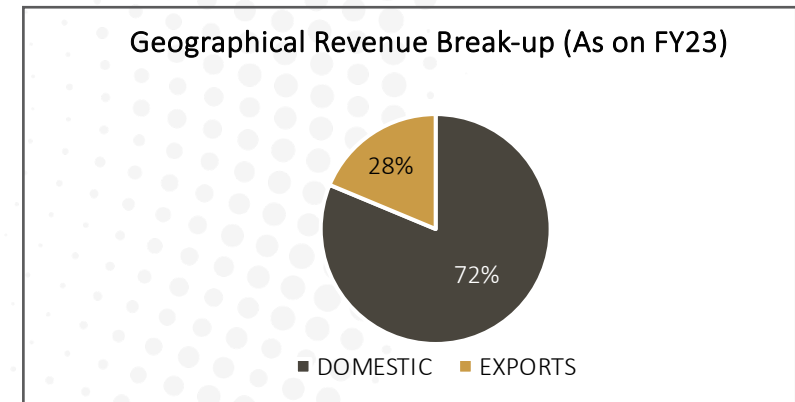
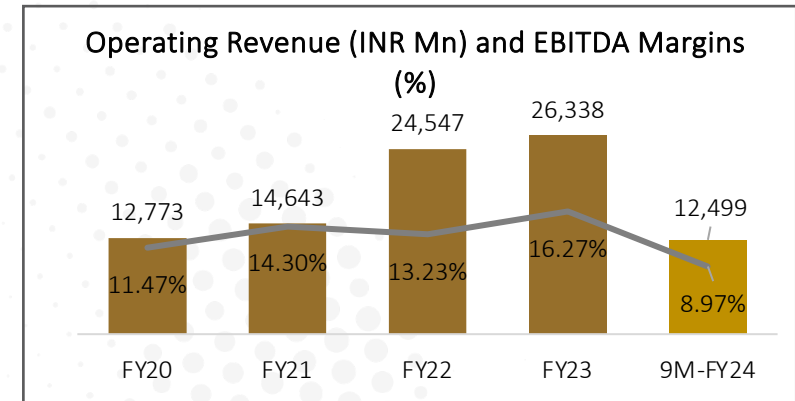
Company Overview



- Incorporated in 1939, DCW Ltd. was established as Dhrangadhra Chemical Works at Dhrangadhra, Gujarat as India's first Soda Ash plant.
- Since then DCW has pioneered and created a strong presence in the Chlor-Alkali, Synthetic Rutile and PVC business segments, with a successful record of innovation in new products and processes.
- Over the years the company has expanded, diversified and modernized its operations with a diversified range of products for supply to customers in both, domestic and international markets with a conscious strategic shift towards specialty chemicals.
- DCW has an extensive distribution network spanning over 12 countries across USA, Europe, Japan, Malaysia and Netherlands catering to over 100+ customers.
- Today it has two state of the art manufacturing facilities located in Dhrangadhra, Gujarat and Sahupuram, Tamil Nadu.

Product Basket

- **Specialty Chemicals:** Synthetic Rutile (SR), Synthetic Iron Oxide Pigments (SIOP) and Chlorinated Poly Vinyl Chloride (C-PVC)
- **Commodity Chemicals:** Soda Ash, Caustic Soda, Poly Vinyl Chloride (PVC)
- **Intermediate Chemicals:** Liquid Chlorine, Hydrochloric Acid, Trichloroethylene, Utox, Ferric Chloride, and Sodium Hypochlorite, Sodium Bicarbonate and Ammonium Bicarbonate.

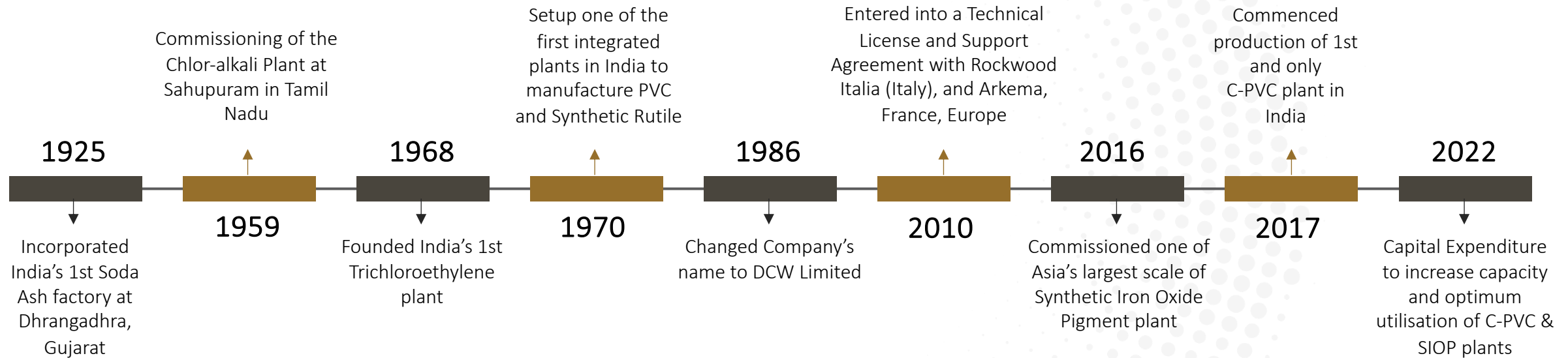


Key Milestones



Growth in Commodity Chemicals

Expansion towards Specialty Chemicals



Moving up the value chain by pioneering various chemical products and processes in India

Marquee Customers



Commodity Chemicals



Specialty Chemicals



Significant Scale-up Opportunities

Over 2,500- acre land bank available at Sahapuram facility provides easy scale-up opportunity without incurring additional capex for land.

