

October 23, 2019

कार्तिक - कृष्णपक्ष - दशमी विक्रम सम्वत २०७६

National Stock Exchange of India Limited "Exchange Plaza" Bandra – Kurla Complex, Bandra (E), Mumbai – 400 051 NSE Code: GHCL

BSE Limited Corporate Relationship Department, 1st Floor, New Trading Ring, Rotunda Building, P.J. Towers, Dalal Street, Fort, Mumbai – 400 001 **BSE Code: 500171**

Dear Sir/Madam,

Subject: Investors' Presentation – Q2FY20 Business Update

As informed on October 15, 2019 that a conference call to discuss the Q2FY20 results of the company with Mr. R S Jalan, Managing Director and Mr. Raman Chopra, CFO & Executive Director (Finance) is scheduled to be held on **Wednesday, October 23, 2019 at 5.00 PM (IST).** In this regard, copy of the financials and other business details for Q2FY20 (i.e. Business Update), which is going to be circulated for the scheduled investors' conference, is enclosed herewith for your reference & record.

You are requested to kindly acknowledge the receipt and please also take suitable action for dissemination of this information through your website at the earliest. In case you need any other information, please let us inform.

Thanking you

Yours truly

For GHCL Limited

Bhuwneshwar Mishra Sr. General Manager & Company Secretary

B- 38, GHCL House, Institutional Area, Sector- 1, Noida, (U.P.) - 201301, India. Ph. : +91-120-2535335, 4939900, Fax : +91-120-2535209 CIN : L24100GJ1983PLC006513, E-mail : <u>ghclinfo@ghcl.co.in</u>, Website : <u>www.ghcl.co.in</u>



GHCL LIMITED

Q2 FY20 Investor Update - October 2019







Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by GHCL Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forwardlooking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections





Quarterly Update Q2 FY20

....

CIRKULARITY

Bar

Å

9

Ð

动

GHCL

Management Commentary

Commenting on the Q2 FY20 performance,

Mr. R. S. Jalan, MD said:

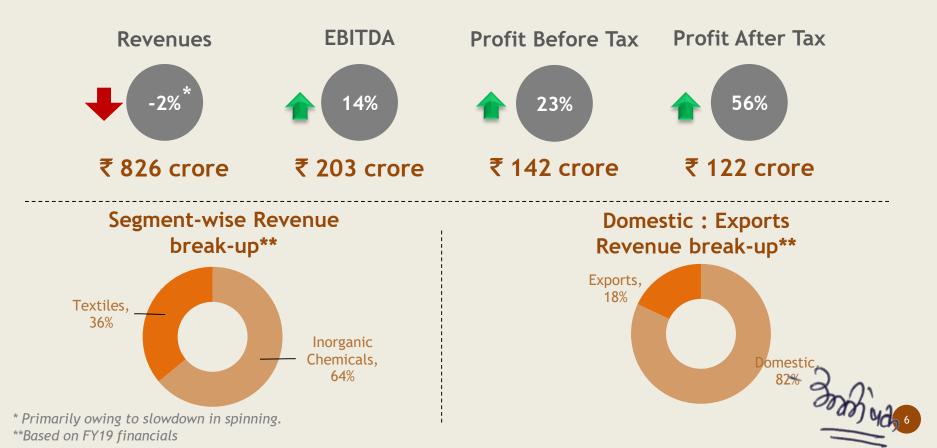


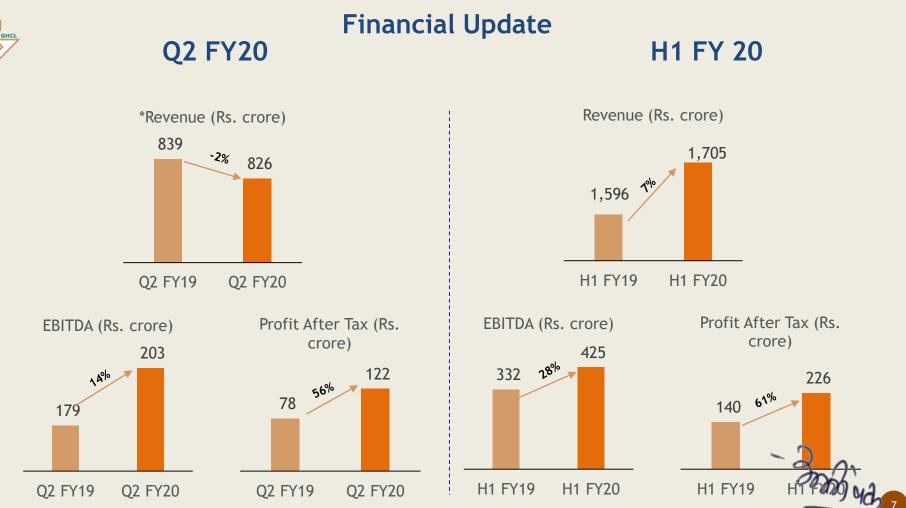
"We strive for judicious capital allocation. We have reduced our debt by Rs. 183 crore in the period of last six months, which will ensure Interest cost reduction going forward"

