

SCALABLE & SUSTAINABLE

Unique Zero Waste Company



Shree Pushkar Chemicals & Fertilisers Limited

Q1 FY22 Investor Presentation

Safe Harbour



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SOCIETY

ECO-FRIENDLY





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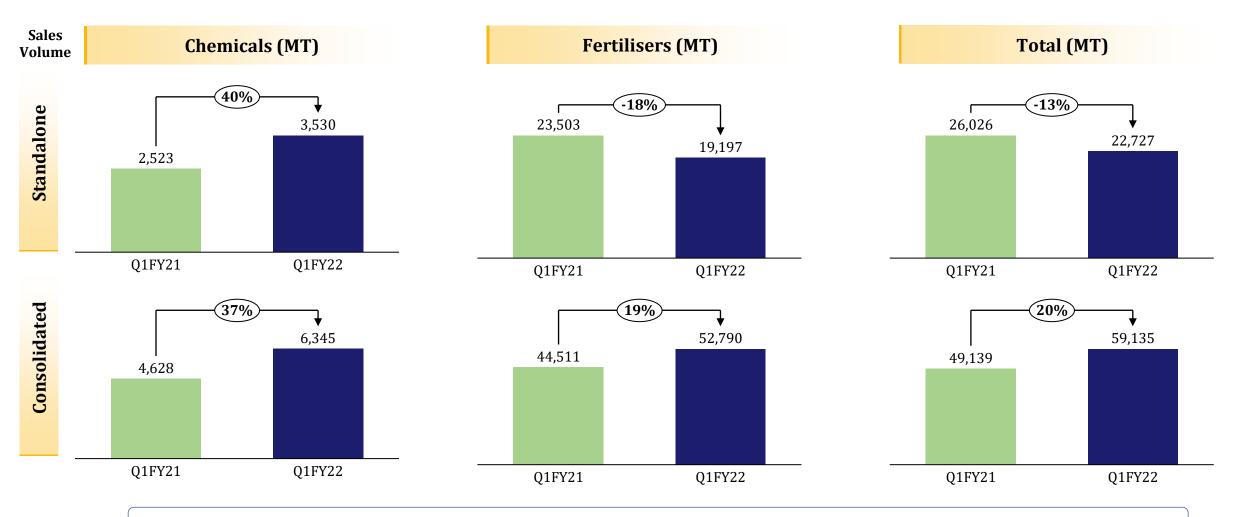
Financial Performance

Q1 FY22 Operational Highlights

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Total volume growth on consolidated levels stood at 20%

As the situation is inching towards normalization, we are optimistic of growth momentum going forward

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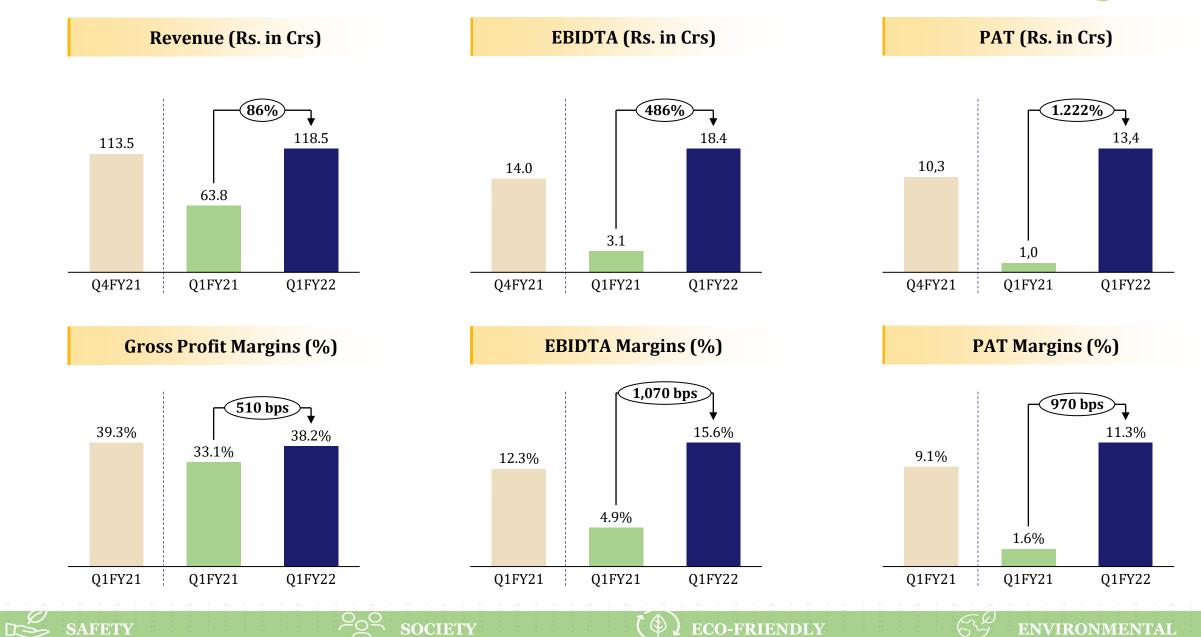


Q1 FY22 Consolidated Financial Highlights

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ENVIRONMENTAL

Q1 & FY22 Consolidated Profit & Loss Statement

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Profit & Loss Statement (Rs. Crs.)	Q1 FY22	Q1 FY21	Y-o-Y	Q4 FY21	Q-o-Q	FY21
Revenue from Operations	118.5	63.8	86%	113.5	4%	354.9
Cost of Materials Consumed	71.3	29.3		69.5		199.6
Changes in Inventories	1.9	13.4		-0.6		12.4
Gross Profit	45.3	21.1	114%	44.6	1%	142.9
GP %	38.2%	33.1%	510 bps	39.3%	-110 bps	40.3%
Employee Benefits Expense	7.2	4.9		8.9		27
Other Expenses	19.7	13.0		21.7		72.7
EBITDA	18.4	3.1	486%	14.0	32%	43.2
EBITDA %	15.6%	4.9%	1,070 bps	12.3%	320 bps	12.2%
Other Income	1.98	1.6		2		6.7
Depreciation and Amortisation Expense	3.5	2.8		3.6		12.6
EBIT	16.9	1.9		12.4		37.3
Finance Costs	0.8	0.6		0.2		1.5
РВТ	16.2	1.3	1185%	12.2	33%	35.8
Total Tax Expense	2.8	0.2		1.9		7.3
Profit for the year	13.4	1.0	1222%	10.3	30%	28.5
PAT %	11.3%	1.6%	970 bps	9.1%	220 bps	8.0%



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Historical Consolidated Profit & Loss Statement

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Profit & Loss Statement (Rs. Crs.)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Revenue from Operations	354.9	346.3	451.9	395.3	305.9
Cost of Materials Consumed	199.6	209.6	290.0	295.9	217.6
Changes in Inventories	12.4	4.8	12.6	-23.8	-5.4
Gross Profit	142.9	131.9	149.3	123.2	93.7
GP %	40.3%	38.1%	33.0%	31.2%	30.6%
Employee Benefits Expense	27.0	24.9	30.1	18.7	12.8
Other Expenses	72.7	56.7	52.1	43.3	29.1
EBITDA	43.2	50.3	67.1	61.2	51.9
EBITDA %	12.2%	14.5%	14.8%	15.5%	17.0%
Other Income	6.7	3.3	2.4	1.7	2.2
Depreciation and Amortisation Expense	12.6	11.5	10.0	7.8	5.5
EBIT	37.3	42.1	59.5	55.1	48.5
Finance Costs	1.5	2.1	3.7	2.9	2.5
PBT	35.9	40.0	55.8	52.2	46.0
Total Tax Expense	7.3	4.3	15.0	15.7	15.8
Profit for the year	28.5	35.7	40.8	36.5	30.2
PAT %	8.0%	10.3%	9.0%	9.2%	9.9%