Technology Tie-ups

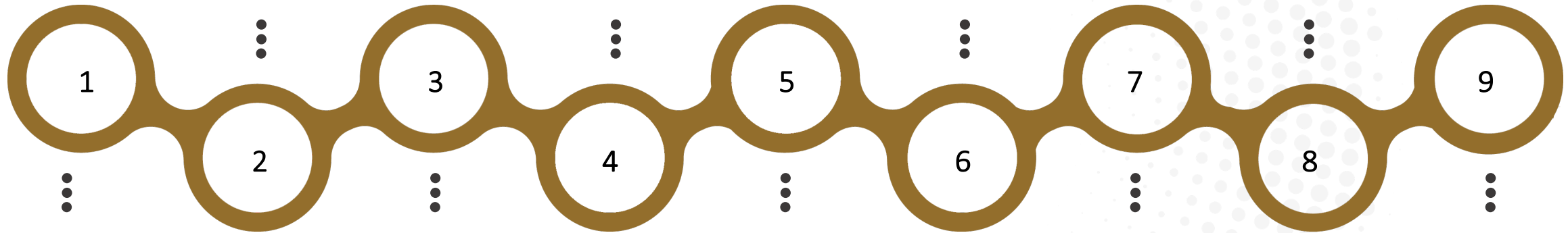
Licensed technology from Arkema & technical assistance from Rockwood Pigments for SIOF

Diversified Application Base

Catering to over 15 industries with high end-user growing markets

Niche & Diversified Product Mix

Diversified product mix of Commodity, Intermediate and Specialty Chemicals



Strategic Location

Sahapuram Facility situated in the vicinity of the port providing logistical advantage for the export markets and tactical raw material procurement

Moving up the Value Chain

Increasing the contribution from high value, high margin Specialty Chemicals Segments.

Self Sufficiency

58 MW Co-Generation power plant ensures cost-effective, uninterrupted power supply. And major raw materials like Salt, Liquid Chlorine, Hydrogen, Hydrochloric Acid, etc. are captively produced to make value added products.

Well Established Relationships

With over 8 decades of existence DCW has built strong client and supplier relationships across domestic and international markets

Planned Capital Expenditure

Next growth phase led by Specialty Chemicals to boost revenue & margins with planned Capex to double C-PVC capacity and increase SIOF throughput

- To further strengthen its position, DCW has planned a capital expenditure of INR 125 Crs to make further inroads into Specialty Chemicals and expand its CPVC capacity and with line-balancing capex to increase the utilization of SIOP capacity to near 100% from current levels.
- The strategy team in the Company is engaged in identifying/shortlisting future growth avenues.
- The Company is working on a future Capex calendar to continuously drive growth by adequately balancing the leverage.

Upcoming CAPEX at Sahapuram Facility

| Product | Expected Year of Commissioning | Total Capacity after Capex |
|---------|--------------------------------|----------------------------|
| SIOP | H2-FY24 | 30,000 MTPA |

Business Overview

| Financial Highlights

Historical Financial Overview

Key Financial and Operational Highlights



Q3-FY24 Financial Performance

| | | |
|--|--|----------------------------------|
| Revenue from Operations INR 3,978 Mn <i>(31.3)% Y-o-Y</i> | EBITDA INR 194 Mn <i>(80.9) % Y-o-Y</i> | EBITDA Margins 4.88 % |
| PAT INR (123) Mn | PAT Margins (3.09) % | Diluted EPS INR (0.42) |

9M-FY24 Financial Performance

| | | |
|--|--|---|
| Revenue from Operations INR 12,499 Mn <i>(38.9) % Y-o-Y</i> | EBITDA INR 1,121 Mn <i>(65.9) % Y-o-Y</i> | EBITDA Margins 8.97 % <i>(712) Bps Y-o-Y</i> |
| PAT INR 3 Mn <i>(99.8) % Y-o-Y</i> | PAT Margins 0.02 % <i>(764) Bps Y-o-Y</i> | Diluted EPS INR 0.01 <i>(99.8) % Y-o-Y</i> |