- Registered a strong PAT growth of 56% during the current quarter with Rs.122 crore from Rs.78 crore in Q2 FY19 despite of challenging economic scenario.
 - Inorganic Better margins and higher volumes compared to Q2FY19.
 - Tax Impact Rs. 22 crore due to recent tax amendments.
- > Soda Ash Brownfield expansion ensured volume growth.
 - 7K MT Higher sales as compared to Q2FY19 despite week market conditions.
- In Textiles, as indicated earlier, performance remained impacted due to week spinning scenario due to sluggish exports and week domestic demand.
 - With new cotton crop to begin in Q3, we expect spinning performance to improve from Q4 onwards.
- Slowdown in user Industry is impacting Soda Ash. Lower demand growth and increased supplies are putting pressure on pricing.









* Primarily owing to slowdown in spinning.



Profit & loss Statement

Particulars	Q2 FY20	Q2 FY19	ΥοΥ	Q1 FY20	QoQ
Sales	826	839	-2%	879	-6%
Operating Expenses	623	660	-7%	657	-8%
EBITDA	203	179	14%	222	-9 %
EBITDA Margin	24.6%	21.3%	330 BPS	25.2%	-66 BPS
Depreciation	32	29	11%	31	-2%
EBIT	171	150	14%	191	-10%
Interest	29	34	-15%	30	-3%
Profit Before Tax	142	115	23%	161	-12%
Tax	20	37	-47%	57	-66%
Profit After Tax	122	78	56%	103	18%

- Bord udge

Rs. In Crore

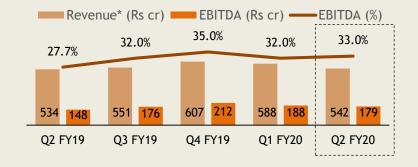
Q2 FY20 Segment Highlights - Inorganic Chemicals

Particulars	Q2 FY20	Q2 FY19	YoY	Q1 FY20	QoQ
Net Soda Ash Production (Lac MT)	2.62	2.31	13%	2.49	5%
Sales (Lac MT)	2.36	2.29	3%	2.46	-4%
Revenue (Rs. Crores)*	542	534	2%	588	-8%
EBITDA (Rs. Crores)	179	148	21%	188	-5%
EBITDA %	33.0%	27.7%	527 BPS	32%	100 BPS

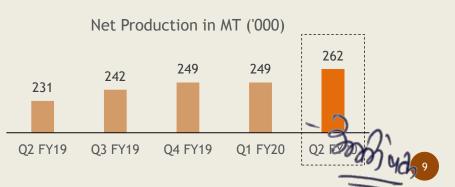
Performance Insights

- Production increased by 30K MT in quarter due to Brownfield expansion completed last year.
- Revenue growth by 2%, with inventory built up by 29K MT during the quarter.
- > EBITDA growth by 21% compared to Q2FY20 primarily due to better margins and higher volume.
- Softer market conditions ahead due to economic slowdown and oversupply as indicated earlier.

Chemicals - Quarterly Trend



GHCL



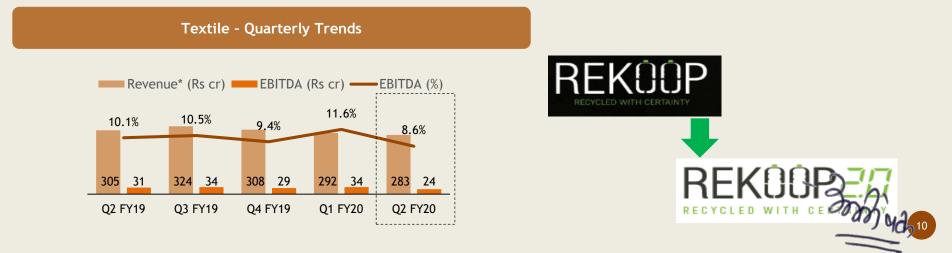
Q2 FY20 Segment Highlights - Textiles

Particulars	Q2 FY20	Q2 FY19	YoY	Q1 FY20	QoQ
Revenue (Rs. Crores)*	283	305	-7%	292	-3%
EBITDA (Rs. Crores)	24	31	-22%	34	-28%
EBITDA %	8.6%	10.1%	-159 BPS	11.6%	-300 BPS