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Historical Consolidated Balance Sheet



Equity & Liabilities (Rs. in Crs)	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Equity Share Capital	30.8	30.8	30.7	30.2	30.2
Other Equity	308.1	275.4	253.7	206.9	162.8
Total Equity	0.0	306.2	284.4	237.1	193.0
Financial Liabilities					
(i) Borrowings	8.4	3.8	7.4	2.7	0.5
(ii) Other Financial Liabilities	0.5	0.0	0.0		
Provisions	0.8	0.7	0.5	0.4	0.3
Deferred Tax Liabilities (Net)	19.8	17.7	19.6	13.7	10.6
Other Non-Current Liabilities	2.2	0.7	0.5	0.1	0.1
Total Non-Current Liabilities	31.7	22.9	28.0	17.0	11.5
Financial Liabilities					
(i) Borrowings	45.4	45.1	39.3	61.9	14.2
(ii) Trade payables	49.7	54.5	44.9	50.5	22.5
(iii) Other Financial Liabilities	3.7	3.2	0.4	0.4	1.5
Provisions	0.1	0.1	0.1	0.0	0.8
Current Tax Liabilities (Net)	2.0	1.3	5.9	10.0	7.7
Other Current Liabilities	14.4	4.1	5.3	2.8	8.7
Total Current Liabilities	115.2	108.3	95.9	125.6	55.4
Total Equity & Liabilities	485.9	437.4	408.3	379.7	259.9

Assets	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Property, Plant and Equipment	169.7	158.7	167.3	161.4	123.1
Capital Work-in-progress	81.1	51.9	10.5	3.4	0.0
Intangibles Assets under development	0.0	0.0	0.0	0.0	0.0
Goodwill	4.9	4.9	4.9	4.9	0.0
Financial Assets					
(i) Investments	65.4	59.1	0.1	0.5	0.1
(ii) Other Financial Assets	2.9	1.2	4.0	1.6	1.3
Other Non Current Assets	4.9	6.5	9.2	8.2	12.5
Total Non-Current Assets	328.9	282.3	195.9	180.0	136.9
Inventories	55.3	62.1	62.3	82.3	31.8
Financial Assets					
(i) Trade Receivable	76.9	76.7	98.3	86.0	61.0
(ii) Cash and Cash Equivalents	2.6	0.9	0.5	0.4	0.4
(iii) Bank Balances other than cash & cash equivalents	0.4	0.2	39.3	19.0	22.1
(iv) Loans	0.3	0.4	0.3	0.2	0.2
(v) Others	3.3	2.2	1.4	1.1	0.1
Other Current Assets	18.2	12.5	10.3	10.7	7.3
Total Current Assets	157.0	155.1	212.4	199.7	123.0
Total Assets	485.9	437.4	408.3	379.7	259.9

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Historical Abridged Cash Flow Statement

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Cash Flow Statement	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Cash Flow from Operating Activities					
Profit before Tax	35.9	40.0	55.8	52.2	46.0
Adjustment for Non-Operating Items	7.7	10.7	11.0	9.5	5.9
Operating Profit before Working Capital Changes	43.5	50.7	66.9	61.7	51.9
Changes in Working Capital	2.4	35.7	2.1	-56.1	-25.7
Cash Generated from Operations	45.9	86.4	69.0	5.6	26.2
Less: Direct Taxes paid	-4.7	-10.8	-13.2	-10.2	-8.7
Net Cash from Operating Activities	41.2	75.6	55.8	-4.7	17.5
Cash Flow from Investing Activities	-32.8	-60.9	-40.5	-49.9	-12.0
Cash Flow from Financing Activities	-6.7	-14.3	-15.2	54.6	-5.4
Net increase/ (decrease) in Cash & Cash equivalent	1.7	0.4	0.1	-0.0	0.1
Cash & Cash Equivalents at the beginning of the period	0.9	0.5	0.4	0.4	0.3
Cash & Cash equivalents at the end of the period	2.6	0.9	0.5	0.4	0.4

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Competitive Edge

Unique Positioning

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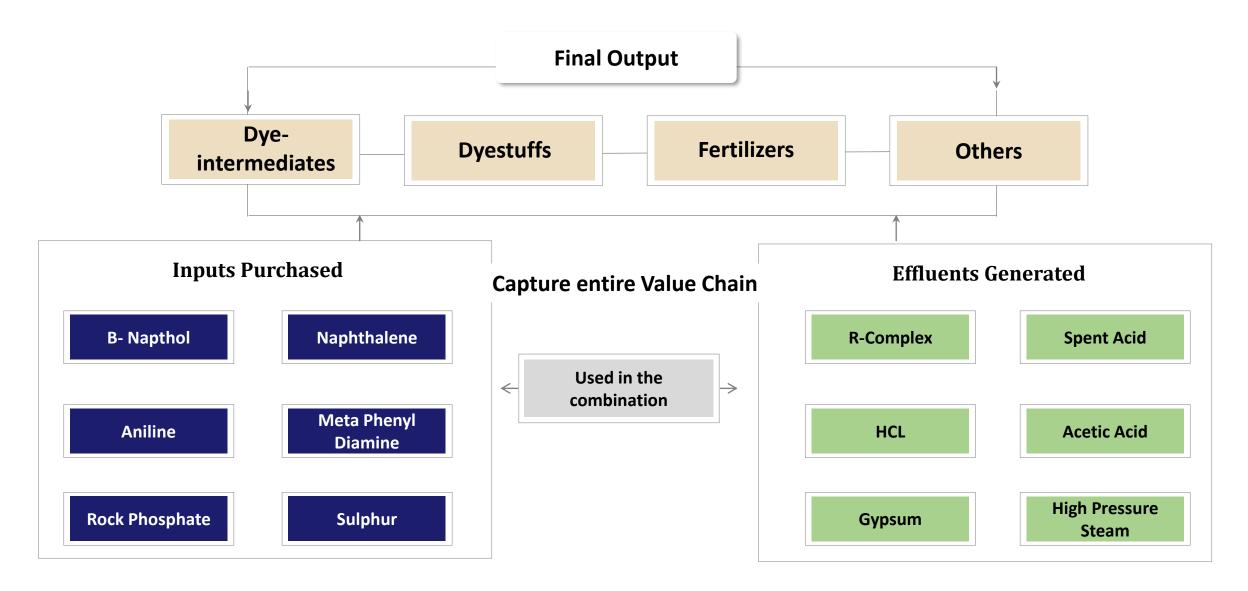