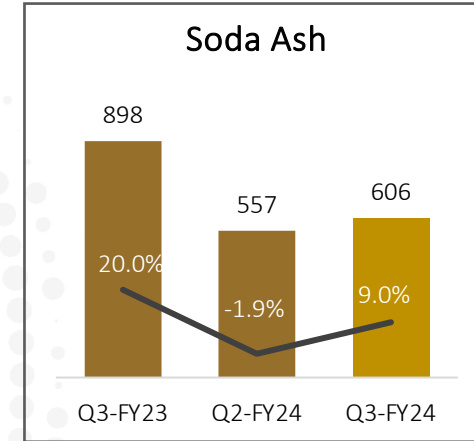
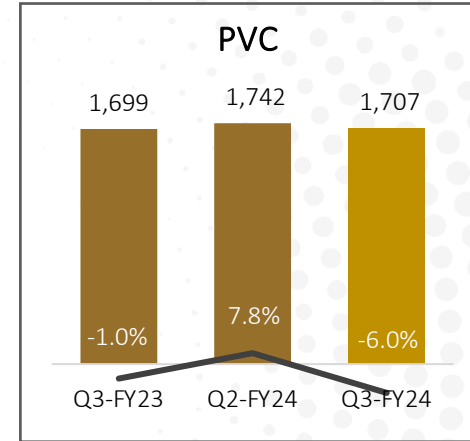
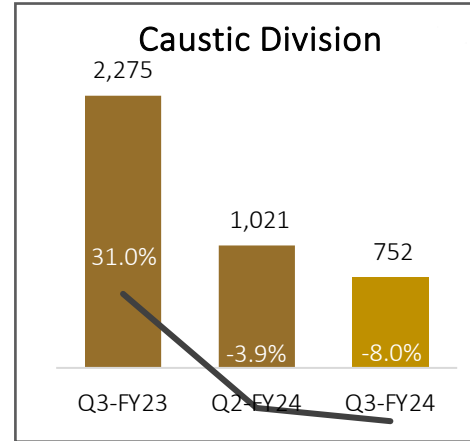
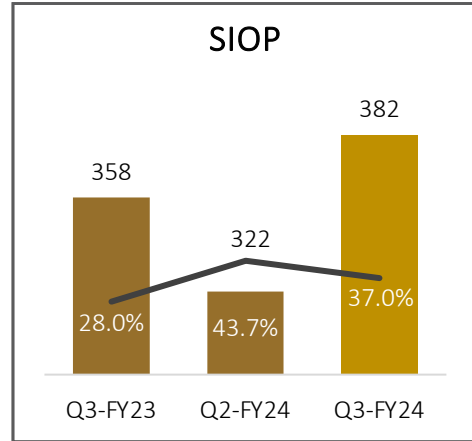
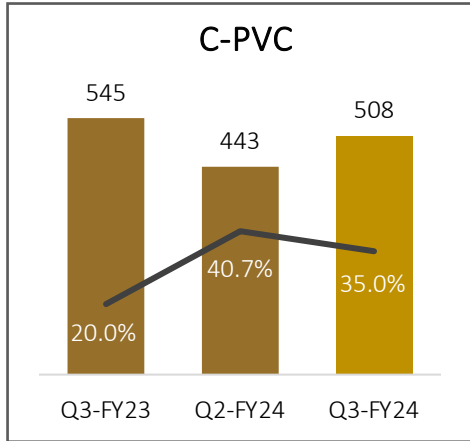
Q3/9M-FY24 Operational Highlights:

- Revenue declined on a QOQ and YOY basis due to price correction across all business segments, barring SIOP wherein the price remained steady vis-à-vis previous quarter.
- Export demand for Synthetic Rutile continued to remain very subdued resulting in negligible sales for the quarter.
- Sales volumes across all other segments increased vis-à-vis previous quarter with CPVC recording highest ever quarterly sales.
- Significant Price Erosion across all product segments coupled with Lower Sales volumes of Synthetic Rutile have had a severe hit to the Bottom-line.
- Unprecedented Rains and Water Logging disrupted the Sahupuram Plant activities for the last 10 days of the Quarter, resulting in spillover of Sales to Q4. Impact of Stock loss is estimated to be minimal, basis adequate Insurance cover in place and estimated impact is provided as exceptional Loss in the quarter.
- Focus on Speciality Chemicals over the last year and a half has provided reasonable stability to the bottom-line, wherein the speciality EBITDA remained steady against a year back enabling the Company to tide over the depressed environment.
- Finance Cost has reduced vis-à-vis the corresponding quarter of last fiscal year.

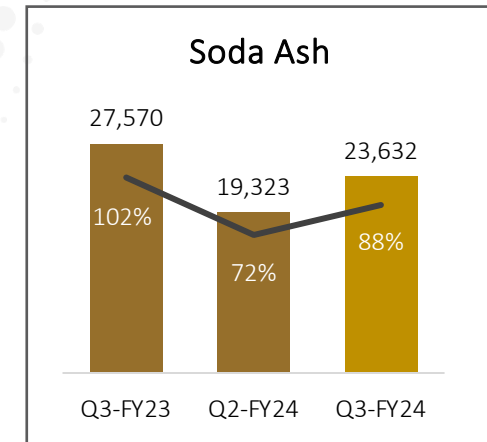
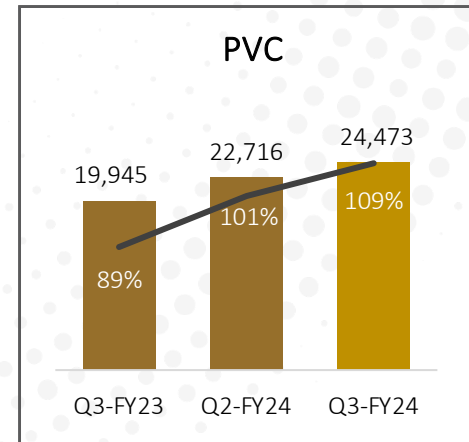
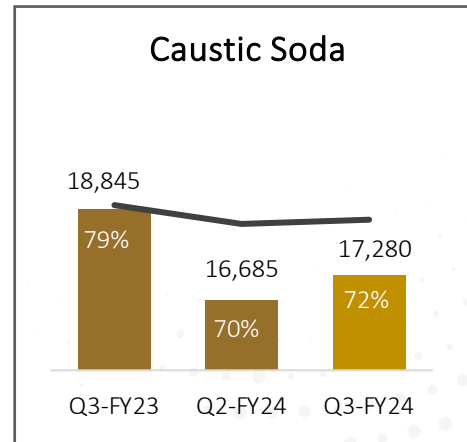
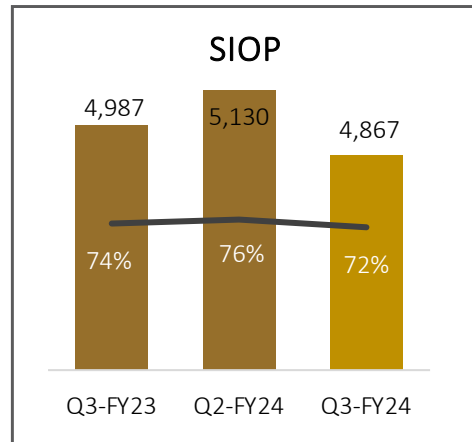
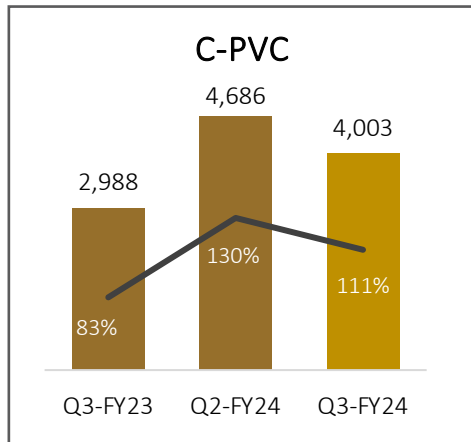
Quarterly Key Segmental Performance