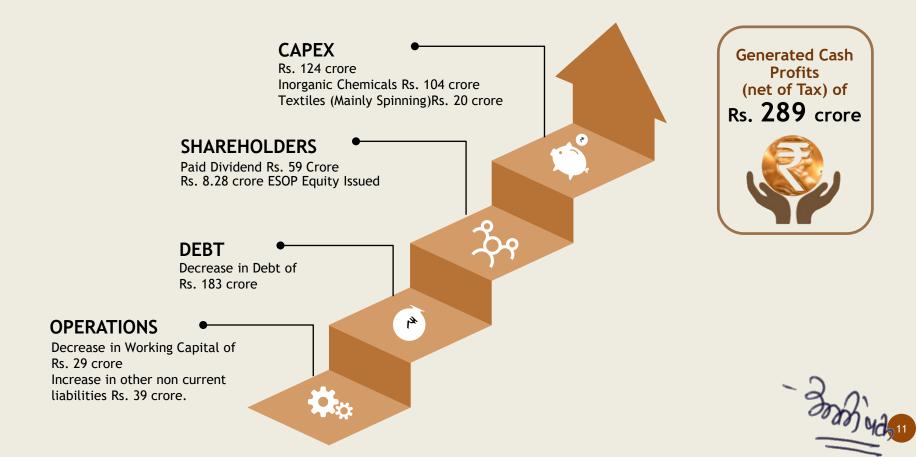
GHCL

Performance Insights

- > Revenue down by 7% as compared to Q2 FY19, which is primarily due to weak scenario in spinning industry.
- > EBITDA Margins 159 BPS lower compared to Q2FY19 in line with our previous guidance on spinning industry scenario.
- > Challenging times for textiles
 - Weak Yarn demand and subdued pricing.
 - $_{\odot}$ $\,$ Demand slowdown in US and shift in demand pattern from conventional stores to online retail.



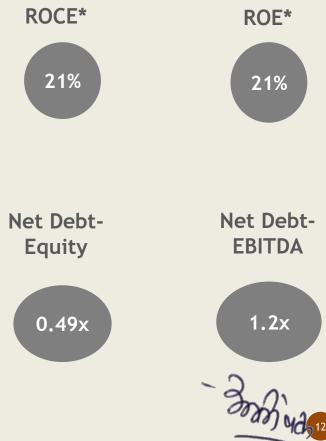
Efficient Capital Allocation (H1FY20)





Balance sheet & Key Financial Ratios

Particulars	Sept'19	Mar'19
Non Current Assets (A)	2,881	2,821
Current Assets (a)	1,163	1,174
Current Liabilities (b)	511	491
Working Capital (B) = (a) - (b)	653	682
Capital Employed (A)+(B)	3,534	3,503
Net Worth (C)	2,126	1,952
Deferred Tax & Others (D)	298	259
Long Term Debt (c)	723	701
Short Term Debt (d)	215	399
Current Maturities due in a year (e)	171	192
Total Debt (E) = (c) + (d) + (e)	1,109	1,292
Capital Employed (C) + (D) + (E)	3,534	3,503



*Note :- ROCE and ROE are calculated on trailing i2month numbers

Company Overview



GHCL

-10 00000



GHCL - An Introduction



<u>Best in class</u> Operations management CAPEX planning and execution Financial management



Day to day management and strategy led by professional management team

Ċ

Targeting

- To grow profits at a CAGR 20% on a long term horizon
 To create value systems that defines our Culture
 To drive sustainable inclusive
- •To drive sustainable inclusiv growth involving a stakeholders



*Based on trailing 12 month numbers





Balanced growth opportunities across businesses

	Inorganic Chemicals (64%*) Margin leadership in the industry	 Among top 3 soda ash players. Catering 1/4th of Indian soda ash demand Margin leader in the industry; with highest capacity utilization of 90%+ Sodium Bicarbonate of 0.60 Lakh MT Strong FMCG presence in South India with edible salt, Honey & Spices Expanding market reach by adding new geographies and product basket
	Textiles Segment (36%*) Presence across the value chain	 Spinning 1,85,712 Spindles 3,320 Rotors 5,760 Drums 5 Air jet Spinning Machine Weaving 12 mn meters pa Processing 45 mn meters pa Finished Product 30 mn meters pa
Y19 Revenue contribution		

GHCL



Evolution of GHCL through the years

Soda Ash capacity increased to 8.5 Lakh MTPA

Entered Spinning business with 65 K spindles subsequently increased to 140 K $\,$