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SAFETY



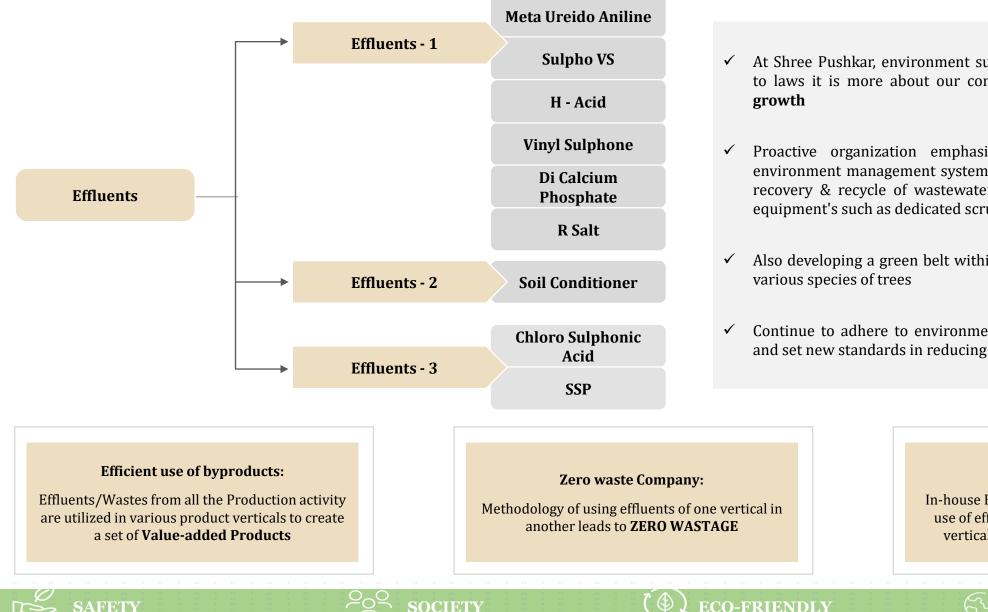


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Unique Zero Waste Company – A sustainable business model





- At Shree Pushkar, environment sustainability is not just compliance to laws it is more about our concern. As important as Business
- Proactive organization emphasized on investment to develop environment management systems, install effluent treatment plants, recovery & recycle of wastewater/ effluents through utilization of equipment's such as dedicated scrubbers, MEEs, ROs etc.
- Also developing a green belt within the factory premises by planting
- Continue to adhere to environment friendly manufacturing process and set new standards in reducing pollution

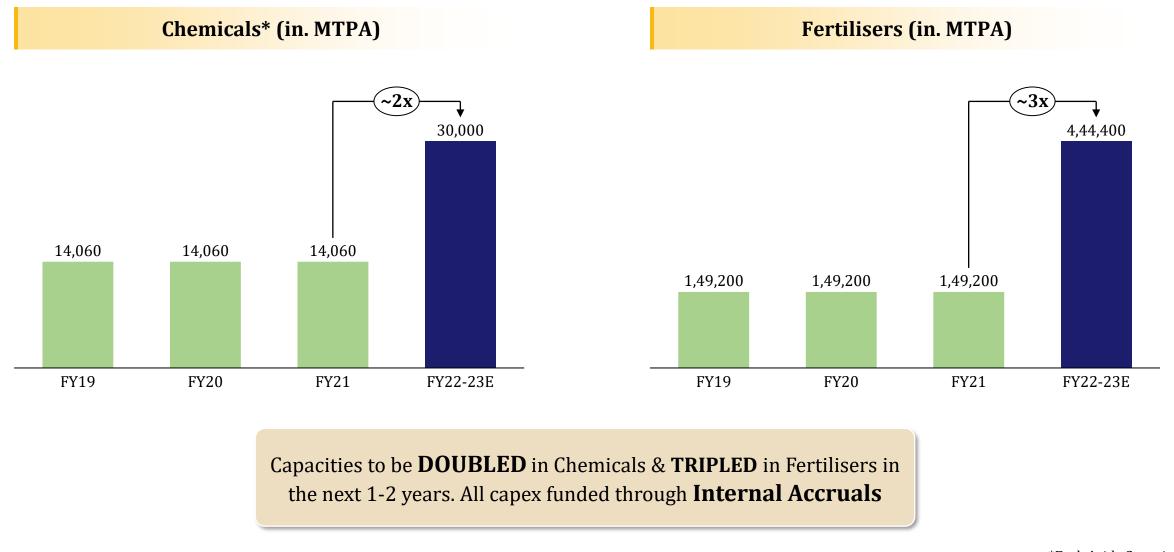
Cost Rationalization:

In-house Effluent Treatment Plan (ETP) for reuse of effluents/wastes from all the product verticals helps in minimal treatment cost

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Capacity Expansions





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*Excl. Acids Capacity



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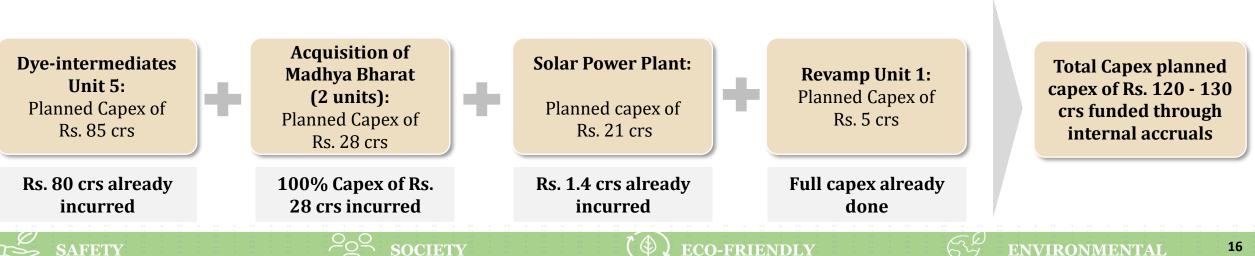
Capex funded through Internal Accruals...





Unit 5 & Madhya Bharat Plants Unit 1 & Unit 2

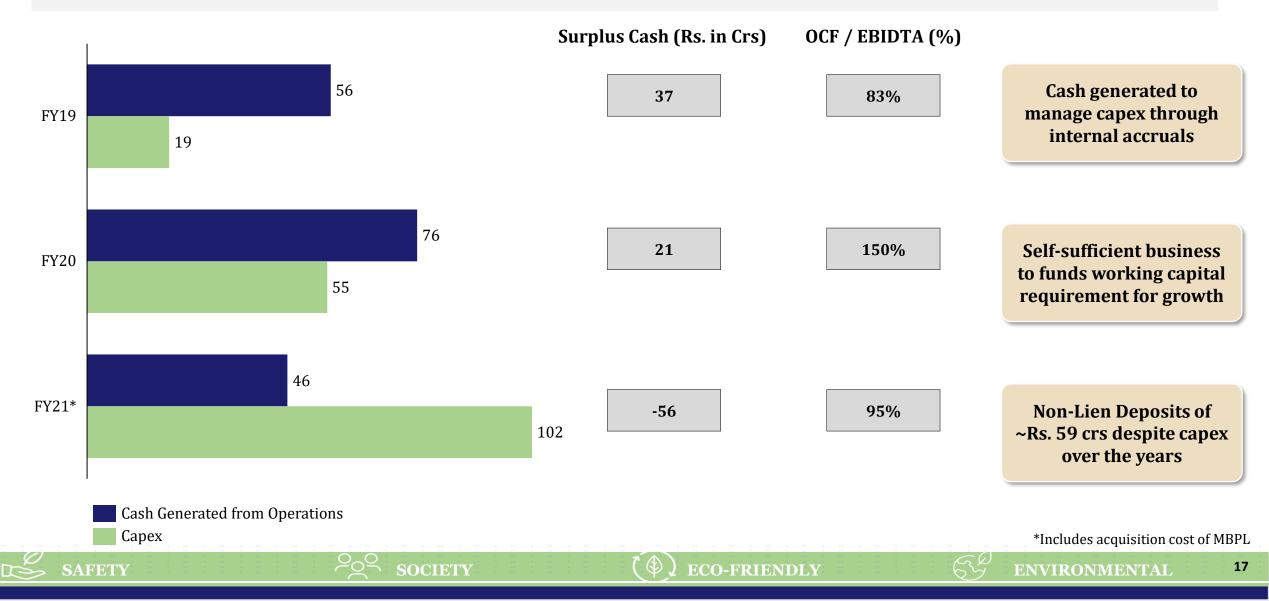
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...Alongside Generating Cash to Support Future Growth