Revenue (INR Mn) & EBITDA Margin (%)



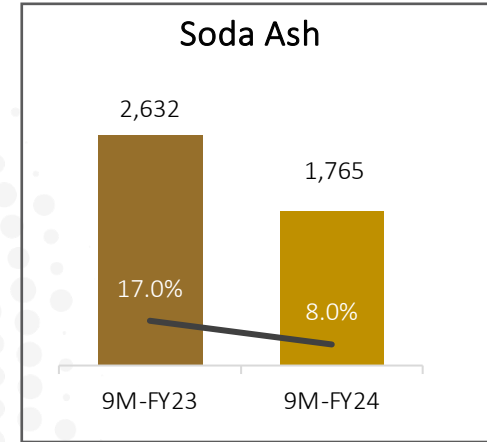
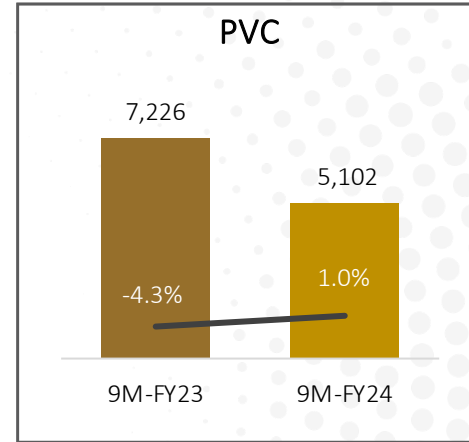
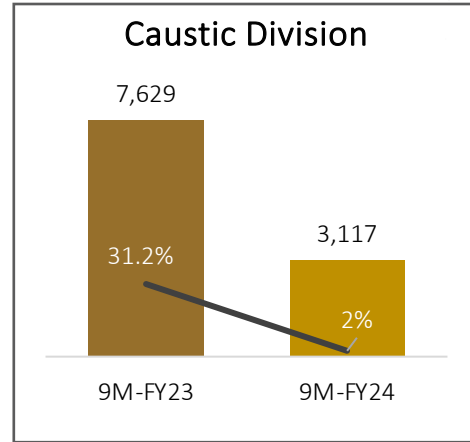
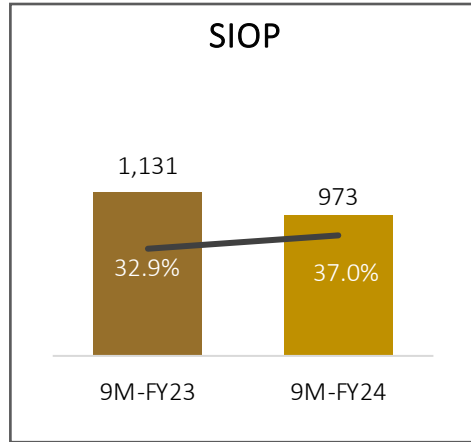
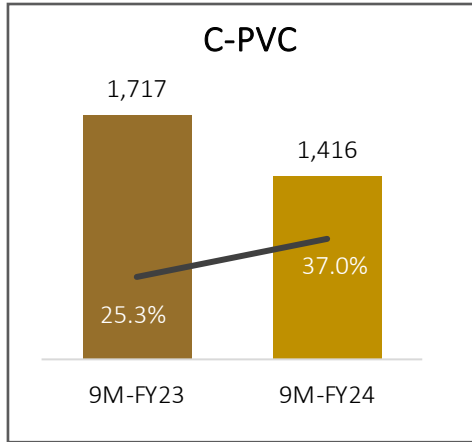
Production (in MT) & Capacity Utilisation (%)



