



# Punjab Alkalies & Chemicals Limited

Regd. Office : S.C.O. 125-127, Sector 17-B, Chandigarh - 160017 INDIA)

Phone : 0172-4072508-569, E-mail : info@punjabalkalies.com

CIN : L24119CH1975PLC003607, Website : www.punjabalkalies.com



PACL:SEC:2022:1734

06.07.2022

BSE Limited,  
1st Floor, New Trading Ring,  
Rotunda Building, P.J. Towers,  
Dalal Street, Fort,  
**MUMBAI- 400 001**

**Scrip Code : 506852**

**Subject:- Company's Investor Presentation**

Dear Sir,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to enclose the Investor Presentation of the Company.

Kindly take the same on record and inform all your constituents accordingly.

Thanking you,

Yours faithfully,  
For PUNJAB ALKALIES & CHEMICALS LIMITED

  
SUGANDHA KUKREJA  
Company Secretary & Compliance Officer



**pacl**

**Punjab Alkalies & Chemicals Ltd.**  
(BSE: 506852)

**Investor Presentation**  
**July 2022**

CAUSTIC  
SODA LYE

SODIUM  
HYPOCHLORITE

HYDROGEN  
GAS

LIQUID  
CHLORINE

HYDROCHLORIC  
ACID

- 
- **PACL Overview**
  - **Investment Case**
  - **Q4 & FY22 Performance Highlights**
  - **Management Perspective**
  - **Financial Performance Trends**



# PACL Overview

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1975

Incorporated

Chemical  
Manufacturer

Sector

500 TPD

Installed Capacity  
(Two Manufacturing Plants)

340+

Employees

Rs. 4,692 Mn

FY22 Revenue



Experience of over four decades in chemicals manufacturing



Diversified clientele base across India with capacity expansion planned in phases



PACL is largest producer of Caustic Soda in Northern India and presently running two Units based on membrane cell technology



Key main product is Caustic Soda Lye with by-products of Hydrochloric Acid, Liquid Chlorine, Sodium Hypochlorite and Hydrogen gas

# Journey So Far

Commenced operations with installed capacity of **37,059 TPA of Caustic Soda** and **16,500 TPA of Liquid Chlorine**

Installed capacity of Caustic Soda Lye and Liquid Chlorine **increased to 41,152 TPA and 29,700 TPA**, respectively

100 TPD grassroots plant based on the HOECHST - UHDE Membrane Cell Technology was commissioned (now Unit-II) Installed capacity of Caustic Soda Lye increased to **83,820 TPA** and Chlorine to **52,800 TPA**, respectively

Conversion of Existing 200 TPD Membrane Cell Plant (Unit-II) **from generation 3 to new 6th generation Membrane Cell Plant**

Manufacturing capacity expanded from **300 TPD to 500 TPD**

1984

1988

1991

1992

1995

1998

2019

2020

2022

Changeover from Graphite Anodes to Dimensionally Stable Metal Anodes and installed Anode Control and Protection Device

Installed capacity of Caustic Soda Lye increased to **50,820 TPA**

Conversion of existing **170 TPD Mercury Cell Plant to 200 TPD Membrane Cell Plant** (now Unit-II)

**Completion of divestment** by the Punjab State Industrial Development Corporation Ltd and appointment of new management

# Important Turnaround Initiatives by new Management



## Manufacturing Capacity

- Increase in Installed Capacity from 300 TPD to 500 TPD in FY22
- Capacity Utilization levels increased from 85% in FY21 to 117% in FY22



## Cost Optimization Measures

- Streamlining of Employee expenses through deputation and retirement of 20 to 25 employees in a year
- Reducing transportation cost by using Railways as a mode of transportation for salt and transportation of finished goods by its own tankers & trucks also



## Further plans for cost rationalization and expected benefits for the company

- Increasing production leading to reduction in fixed cost
- Implementing modifications in plant to reduce cost of production



## Capital Expenditure Plans

- Commissioning of SBP plant
- Commissioning of Caustic Flaker plant
- Aluminium Chloride Manufacturing
- Captive power plant
- Paracetamol API Manufacturing
- **Strategic Investments**
- Acquisition of Flow Tech