Sufficient cash generated over the years to fund the capex requirements & growth of the business

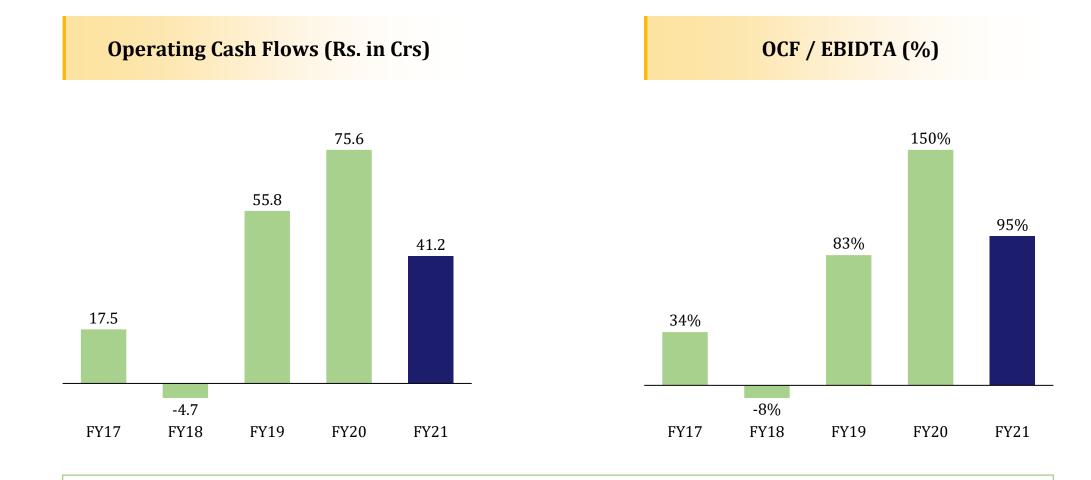


Strong Operating Cash Flows

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Sustainable cash flow from operations, self sufficient for any further growth opportunities

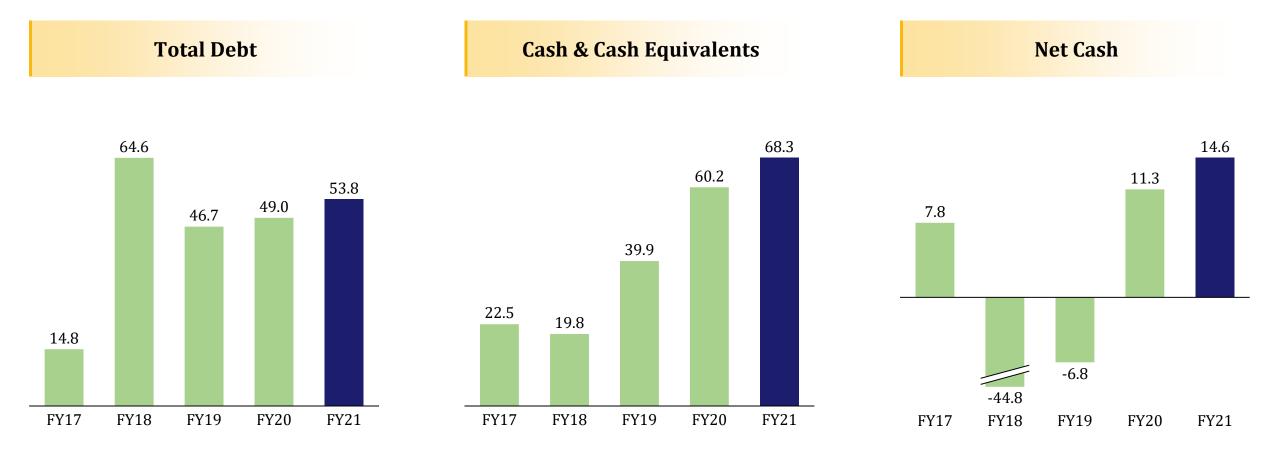
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Net Cash Company





Net cash company despite of continuous acquisitions and expansion over the years

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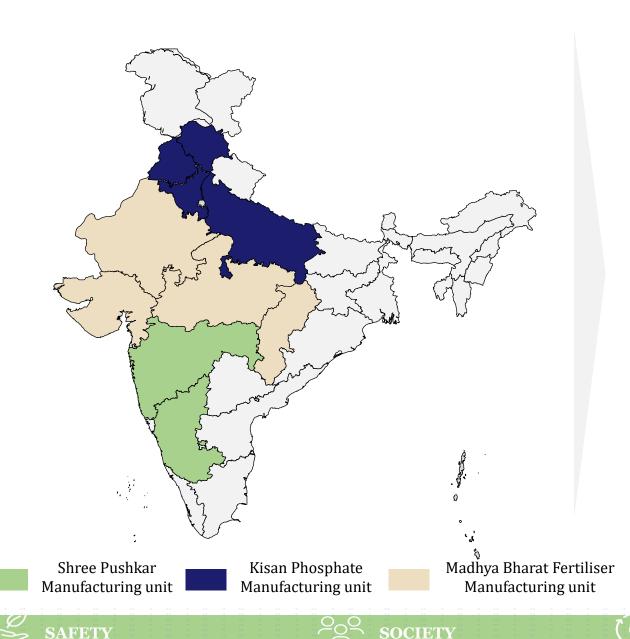
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Pan India Distribution





Presence in key states and near to major raw material suppliers

Multi-location Manufacturing facilities for efficient supplies

Near to End-use market -Customer's for fertilizers & crop protection from our 14 offices across India

Strategic located manufacturing units offering numerous logistics and management control advantages