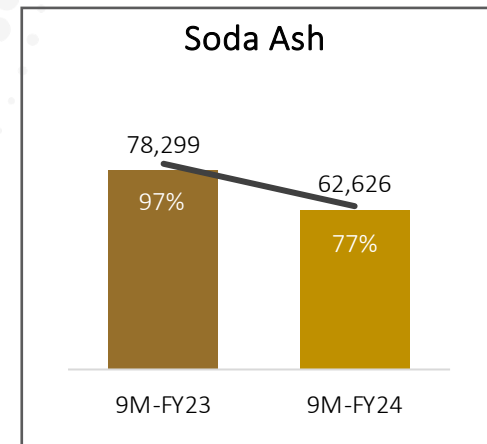
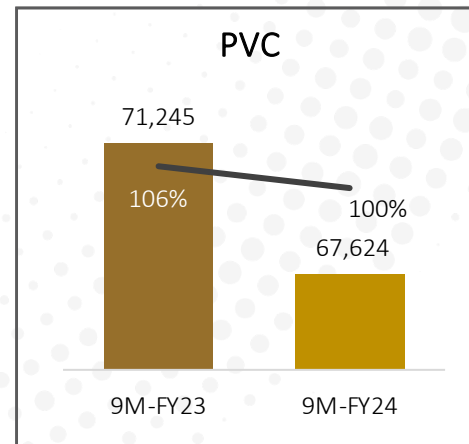
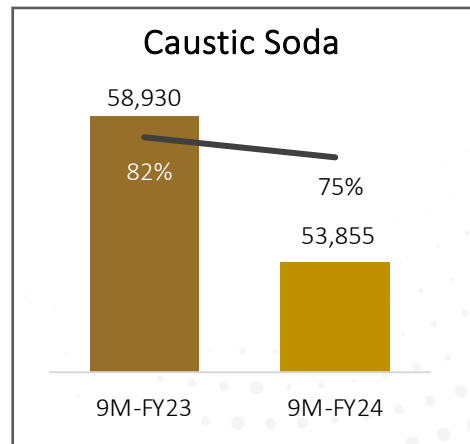
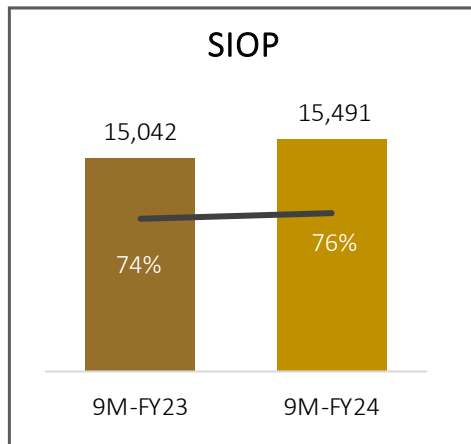
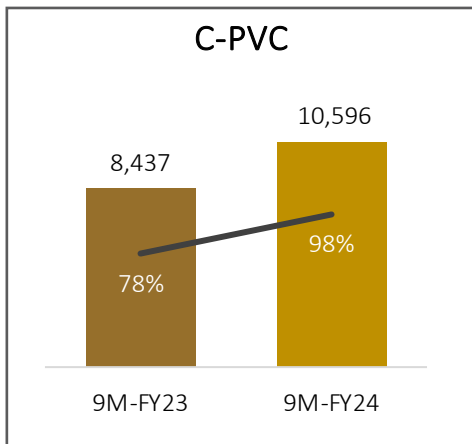
9M Key Segmental Performance



Revenue (INR Mn) & EBITDA Margin (%)



Production (in MT) & Capacity Utilisation (%)



Quarterly Consolidated Financial Performance



| Particulars (INR Mn) | Q3-FY24 | Q3-FY23 | Y-o-Y | Q2-FY24 | Q-o-Q |
|--|---------------------|----------------------|------------------|----------------------|-------------------------|
| Operational Income | 3,978 | 5,792 | (31.3)% | 4,141 | (3.9)% |
| Total Expenses | 3,784 | 4,777 | (20.8)% | 3,726 | 1.6% |
| EBITDA | 194 | 1,015 | (80.9)% | 415 | (53.3)% |
| <i>EBITDA Margins (%)</i> | <i>4.88%</i> | <i>17.52%</i> | <i>NA</i> | <i>10.02%</i> | <i>(514) Bps</i> |
| Other Income | 44 | 38 | 15.8% | 44 | 0.0% |
| Depreciation | 237 | 227 | 4.4% | 229 | 3.5% |
| Interest | 180 | 195 | (7.7)% | 185 | (2.7)% |
| Profit before Exceptional Items | (179) | 631 | NA | 45 | NA |
| Exceptional Items | (11) | 27 | NA | - | NA |
| PBT | (190) | 658 | NA | 45 | NA |
| Tax | (67) | 176 | (61.9)% | 18 | NA |
| Profit After tax | (123) | 482 | NA | 27 | NA |
| <i>PAT Margins (%)</i> | <i>NA</i> | <i>8.32%</i> | <i>NA</i> | <i>0.65%</i> | <i>NA</i> |
| Other Comprehensive Income | - | (1) | NA | - | NA |
| Total Comprehensive Income | (123) | 481 | NA | 27 | NA |
| Diluted EPS (INR) | (0.42) | 1.63 | NA | 0.09 | NA |