## New Products to be Launched

- Caustic Flakes
- Stable Bleaching Powder
- Aluminium Chloride

# Acquisition of Flow Tech Chemicals

## Transaction Details

PACL has completed purchase of 49% stake in Flow Tech Chemicals Private Limited, a related party, as on 30th June, 2022

Cash Consideration  
Rs. **530 million**

### Flow Tech Chemicals

Engaged primarily in the manufacturing of chlorinated paraffin (CP) (a widely used plasticiser) and hydrochloric acid. Flowtech is one of the major customer of chlorine from PACL therefore PACL is highly dependent on Flowtech for disposal of chlorine and continuity of its operations

## Board and Shareholder Approval

Approval received to acquire upto 100% stake through EOGM held on 30.06.2021

Transaction to complete 100% acquisition is expected to be closed by December 2022

Post transaction, Flowtech will be reclassified as Wholly Owned Subsidiary of PACL

## Rationale

- Will result in higher chlorine consumption, essential to ramp up overall caustic production
- Enhanced control and optimization of manufacturing process
- Lower transportation Cost and turnaround times due to location proximity
- Incremental Revenue Growth



## Nationwide Clientele

Manufacturing unit located strategically providing easy and **cost-effective access to markets**

## Cost Efficiency

Increasing the production level to **decrease fixed cost, rationalization of manpower expenses** and setting up Captive 35 MW **Power Plant**

## Inhouse Chlorine Consumption

Chlorine is a bottleneck for most of caustic industries to increase production but **PACL is using most of the chlorine inhouse due to long experience of promoter in chlorine consumption**

## Strategic Location

- Closer proximity to Bhakra Nangal Dam, **provides uninterrupted power supply** - a crucial production input
- **Direct water pipeline in plant from Sutlej river** due to which water-based units can be further added

## Capacity Expansion

**Added additional capacity of 200 TPD during FY22** and in process of further operational efficiency improvement and capacity expansion in a phased manner

# Competitive Strengths: Efficient Manufacturing Process



- **One of the few Caustic soda manufacturer having substantial downstream utilization of Chlorine**
- Ensuring higher operational efficiency and better capacity utilization and providing competitive advantage



- **Existing MOEF Clearance for 800 TPD Caustic plant and 75MW Power Plant**
- Prior clearance provides ability to quickly expand production levels, when required