Marketing through 600+ dealers of our own brand & our own distribution channels

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Diversified Product mix

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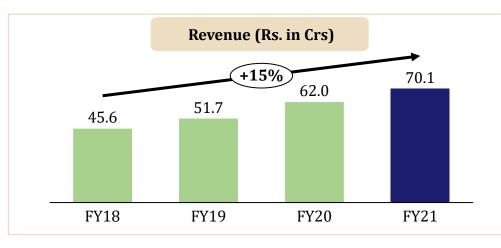
Dyestuff	Dye Intermediates	Fertilisers	Acid Complex	Animal Health & Nutrition
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Reactive BlackReactive Red,Reactive Yellow	 Gamma Acid K- Acid R-Salt Vinyl Sulphone Meta Ureido Aniline H- Acid 	 Single Super Phosphate (SSP) Soil Conditioner, Nitrogen Phosphorus Potassium (NPK), Sulphate Of Potash (SOP) 	 Sulphuric Acid Oleum Chloro Sulphonic Acid (CSA) 	 Di- Calcium Phosphate (DCP)
Used for Dying of Textile / Yarns commonly cellulosic material	Manufacturers of Synthetic Dyes	Agriculture	An acid reagent typically used for Sulphonation reaction	Used by Cattle & Poultry Feed manufacturers

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Turnaround of Acquisitions

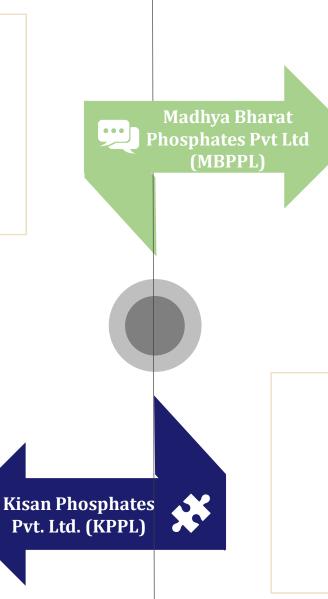


✤ Acquired 100% in 2018,

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- Engaged in the manufacturing of Single Super Phosphate in the state of Haryana, India
- With the acquisition, now has a strong foothold in India's most promising agriculture market, Punjab and Haryana. Further establishing "Shree Pushkar" brand across northern India.
- Also set up a new Sulphuric Acid Plant and Captive Power Plant in 2019 at the same site, this foray into backward integration was a turnaround moment for KPPL as it propelled the company towards sustainable functioning.

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- ✤ Acquired 100% in 2020
- Engaged in the manufacturing of Single Super Phosphate
- Acquisition was primarily done to grow and strengthen the "Shree Pushkar" brand in one of India's largest fertilisers market – Madhya Pradesh.
- Post takeover of MBPPL in 2020, SPCFL has become one of India's Largest SSP Manufacturer
- Has two manufacturing units located in Madhya Pradesh, both these units are strategically located not just to serve Madhya Pradesh but all of central India

Revamp & started operations of MBPPL despite Covid-19 pandemic and clocked in revenue of Rs. 31 crs for FY21. Anticipating high growth from this subsidiary going forward



ESG Initiatives

Environmental, Social & Governance

CHEMICALS & FERTILISERS LTD.

Company reduced **11%** of energy consumption over the last 5 years Company reduced **15%** of coal consumption over the last 5 years

Renewable energy – **5.2 MW** solar plant project is under execution

Water usage reduction – **17%** over the past 5 years

5 to 6 Audits done by the authorized Pollution Board in a year, with no major discrepancies

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ZERO Litigations faced by the company on account of deforestation or any major degradation of environmental metrics over the past five years

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Carbon/ Green House Gas emissions reduction by **7%**

Reduction of Plastic Packaging

Only 4 Injury/accidental/fatality rate for the company across the last five years

*Data collated for the last 5 years



Environmental, Social & Governance



An Initiative towards Conservation of Resource



Reduction in Energy Consumption

- Installed a captive power plant based on 'Waste Heat Recovery System.'. Under the waste heat recovery system, energy is recovered as a by-product & further re-used in generation of steam & then to power.
- Planned capex to set up two Solar Power Plants (total capacity of 5.2 MW DC) in District Nashik under "Open Access Working" Scheme. This will provide energy to Unit 1 (2.60 MW on DC) & Unit 5 (2.60 MW on DC)

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- Substandard acidic effluents byproduct is used in manufacturing of Animal & Health Nutrition Product which is conforming to the ISI Specification & is approved by NDDB (National Dairy Development Board)
- Waste water is used for production of animal health & nutrition products, used as raw material for other products (H-acid) & rest is treated & discharged as per the permissible limits to CETP

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Reduction in Plastic Consumption

- Currently packs its finished product in HDPE Bags
- We have already stopped usage of BOPP bags
- We are planning to shift to bags which are bio-degradable & Decomposable in nature.

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Hazardous/Toxic Waste Management

- The company produces Gypsum as its solid waste product which is further used in making a fertilizer product called Soil Conditioner by adding magnesium & sold as secondary fertilizers.
- The Gaseous waste SO2 is collected, scrubbed with water & soda ash (Alkaline) which is then turned into Sodium Bi Sulphite Solution and used as raw material for other plants

ZDHC & Blue-Sign Certified with environmental care being priority for the organization

Environmental, Social & Governance





Provides Maternity leaves, Group Insurance, PF system & Gratuity Schemes

Holds regular fire drills & safety drills for the employees & laborer's of the factory. provision for first aid on every site, & people are trained in case of an emergency

The site also has an on call doctor & conducts regular Health Check-ups. The company has an ambulance readily available in case of emergency 24x7 at its site

Safety is the company's priority. The company also encourages Disaster Management Seminars & is in the process of developing a Disaster Management Team to handle such incidents

Employee Safety Monitoring

COVID -19 Learning Portal to aid employers/workers get updates about COVID -19 related resources



Made compulsory to wear a protective mask at all times in the premises. Ensures Temperature checks, Sanitisation & Social Distancing adequately across all its sites

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Provides free testing & vaccination drives for its employees amidst the pandemic. The company also supports employees who test positive with quarantine facilities

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In the wake of the ongoing pandemic, the company has been encouraging work from home for majority of its employees. The company also ensures that employees are paid in full & on time.



CSR Initiatives

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SHREE PUSHKAR FOUNDATION

SHREE PUSHKAR FOUNDATION ("the Foundation") registered under the Bombay Public Trusts Act, 1950 and was established in 2019 with a vision to boosting our CSR initiatives

Company undertakes various initiatives such as education for under privileged, health and sanitation, promoting and upliftment of cultural values, arts etc.