YTD Consolidated Financial Performance



| Particulars (INR Mn) | 9M-FY24 | 9M-FY23 | Y-o-Y |
|--|---------------|---------------|------------------|
| Operational Income | 12,499 | 20,457 | (38.9) % |
| Total Expenses | 11,378 | 17,166 | (33.7)% |
| EBITDA | 1,121 | 3,291 | (65.9)% |
| EBITDA Margins (%) | 8.97% | 16.09% | (712) bps |
| Other Income | 127 | 109 | 16.5% |
| Depreciation | 693 | 674 | 2.8% |
| Interest | 536 | 1,070 | (49.9)% |
| Profit before Exceptional Items | 19 | 1,656 | (98.9)% |
| Exceptional Items | (11) | 469 | NA |
| PBT | 8 | 2,125 | (99.6)% |
| Tax | 5 | 559 | (99.1)% |
| Profit After tax | 3 | 1,566 | (99.8)% |
| PAT Margins (%) | 0.02% | 7.66% | (764) Bps |
| Other Comprehensive Income | - | (3) | NA |
| Total Comprehensive Income | 3 | 1,563 | (99.8)% |
| Diluted EPS (INR) | 0.01 | 5.31 | (99.8)% |

Business Overview

Financial Highlights

| Historical Financial Overview

Historical Income Statement



| Particulars (INR Mn) | FY21 | FY22 | FY23 | 9M-FY24 |
|--|---------------|---------------|---------------|--------------|
| Operational Income | 14,643 | 24,547 | 26,338 | 12,499 |
| Total Expenses | 12,549 | 21,299 | 22,053 | 11,378 |
| EBITDA | 2,094 | 3,248 | 4,285 | 1,121 |
| <i>EBITDA Margins (%)</i> | <i>14.30%</i> | <i>13.23%</i> | <i>16.27%</i> | <i>8.97%</i> |
| Other Income | 113 | 61 | 153 | 127 |
| Depreciation | 874 | 885 | 902 | 693 |
| Interest | 1,197 | 1,131 | 1,261 | 536 |
| Profit before exceptional items | 137 | 1,293 | 2,275 | 19 |
| Exceptional Item | - | 139 | 469 | (11) |
| PBT | 137 | 1,432 | 2,744 | 8 |
| Tax | 99 | 357 | 824 | 5 |
| Profit After tax | 38 | 1,075 | 1,920 | 3 |
| <i>PAT Margins (%)</i> | <i>0.26%</i> | <i>4.38%</i> | <i>7.29%</i> | <i>0.02%</i> |
| Other Comprehensive Income | 3 | (4) | (41) | - |
| Total Comprehensive Income | 41 | 1,071 | 1,879 | 3 |
| Diluted EPS (INR) | 0.15 | 3.78 | 6.50 | 0.01 |