Commissioned Home Textile plant with 36 mn meters processing capacity and 96 air jet looms

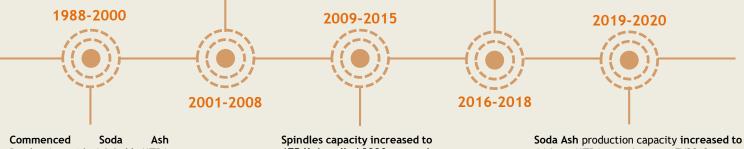
Commissioned Refined Sodium Bicarbonate plant

Soda Ash production capacity increased to 9.75 Lacs MTPA

Doubled Sodium bicarbonate capacity to 60 K MTPA

Added TFOs for value added yarn and Air jet Spinning

Home textiles, Processing capacity increased to 45 Mn meters with total 190 Air jet weaving looms



11 Lacs MTPA tons / year in FY2019

GHCL is now the one of the largest manufacturer of soda ash in India at a single location.

Spindles capacity increased to 185K



Commenced Soda Ash Production with 4.2 Lakh MTPA which was further increased to 5.25 Lakh MTPA

CommencedEdibleSaltProductionandLaunched'Sapan' salt

Spindles capacity increased to 175 K, Installed 3320 rotors in spinning

Launch of 'i-FLO' salt and 'i-Flo Honey'

Air jet looms capacity increased to 162



Spearheaded by Pre-eminent Professionals



RS Jalan

Managing Director

Unique leadership style with endeared managerial abilities drives all businesses alike

Qualified Chartered Accountant, profess deep business understanding and excellent analytical skills.

CFO & Executive Director Finance

Raman Chopra



Spearheading GHCL's Finance and IT functions

Qualified Chartered Accountant with sharp financial acumen, negotiation skills and a great passion for technological advancements and specialization in Greenfield expansion NN Radia President & COO, Soda Ash



Associated with the Company since 1986

Bachelor in mechanical engineering Strong technical expertise along with people management. Sunil Bhatnagar President Marketing, Soda Ash



Associated with the Company for over 22 years

Degree in law and diploma in management

Manu Kapur President & CEO, Home Textiles



Industry veteran with more than 2 decades experience

His vast experience in Home Textiles Sourcing in previous assignments with Ikea and J C Penny

Gopakumar Menom CEO, Consumer Products



Degree in Economics from Calicut University and more than 30 years of experience of the FMCG industry.

Vast experience in cotton

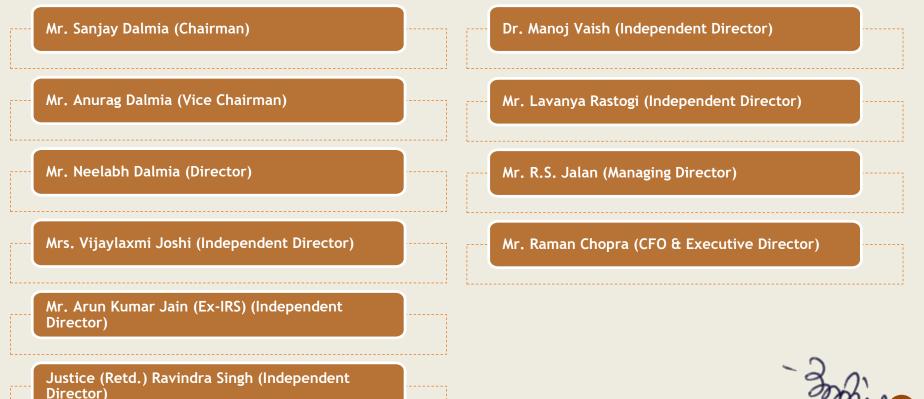
M. Sivabalasubramanian

CEO, Spinning

vast experience in cotton procurement and manufacturing operations

Bachelor in textile engineering

Experienced and accomplished Board of Directors



800



Each person

to work

group

objectives.

Thoughtful and show regards for another person.



Take Responsibilities of own decisions and actions.