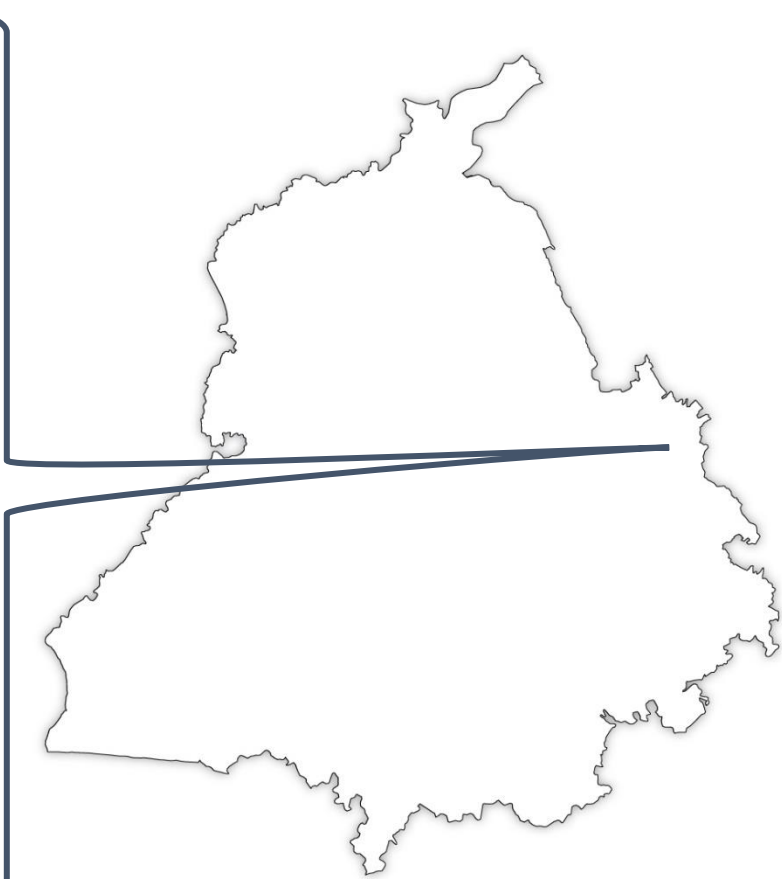


- **Strategic location and reducing power cost with installation of Captive Power Plant**
- Closer proximity to Bhakra Nangal Dam, provides uninterrupted power supply - a crucial production input
- Setting up a Captive Coal based Power Plant of 35 MW capacity, for better cost efficiency
- Direct water pipeline in plant from Sutlej river due to which water-based units can be further added



- **Presence of inplant railway line**
- Cost effective transportation mode with potential to expand and manage many other raw materials and final products

# Manufacturing Units and Production Excellence

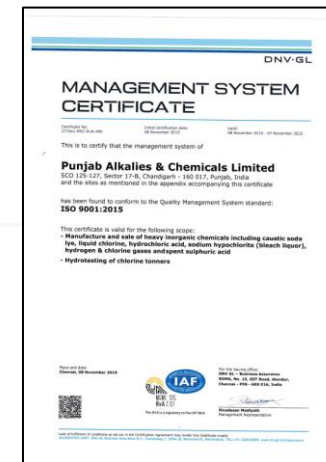
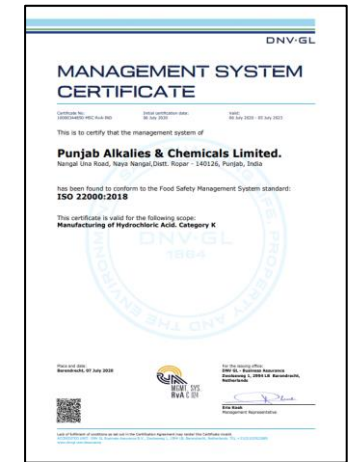


**Two manufacturing units:**  
**Location:** Ropar, Punjab (India)

Combined Manufacturing capacity of 165,000 TPA of Caustic Soda

**Punjab, India**  
(Map not to scale)

**Conferred with National & State Awards In recognition of its stellar performance and efforts in the field of Energy Conservation, Safety & Productivity**





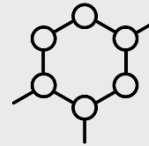
## CAUSTIC SODA LYE

- Paper & Paper Pulp
- Soap & Detergents
- Textile, Dye Stuff Industry
- Aluminum Industry
- Fertilizers and Refineries
- Viscose & Rayon etc.
- Water Demineralization



## LIQUID CHLORINE

- Water Treatment Plants
- Paper Manufacturing
- Stable Bleaching Powder
- CPW & PVC
- Chloromethanes and other Chlor-organic chemicals



## HYDROCHLORIC ACID

- Water Demineralization in Power & Fertilizer plants
- Metal Pickling
- Preparation of various metal chloride etc.



## SODIUM HYPOCHLORITE

- Textile Bleaching
- Laundry Trade
- Dis-infection of Drinking Water etc.



## HYDROGEN GAS

- Hydrogenation of Vegetable Oils
- Optical Fibre Units
- As a coolant in Power Plants
- As a Fuel

# Board of Directors: Diversified Experience



**Mr. Sukhbir Singh Dahiya**

*(Chairman)*

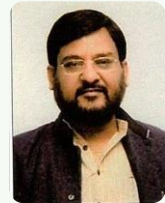
An industry though leader with experience of over 31 years including 16 years in chemical Industry. He holds Diploma in Civil Engineering from Haryana State Board of Technical Education



**Mr. Naveen Chopra**

*(Managing Director)*

Extensive experience in chemical industry spanning over 30 years. Holds a Degree in Bachelor of Engineering (Chemical) and has done MBA from Panjab University



**Mr. Ashok Goyal**

*(Independent Director)*

Has experience of 29 years in General Administration and has completed Post-Graduation in Economics from Panjab University. Has served as a member of Senate of University & Syndicate, Panjab University.