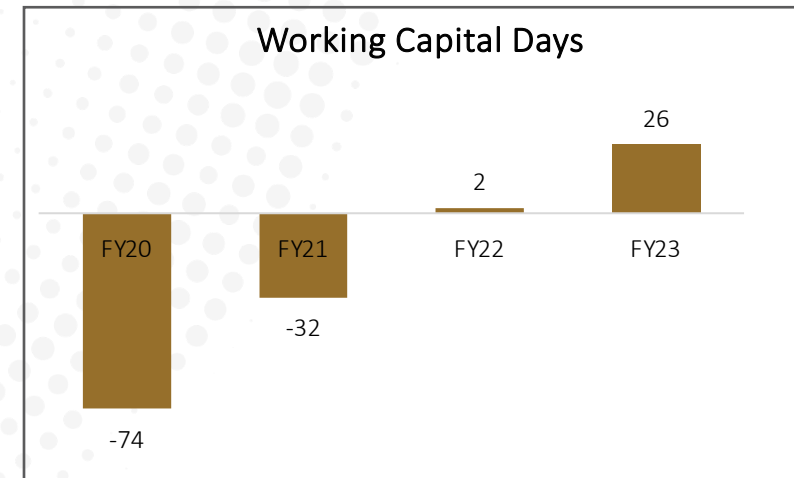
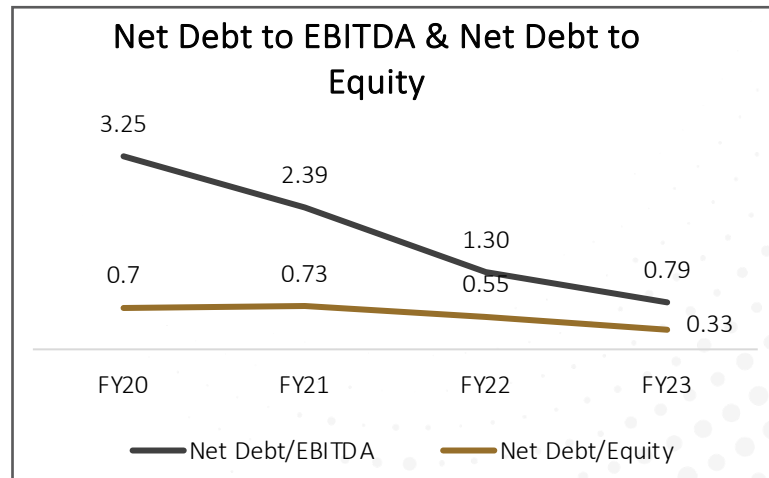
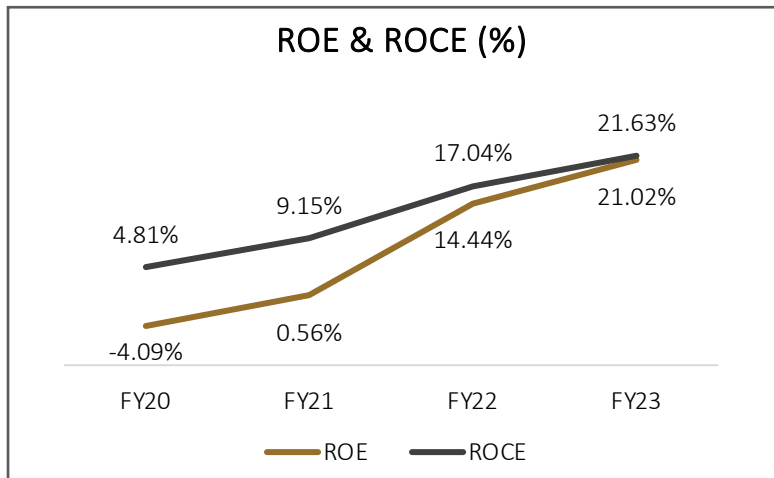
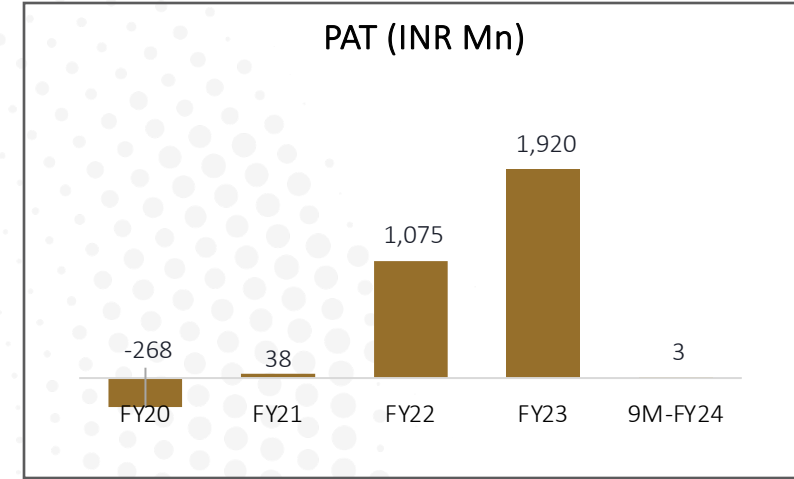
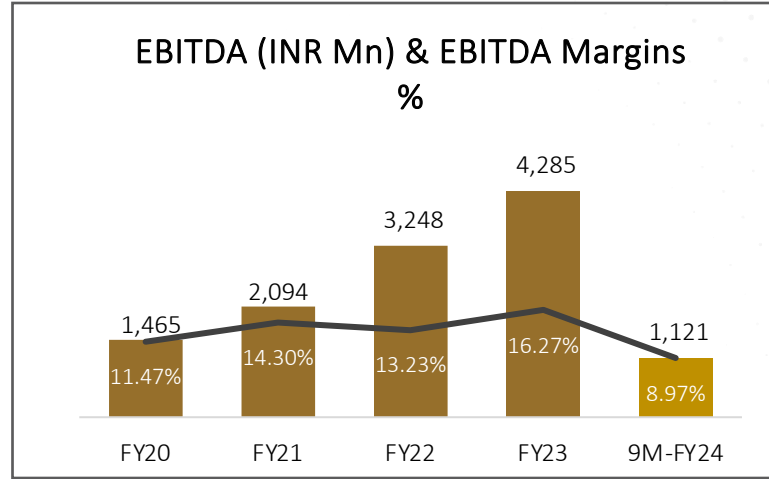
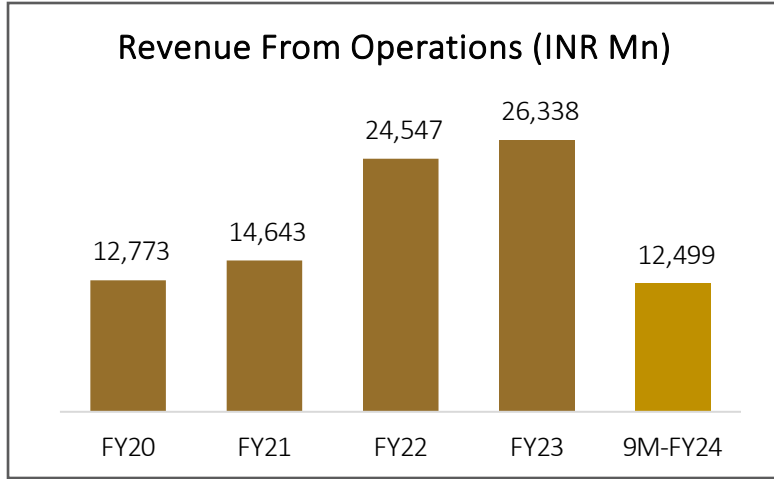
Historical Balance Sheet