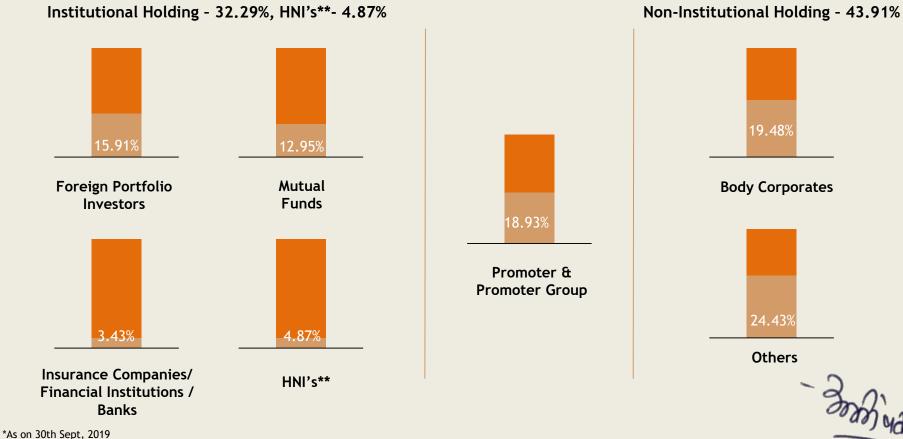
GHCL is an unique work place which is dotted with its Core Values, defining its culture.

Every employee in the company is expected to imbibe its Core Values and interact within the business ecosystem with all its stakeholders accordingly.

Here we have established the link for performance appraisals of every employee with core value surveys conducted twice a year.



Strong Institutional & HNI** Holding - 37.16%



** HNI- Individuals holding share capital more than 1%

GHCL



Commanding a leadership in manufacturing of Soda Ash









GUJARAT BOROSIL LIMITED



















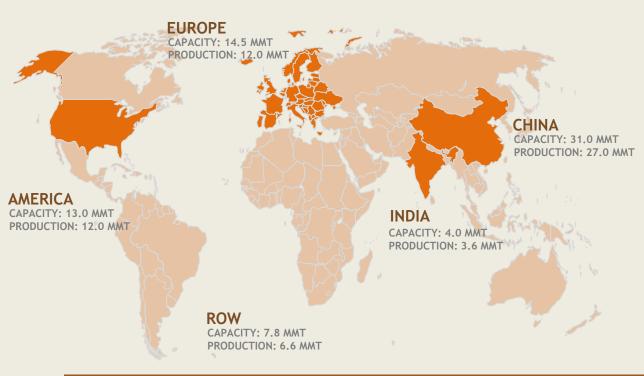
HINDUSTAN ZINC





Global outlook on the soda ash industry

GLOBAL SIZE: CAPACITY-70 MMT, PRODUCTION-61 MMT

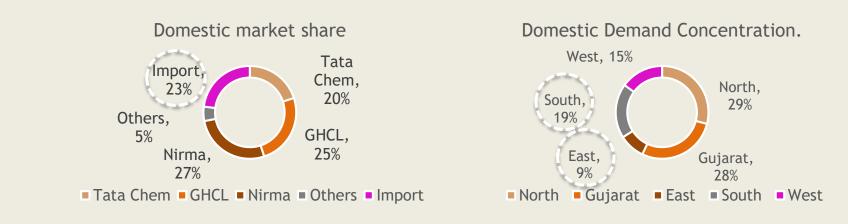


Soda Ash Market Outlook

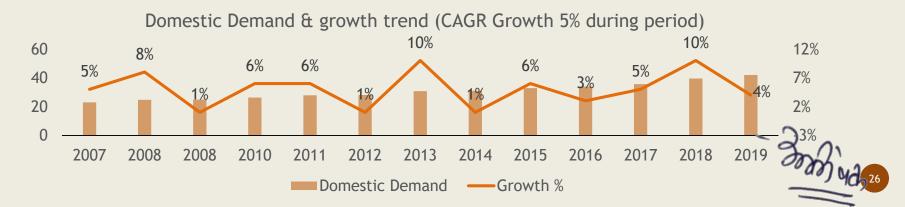
- Global economic weakness has resulted in softness in Soda Ash market.
- China continue to face economic slowdown. Reported high Soda Ash production and dull domestic markets resulting in drop in export prices
- **Europe** : Slightly easing markets due to slowdown in automobile sector. Turkey has become largest supplier to India. Romanian Plant is under shutdown.
- US overall Production at normal levels, with steady domestic consumption and exports.
- New Capacities of 5Mn MT have been announced in US Region that are expected to come onstream starting 2024.
- India is facing oversupply situation due to higher domestic production and increased imports putting pressure on the pricing.

Globally market is growing @ 2.0% pa requiring around 1.2Mn MT additional supplies every year

Soda Ash Dynamics (Domestic Industry)



* Based on External demand for FY19 (Source : IMA)





GHCL's Dense Soda Ash is an important industrial chemical used in the manufacturing of colourful glass bangles.



GHCL

Every cloth tells a story... And we want to be the part of that story...

Our Soda Ash is used in soaps and detergents to improve their cleaning properties.