Believe in creating equal opportunities for the underprivileged and differently abled members of the society

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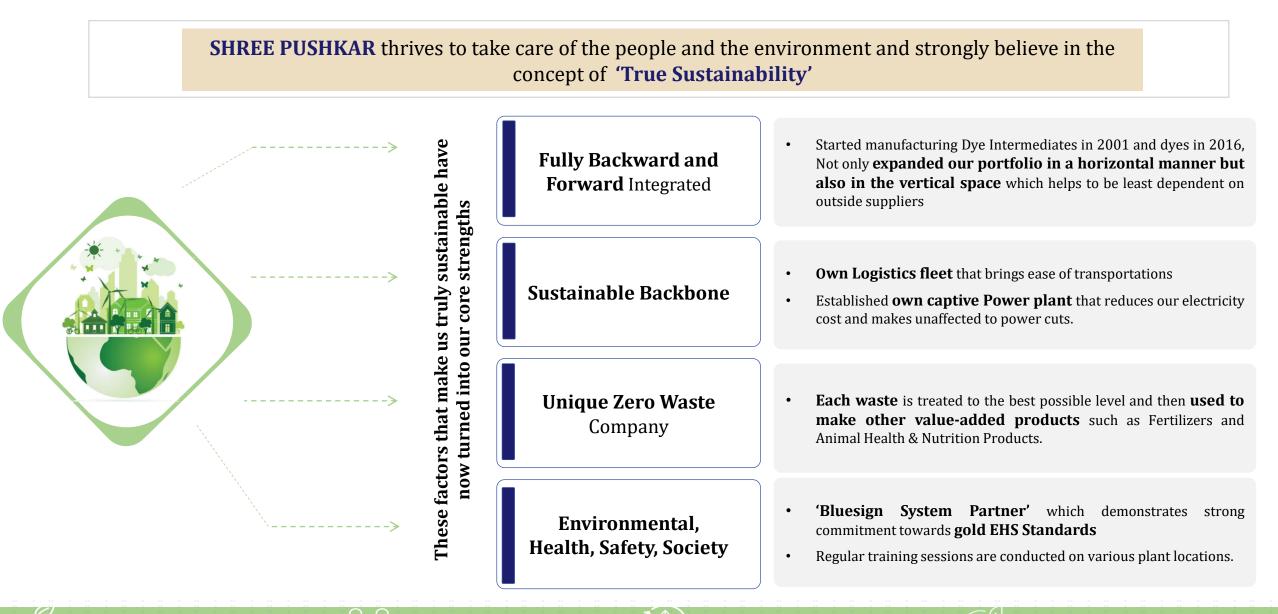
Company Overview

Shree Pushkar Chemicals & Fertilisers at a Glance

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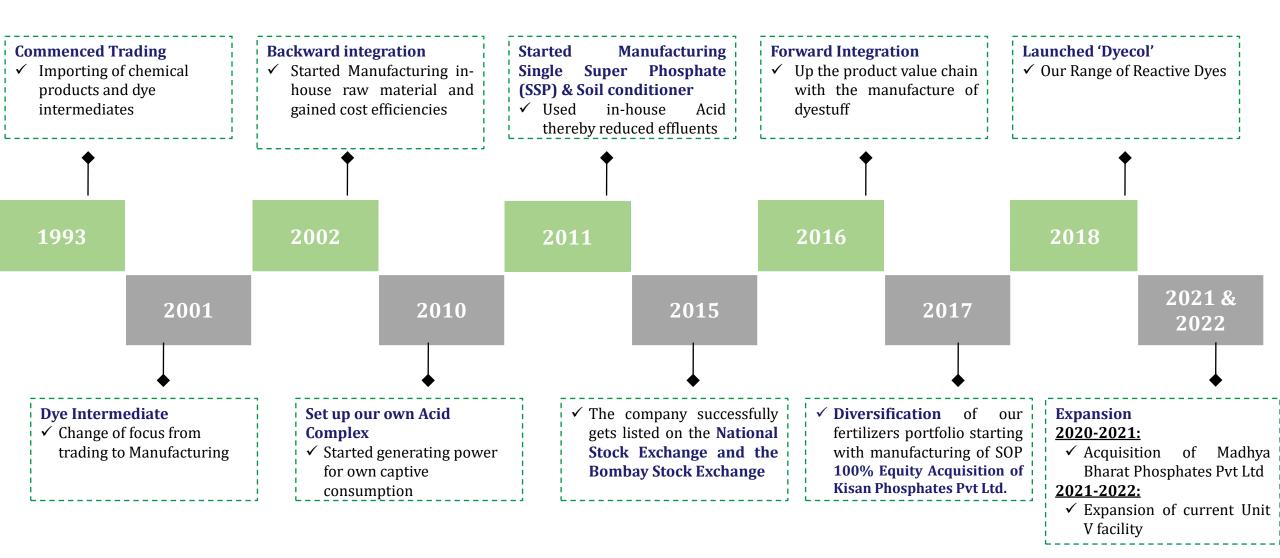


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Journey so far

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Chemical Business



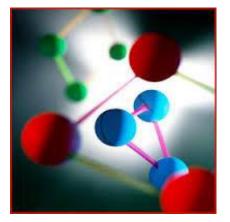


Acid Complex

Compound capable of **neutralizing alkalis**

- Active acid reagent typically used for Sulphonation reaction
- Sulphuric Acid, Oleum and Chloro Sulphonic Acid (CSA)
- More captively consumed, only sulphur quantities and sold in the market

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Dye Intermediates

Single product in 2001 to over 10 products now

- Wide portfolio under one roof like H-Acid, VS, K-Acid, Gamma Acid, R Salt, among others
- **Capacities are fungible** to a certain degree across products
- Produced on basis of global demand and captive requirements
- Planned capex of Rs. 75 crs for expanding capacities to ~22,000 MTPA from current ~9,000 MTPA by FY22.

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Own established brand of **Reactive Dyes**

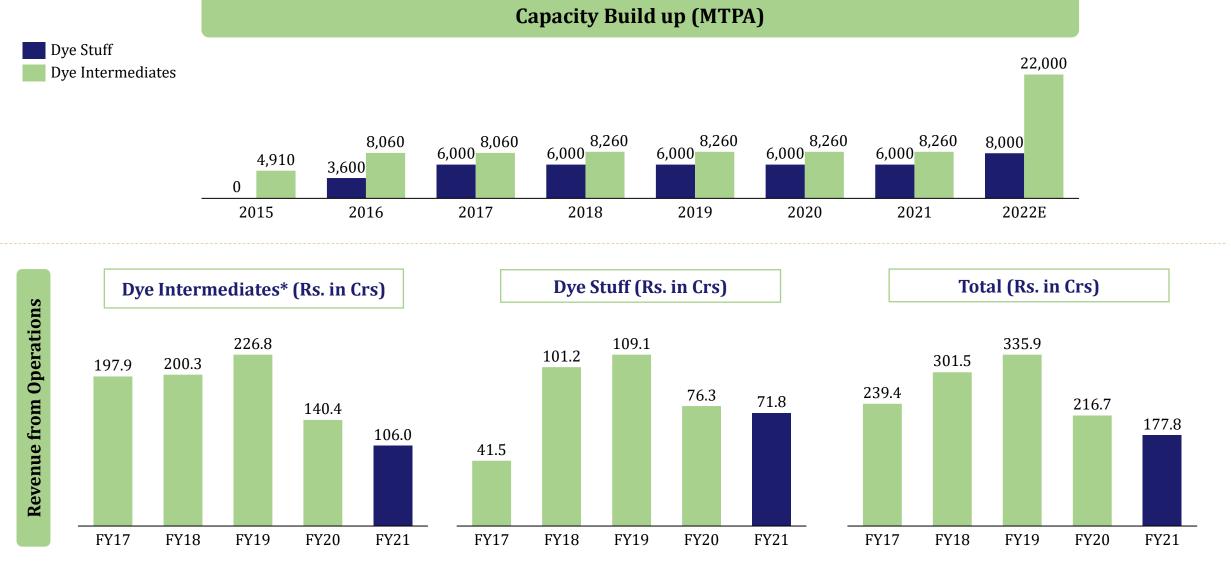
- One of the **leading manufacturer of reactive dyes** primarily used for dyeing textiles, for cellulosic fibers like cotton / flex & wool.
- Our reactive dyes **uses less Water & Energy** and decreases the processing skills in comparison to conventional dyes industry.
- Product range certified from "GOTS" and enjoy the privileged status of being a Government recognized "Export House" from the last 15 Years
- "BLUE SIGN" System Partner and a "ZDHC" Contributor
- Capacity of 6,000 MTPA