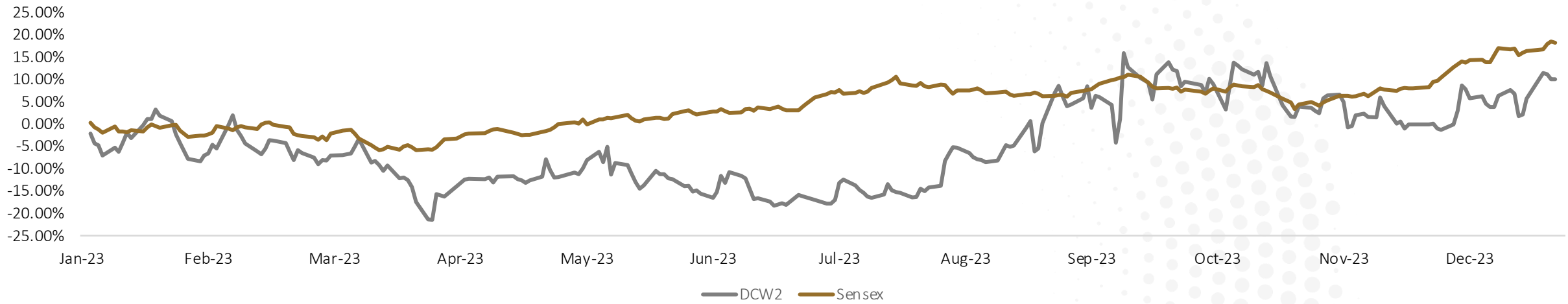
| Particulars (INR Mn) | FY22 | FY23 | H1-FY24 |
|-----------------------------------|---------------|---------------|---------------|
| ASSETS | | | |
| Non-Current Assets | | | |
| Property, Plant & Equipment | 13,386 | 12,839 | 12,491 |
| Capital Work in progress | 81 | 597 | 1,114 |
| Right - of - use Assets | 134 | 121 | 122 |
| Financial Assets | | | |
| (i)Investments | 0 | 0 | 0 |
| (ii)Other Financial assets | 96 | 112 | 141 |
| Income tax assets (net) | - | 10 | 79 |
| Other Non- Current Assets | 58 | 78 | 65 |
| Total Non- Current Assets | 13,755 | 13,757 | 14,012 |
| Current Assets | | | |
| Inventories | 2,471 | 3,446 | 4,467 |
| Financial Assets | | | |
| (i)Investments | - | - | 2 |
| (ii)Trade Receivables | 1,165 | 1,329 | 951 |
| (iii)Cash and Cash Equivalentents | 877 | 99 | 107 |
| (iv)Other Bank Balances | 248 | 1,585 | 1,637 |
| (v) Loans | 11 | 12 | 9 |
| Other Current Assets | 506 | 405 | 207 |
| Total Current Assets | 5,278 | 6,876 | 7,380 |
| TOTAL ASSETS | 19,033 | 20,633 | 21,392 |

| Particulars (INR Mn) | FY21 | FY22 | H1-FY24 |
|--------------------------------------|---------------|---------------|---------------|
| EQUITY AND LIABILITIES | | | |
| Equity | | | |
| Share Capital | 522 | 590 | 590 |
| Other Equity | 7,496 | 9,661 | 9,787 |
| Total Equity | 8,018 | 10,251 | 10,377 |
| Non-Current Liabilities | | | |
| (i)Borrowings | 4,409 | 3,807 | 3,201 |
| (ii)Lease Liability | 29 | 17 | 17 |
| (iii)Other Financial Liabilities | 408 | 200 | 200 |
| Provisions | 184 | 235 | 255 |
| Deferred Tax Liabilities (Net) | 727 | 1,044 | 1,081 |
| Other Non-Current Liabilities | 91 | 84 | 81 |
| Total Non-Current Liabilities | 5,848 | 5,387 | 4,835 |
| Current Liabilities | | | |
| (i)Borrowings | 1,106 | 1,242 | 1,646 |
| (i)Trade Payables | 2,958 | 2,750 | 2,971 |
| (ii)Other Financial Liabilities | 458 | 749 | 928 |
| (iii)Lease Liabilities | 14 | 17 | 19 |
| Other current Liabilities | 560 | 166 | 545 |
| Provisions | 68 | 71 | 71 |
| Income Tax Liabilities (Net) | 2 | - | - |
| Total Current Liabilities | 5,166 | 4,995 | 6,180 |
| Total Liabilities | 11,015 | 10,382 | 11,015 |
| TOTAL EQUITY AND LIABILITIES | 19,033 | 20,633 | 21,392 |

Financial Performance



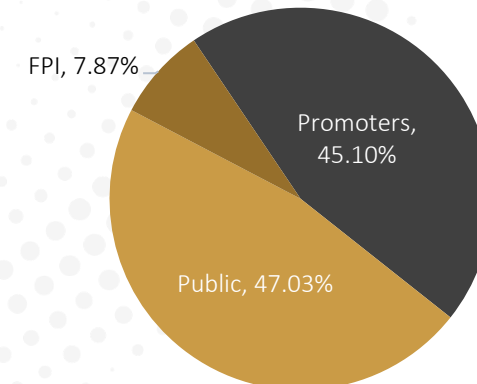
Shareholding Pattern (As on 31st December, 2023)



Price Data (As on 31st December, 2023)

| | INR |
|-------------------------------|-------------|
| Face Value | 2.00 |
| CMP | 57.09 |
| 52 Week H/L | 63.40/40.00 |
| Market Cap. (Mn) | 16,850.40 |
| No. of Share outstanding (Mn) | 295.16 |
| Avg. Trading Volume ('000) | 2,925.48 |
| Avg. Net Turnover (Mn) | 154.85 |

Shareholding Pattern (As on 31st December, 2023)



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DCW Ltd.

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For further details, please feel free to contact our Investor Relations Representatives:



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Mr. Dilip Darji
Sr. General Manager (Legal) & Company Secretary
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THANK YOU