**Mr. Tilak Raj Bajalia**

*(Independent Director)*

A banking veteran with over 39 years of experience. Appointed as Deputy Managing Director of SIDBI and associated with multiple companies and regulators in different capacities. An Economics Graduate with Professional Degree from ICWAI and CAIIB



**Mrs. Teesta Sandhu**

*(Independent Director)*

17 years of experience which includes working with the Hotel Industry, Airlines, Forest Essentials and Ethos Pvt. Ltd. Has done MBA with specialization in HR and Marketing.



**Mr. Kuldip Singh Suhag**

*(Independent Director)*

He has done Bachelor of Engineering (Civil Engineering) and has an experience of about 42 years in Civil Engineering, associated with CPWD, Haryana PWD currently working as a consultant in National Highway Authority of India



**Mr. Jagbir Singh Ahlawat**

*(Director)*

He has diverse experience of over 31 years, including 18 years in Chemical Industry. Holds a Diploma in Civil Engineering from Haryana State Board of Technical Education and AMIE (Civil) from The Institution of Engineers (India)



**Mr. Jatin Dahiya**

*(Executive Director)*

Experience of 4 years in the chemical industry. Holds a Degree in Bachelor of Engineering from Delhi University and Masters in Management from Duke University (US)

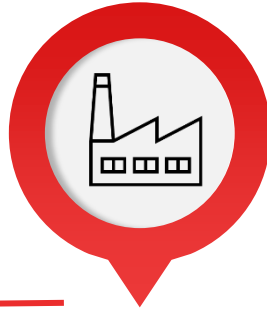
Experienced team of management committed to strengthen business offerings and driving future growth

Caustic Soda demand is expected to continue, and prices may stabilize at current levels amidst the ongoing rising global energy price environment



## **Global Market Outlook**

- Caustic Soda demand recovered across all segments
- Demand/supply is less than pre-CoVID levels due to high energy prices
- Global Caustic Soda market expected to reach 87.3 million metric tons by 2027



## **Indian Market**

- 32 active Chlor-Alkali Units in India
- Main products of Chlor-Alkali industry are basic raw materials for other industries like Caustic Soda - used in Alumina, Paper & Pulp, Soap, Textiles, Detergents, pharmaceuticals industries etc



## **Business Cycle & Growth**

- Growth of industry is largely correlated to GDP growth of the country
- Indian economy continues to grow with strong fundamentals



## **Price & Raw Material Dynamics**

- Prices of Caustic Soda are influenced by international prices as well as domestic demand supply factors
- Chlor-Alkali Industry is power-intensive industry
- PACL's power costs account for about 60% of its total cost of production

# Investment Case

*PACL to Deliver Accelerated Growth...*


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# 1. Government Disinvestment

**PACL was divested by Punjab State Industrial Development Corporation Ltd in Sept 2020 through an open offer  
PACL now operating with following competitive and strategic advantages**


Greater efficiency with elimination of bureaucratic systems and higher accountability towards shareholders




Better and timely disclosures protecting interest of the investors




Improved relations and perception among customers and suppliers




Faster implementation and execution of new projects



Transformation towards lean cost structure will enhance profitability



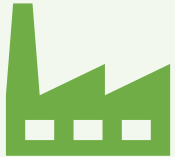
Expansion plan outlined to deliver rapid growth in terms of revenue and scale of operations