Inorganic Chemicals - Sodium Bicarbonate



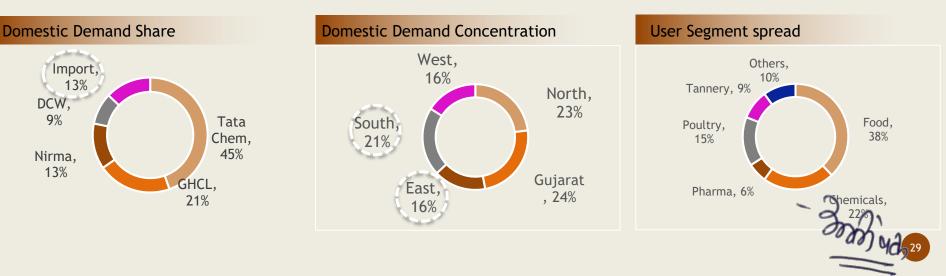
GHCL

DCW,

9%

Nirma, 13%

- Doubled capacity from 30,000 to 60,000 MT in December 2017. \geq
- Generally named as baking soda, bread soda, cooking soda and bicarbonate of \geq soda
- Used in Cooking, Pharmaceuticals, Fire Extinguishers, pH balancer, and Cleaning \geq agent
- Specialization and experience in manufacturing of around a decade \geq



Inorganic Chemicals - Consumer Products

- > Premium edible Salt Manufacturer in South India
- Expanding product portfolio i.e. Salt, Honey, Spices and Powder Spices under the brand i-FLO.
- Ventured into the Premium Honey Category by pioneering the entry of Jujube Honey
- Under powdered spices category, Turmeric, Chilli, Coriander & Black Pepper Powder SKUs were introduced.
- Now adding complete basket of Blended spices in powder category
- > Entered into Maharashtra and Goa market.
- Brands: Sapan & i-FLO which are well accepted among Category A stores in Major Southern cities.





Textiles Segment

3

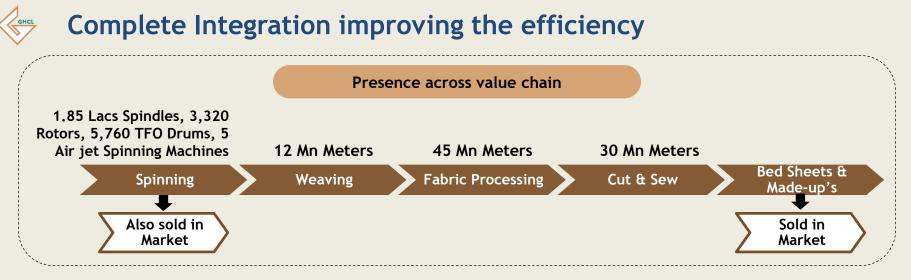






GHCL





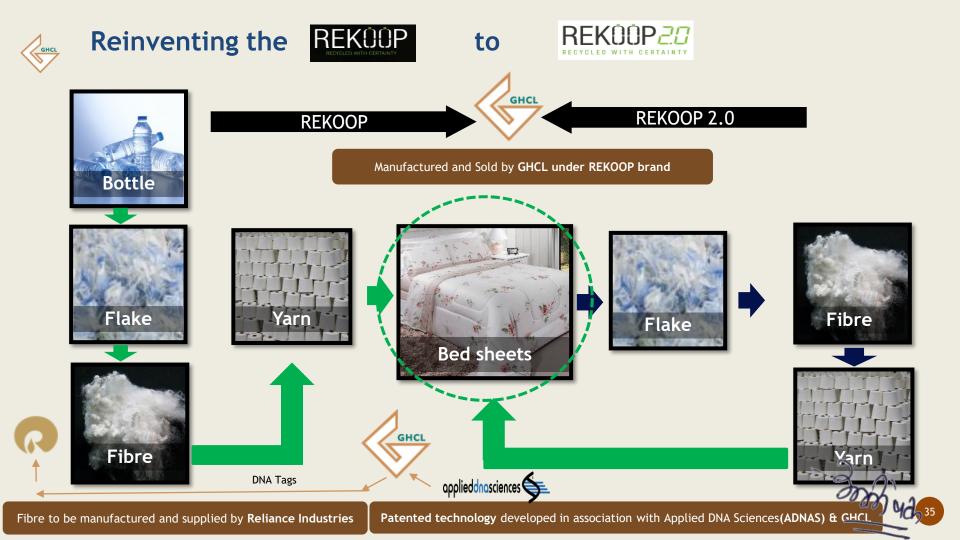
- Spindle capacity close to double of home textile requirement giving an opportunity to benefit from expansion of sheeting capacity
 - Spinning unit located near Madurai in Tamil Nadu
 - Yarn ranging from 16s to 32s in open end, 30s to 120s in ring spun compact counts in 100% cotton and 24s to 70s counts in blended yarns
 - 27.2 MW windmill capacity
- > State-of-the-art home textiles facility at Vapi with weaving, processing and made ups
 - Best of plants and equipment sourced from Germany and Japan Beninger, Kuster, Monforts
 - Flexibility to process both cotton and blended fabrics.