Chemical Business

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Fertiliser Business

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Among the Top 5 manufacturer of SSP in India

- Portfolio consists of more than 15 types of different grades of Fertilizers
- Own distribution and dealership network mainly in the states of Haryana, Punjab, Rajasthan, Uttar Pradesh, Himachal Pradesh, Uttarakhand, Maharashtra, Karnataka, and Goa
- Single Super Phosphate (SSP) is a straight phosphatic multi-nutrient fertilizer and manufacture fortified SSP in two different types
 - 1. Zincated (Granular and Powder)
 - 2. Boronated (Granular and Powder)
- PUSHKAR[™] Sulphate of Potash (SOP) is a product that provides Potash and Sulphur as nutrients. One of the major benefits of SOP as a fertilizer is that it is completely water soluble and can be easily administered to plants through soil or foliar spray
- PUSHKAR[™] NPK consists of 18 % Nitrogen, 18% Phosphorus & 10% Potassium. It enhances the health of the plant and uniforms plant growth, so the crop gets ready for harvest at once

- Product used as an additive for the feed given to livestock and domestic fowls as supplementary to their requirement of phosphorus and calcium
- Prevents Osteomalacia and Rickets in the livestock and fowls

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World class Manufacturing facilities



Strategically Located Manufacturing Plants...

Unit 1: Acids, Dye Intermediates & Animal Health & Nutrition



Unit 2: Fertilizers SSP, NPK & Soil Conditioners



Unit 3: Reactive Dyes & Dye Intermediates



Unit 4: Fertilizers SOP & Calcium Chloride



Unit 5: Dye Intermediaries & Animal Health & Nutrition



Kisan Phosphates, Haryana: Fertilisers Plant



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Madhya Bharat Unit 1, Madhya Pradesh: Fertilisers



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Madhya Bharat Unit 2, Madhya Pradesh: Fertilisers



...for catering growing markets



R&D Breakthroughs





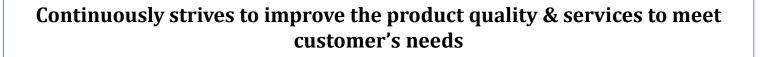
SAFETY

- Fully integrated, research based, innovative chemical and fertilizers manufacturing Company having our own Research and Development team working relentlessly towards product development
- Strong **R&D team** who strive to make all the difference with their specialized skills and dedication. The activities at our R&D comprises of Chemical and analytical research and development





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Well balanced forward & backward integrated plant

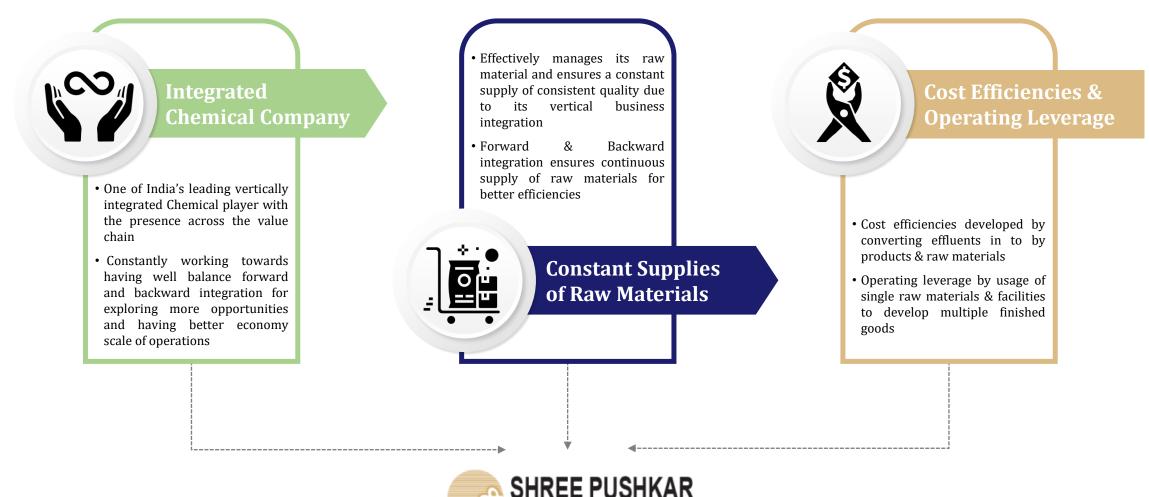
Society

SAFETY



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ENVIRONMENTAL



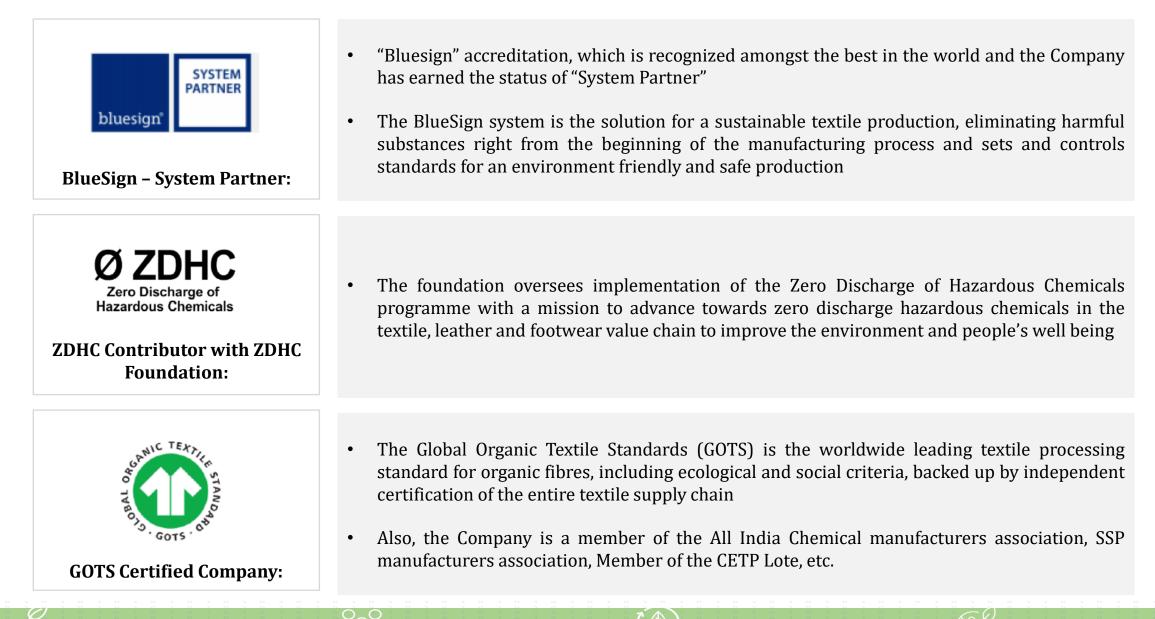


ECO-FRIENDLY

Certifications

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SOCIETY

ENVIRONMENTAL

Experienced Board of Directors





- Holds a Bachelor's degree in Commerce from Mumbai University and has more than 2 decades of experience in the chemical industry and specializes in the sector of dyes, dye intermediates and fertilizers
- · He is the guiding force behind the strategic decisions of our Company and has been instrumental in planning and formulating the overall business strategy and developing business relations for our Company

Mr. Punit Makharia Chairman & Managing Director

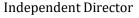


 He holds a Bachelor's degree in Science from Karnataka University, a Bachelor's degree in Law from University of Mumbai and a Diploma in Marketing and Advertising from Rajendra Prasad College of Mass Communications & Media.