dope dyed

80% VISCOSE, 20% RECYCLED POLYESTER

Viscose - made from wood based cellulose | Look and feel of cottan Same properties of comfort, breathability, absorbency Sustainable. Fully biodegradable Dope dyeing of Viscose - truly sustainable Colorants added in spinning - no dyeing or washing needed Reduction in water, chemicals, energy and carbon emissions

classic

BCI COTTON, RECYCLED POLYESTER BLENDS Differential dyed chambray | Patterned and textured dobby | Fusion of weaves with dyeing techniques gives a classic appeal

flannel

60% BCI COTTON, 40% RECYCLED POLYESTER 83% BCI COTTON, 17% RECYCLED POLYESTER

Unique, recycled polyester blended catton flamel 125 gsm all season brushed sheet 170 gsm cold weather sheet i Soft, cozy, inviting

tencel"

60% TENCEL[®], 40% RECYCLED POLYESTER TENCEL[®] Lyocell - Truly sustainable, botanic fiber

from Lenzing AG, Austria Completely biodegradable and compostable Super absorbent | Ultra soft Made using Vortex spun yam

kooltex

60% BCI COTTON, 40% RECYCLED POLYESTER NDOLTEX

Koottex - Eco friendly fiber from Reliance Performance at its best Evaporates moisture quickly Rabric stays dry, fresh and corrriortable

bamboo

60% RECYCLED POLYESTER, 40% BAMBOO VISCOSE

Bamboo Viscose - Biodegradable | Needs very little watar, fertilizer or pesticides | Sequesters a large amount of CO2 Naturally regenerating | Anti bacterial and anti microbial Unitely to cause allergies

eco-so

76% BCI COTTON, 26% RECYCLED POLYESTER 60% BCI COTTON, 40% RECYCLED POLYESTER

Bio treatment with natural enzymes Superior, long lasting softness Improved fabric quality | inherently wrinkle resistant

modal

62% BCI COTTON, 30% MODAL, 18% RECYCLED POLYESTER

Modal - Wood pulp based cellulosic fiber from the

beech tree | Manufactured in a closed loop process

Biodegradable | Luxurious - silky soft, shiny

Raw material considered carbon neutral.

printed charm

60% BCI COTTON, 40% RECYCLED POLYESTER

Innovative techniques - discharge printing and textured printing inspired by tweed fabric Subtle, stylish, striking appeal Printed on REKOOP eco-soft fabric

ultra soft

72% BCI COTTON, 12% CUPRO, 16% RECYCLED POLYESTER

Cupro - Regenerated cellulosic fiber made from

cotton waste | Biodegradable and easily recyclable

Produced in a closed loop system

Smooth and silky against the skin

Drapes excellently | Unlikely to cause allergies

Here's what we do with some of them



60% BCI COTTON, 40% RECYCLED POLYESTER

Textured weaves - mock leno / hopsack / cxford Inspired by men's fashion | Sporty, vibrant colors Washed, faded sesthetic

66% BCI COTTON, 29% LINEN, 29% RECYCLED POLYESTER

Linen - Cellulosioning derived from the flax plant Convelotely natural | Totally biodegradable Strong, absorbert dries faster Exceptio

Ultimately it all comes back

Less than a tenth of all plastic produced globally is recycled. A vast majority of the rest is dumped in landfills and in the oceans.

Small plastic pieces of less than 5 mm size or micro plastics, are major ocean pollutants. They are ingested by aquatic micro organisms which then get into food chain.

Ultimately, this plastic comes back in the food we eat.



THE SPIN WIN MOCOLLECTION CA

51% COMBER NOIL, 49% ORGANIC COTTON

Upcycled as a result of the reuse of Comber Noil, a wasted by-product of the yarn spinning process. Com

Using Comber Noil instead of Cotton reduces the consumption of water by around 3200 gallons per set.

Global Recycled Standard certified.

CIRKULARITY

Join the Dots

Lower usage of chemical auxiliaries. Significant reduction in water, steam and electricity consumption.