SOCIETY

 He is an associate member of The Indian Institute of Bankers and has more than 4 decades of experience in the financial services industry particularly commercial banking, manufacturing industry and realty industry

Mr. Ramakant Navak





Mr. Satpal Kumar Arora Independent Director

- He holds CAIIB (Both Parts) Indian Institute of Bankers along with he has also completed M.com CS, CMA, LLB, Insolvency Professional etc. He is Managing Committee Member of PHD Chamber Of Commerce.
- He has over 35 years of experience in the field of corporate industry as a Director, Company Secretary, Headed Internal Audit, Corporate Advisory Department and Vigilance Department, Project financing, loan restructuring etc. also handled BIFR cases and litigation matters.



Mrs. Ranjana Makharia

Non-Executive Director •



University and Master's degree in Business Administration from Manchester Business School, University of Manchester, United Kingdom • He has more than 16 years of experience in the chemical industry and specialises in the sector of dyes, dye intermediates and fertilizers.

of corporate policy and strategies.

Mr. Gautam Makharia **Joint Managing Director**



• He holds a Bachelor's degree in Commerce from University of Bombay and law graduate from University of Bombay.

He holds a Bachelor's degree in Electronics and Telecommunications from Mumbai

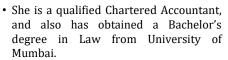
• He is responsible for the production and quality control and assists in formulation

- He is a fellow member of the Institute of Company Secretaries of India.
- · He has about four decades of experience in the field of corporate compliance and secretarial practice.
- Mr. Dinesh Modi Independent Director
- She is one of promoters of the Company and has joined our Company on 10th February 2017 as Women Director.
- She holds Bachelor Degree in Arts (Economics) from Mumbai University and an advance degree in practicing Emotional freedom technique (EFT) and is a certified Clinical Hypnotherapist.
- She is a very good CSR activist in the field of Education and EFT to below poverty lines since last 15 years and will be assets to the Company in the field of human resources purpose.

ECO-FRIENDLY



Mrs. Barkharani Choudhary Independent Director



• She has overall experience of more than 7 years in area of Direct Tax Compliances, Statutory and Tax Audits, Indirect Tax Compliances, Report on Financial Position and Structuring of **Bodies** Corporate

SAFETY

Key Management Team





Mr. Punit Makharia Chairman & Managing Director

First generation entrepreneur, holds a Bachelors in Commerce with a rich business experience of over 2 decades in dealing with chemical and dyes intermediates



Mr. Gautam Makharia Jt. Managing Director

BE in Electronics and MBA from Manchester Business School, more than 16 years of experience in the chemical industry and specialises in the sector of dyes, dye intermediates and fertilizers.



Mr. Deepak Beriwala CFO

Chartered Accountant & Company Secretary with total experience of over 6 years in finance, Accountancy & taxation



Mr. Dilip Shah GM – Export Import

Has 28 years of experience in the field of Import and Export



Mr. R Purohit GM Marketing-Fertilizer

20+ years of experience in strategic planning, marketing/ business development



Mr. Rajkumar Sahani VP - Projects

Chemical Engineer with over 43 years of experience in setting up various chemical plants and has worked with R.C. Fertilisers Private Limited

SAFETY



Mr. M Kavadia GM of Unit I

Over 29 years of experience in the field of dyes, chemicals and fertilisers

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SOCIETY



Mr. R M Tiwari GM of Unit II

30 years of experience in manufacturing of fertilizers



Mr. Dolekar GM of Unit III

With an B. Tech in Dyes & Pigments, he has over 20+ years of experience in the manufacture of Dyes

ECO-FRIENDLY



Dr. N. N. Mahapatra Business Head - Dyes

35 years of experience in textile industries in India and abroad. Previously worked with big textile houses like Birla's, Reliance, Raymond (Kenya) & Churchgate Group (Nigeria)

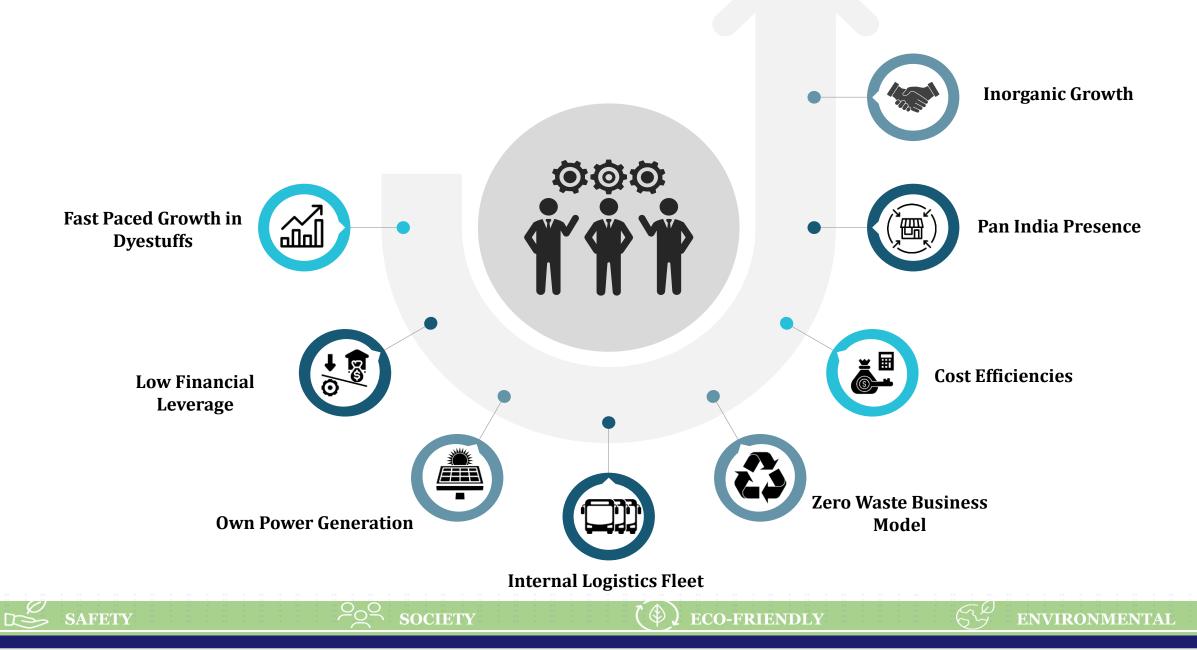


Mr. Nitesh Pangle Company Secretary

An associate member of the Institute of Company Secretaries of India and Bachelor of Commerce. Experience of more than 3 years in Secretarial Compliance functions

Our Core Strengths: Our Expertise





Thank You