THE

COLLECTION

100% ORGANIC COTTON

NATURAL, SCOURED DOBBY

Natural scoured dobby.

No chemical processing.

NATURLIG

Reduction in environmental pollution.

35% MICRO TENCEL" LYOCELL Uses American grown, extra long staple Supima Cotton. Supima is part of the Cotton LEADS Program, which fosters efforts in sustainable cotton production.

THE

COCOLLECTION

65% SUPIMA COTTON

Twice as strong as regular cotton, Supima makes for extraordinarily resilient products.

Micro TENCELTM Lyocell fibers are derived from sustainable wood sources and are known to be super absorbant and ultra soft.



Uses 'more sustainable' BCI Cotton which reduces the consumption of water, chemical fertilizers and pesticides.

> The Micro TENCEL™ wood based fiber is biodegradable and compostable.

Peached, for a supersoft luxurious feel.

Cool comfort | Inhibits bacterial growth

THE COLLECTION

50% COTTON, 35% LYOCELL, 15% LINEN PERCALE

Made with 'more sustainable' BCI Cotton, which significantly reduces the consumption of water, chemical fertilizers and pesticides.

Lyocell fibers, of botanic origin, are truly sustainable and totally biodegradable.

Linen fibers are cellulosic and are derived from the Flax plant. The fibers are completely natural and are totally biodegradable.

Garment Washed for an ultra soft feel.

THE ----COLLECTION 70% TENCEL® LYOCELL 30% COTTON TWILL

TENCEL™ Lyocell cellulosic fibers of botanic origin define a new standard of sustainability.

Supersoft touch | Excellent drape | Quick wicking provides luxurious comfort | Inhibits bacterial growth



TENCEL[™] Lyocell fibers are derived from sustainable wood sources. These fibers are completely biodegradable and compostable.

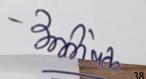
Recycling PET helps reduce landfill space, crude oil consumption and CO2 emissions.

Made using VORTEX spun yarn.



Cirkularity is a range of bedding from GHCL that supports the Circular Economy and centers around 'Reduce, Reuse and Recycle'





THE X/(0)~ OCOLLECTION CA

100% REFIBRA" PERCALE

REFIBRA[™] technology involves **upcycling** of post industrial cotton scraps, in addition to wood pulp.

REFIBRA™ fibers are identifiable in products due to the special technology designed to confirm fiber origin.

Supersoft | Comfortable | Inhibits bacterial growth

Focus on driving profitable growth GHCL

- Modular, phase-wise capex to give sustained volume growth \succ
- Emphasis on high efficiency in operations \succ
- \geq

- Continuing to drive \geq performance in spinning. Valueadded products to be in focus
- With sustainability \succ and innovation as core planks, home textiles to chart margin expansion





Awards & Recognitions



Referred as **Great Place to work** in three consecutive years of participation

Amongst top 25 ranking for manufacturing industry



Awarded trio of Golden Peacock awards for Corporate Governance, Corporate social responsibility and National Quality













About Us

GHCL Limited was incorporated on 14th of October 1983. The company has established itself as a well-diversified group with an ascertained footprint in chemicals, textiles and consumer products segment. In chemicals, the company mainly manufactures Soda Ash (Anhydrous Sodium Carbonate) that is a major raw material for detergents & glass industries and Sodium Bicarbonate (baking soda). Its textiles operations is an integrated set up which commences right from spinning of fiber (yarn), weaving, dyeing, printing till the finished products, like sheets & duvets, take shape which are primarily exported worldwide. GHCL's Home Textiles products are predominantly exported worldwide to countries like United Kingdom, United States of America, Australia, Canada, Germany and other European Union countries as well. Consumer Products operation is another business for GHCL where it is a leader in manufacturing and selling edible salt, industrial grade salt and jujube honey in the country under the brand name of I-Flo.

At GHCL Ltd., sustainability is a core element of the business strategy as defined under the aegis of 'GHCL Way' which has four pillars i.e. Responsible Stewardship, Social Inclusiveness, Promoting Relationship and Adding Value. GHCL is committed to working closely with all stakeholders at various plant locations for promoting the agenda of sustainability underpin on GHCL Ltd. core values (Respect, Trust, Ownership and Integrated Team work).

Contact Us:

Sunil Gupta / Abhishek Chaturvedi GHCL Limited Tel: +91 120 335 8000 Email: sgupta@ghcl.co.in abhishekchaturvedi@ghcl.co.in

Siddharth Rangnekar / Nishid Solanki CDR India Tel: +91 22 6645 1209 / 1221 Email: siddharth@cdr-india.com nishid@cdr-india.com