## 2. Recent Expansion To Drive Incremental Revenue from Q1 FY23

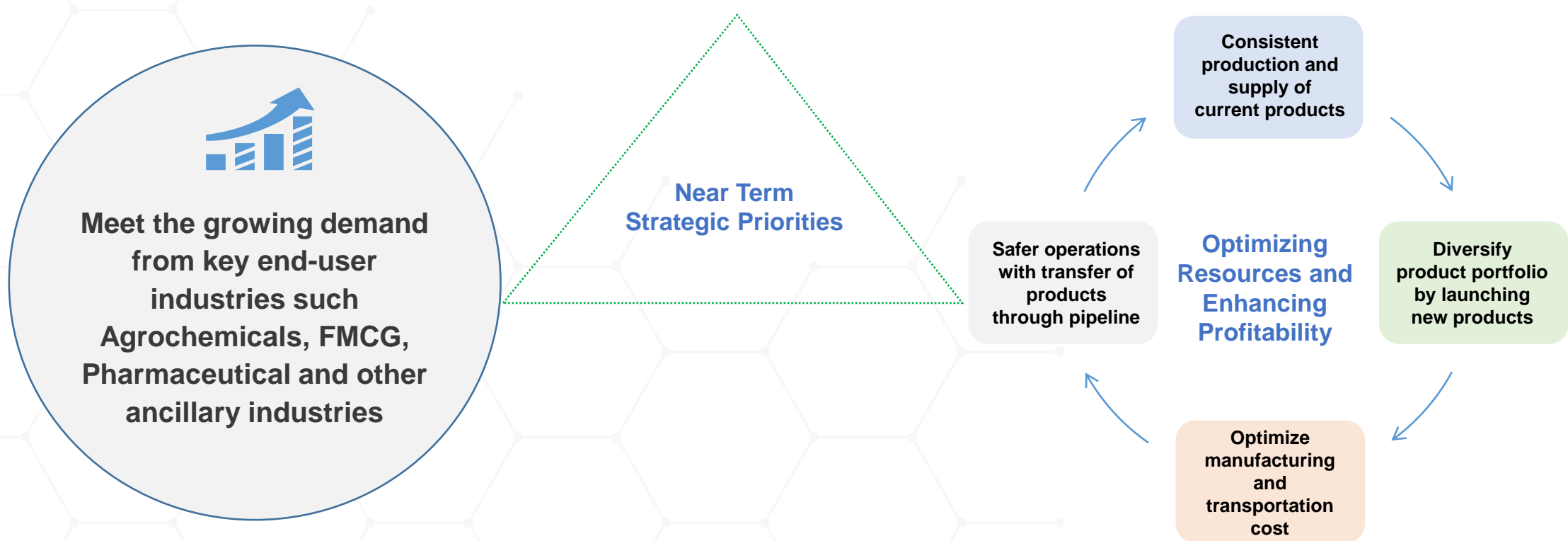
### Expanded Caustic Soda Capacity and Launching New Products



Caustic Soda manufacturing capacity enhanced to 500 MT/Day from 300 MT/Day

In addition, commissioning Flaker and Stable Bleaching Powder plant

Optimizing use of Chlorine by increasing inhouse pipeline supply to group company Flow Tech, commissioning of project SBP plant and by adding new product of Aluminium chloride



# 3. Strategic Growth Priorities

## Double the Revenue and Profitability in Next 2 Years



### Deliver Accelerated Growth and Profitability

Environmental clearance awaited for Paracetamol API manufacturing project which will have bulk consumption of PACL's product such as Chlorine, Hydrochloric acid, Hydrogen gas and Caustic Soda



### Higher Caustic Soda Production and Backward Integration

Commissioning of SBP (Stable Bleaching Powder) Plant (*in Q2 FY23*) and propose to add a Aluminium Chloride project (*in Q3 FY23*), for which regulatory approvals are expected soon. Projects will result in higher consumption of chlorine, resulting in an increase in the production of Caustic soda



### Cost Optimization and Enhanced Profitability

35 MW Power Plant will be commissioned providing captive energy source and also reducing cost of production

# **Q4 & FY22 Performance Highlights**

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## Revenue from Operations

Rs. **1,611** Mn

**113%** Y-o-Y

### EBITDA

Rs. **593** Mn

**169 %** Y-o-Y

Margins : **35.8 %**

### Net Profit

Rs. **422** Mn

**822 %** Y-o-Y

Margins : **25.4 %**

- **Exceptional performance** in Q4 FY22, with Revenue of Rs. 1,611 Mn, **up by 113%**
- EBITDA of Rs. 593 Mn, **up by 169% with margins of 35.8%, one of the highest in the industry**
- **Nine-fold increase** in Net Profit to Rs. 422 Mn
- Revenue growth was primarily driven by improvement in **caustic soda price realization** which was led by higher demand and increase in market-wide commodity prices in line with the global markets. Caustic soda contributes 94% to the Q4 FY22 sales
- **Profitability** improvement was driven by increased revenue and streamlining of expenses such as employee cost and other operating expenses post-divestment

## Total Income

Rs. **4,692** Mn

**67%** Y-o-Y

## EBITDA

Rs. **1,018** Mn

**138 %** Y-o-Y

Margins : **21.7 %**

## Net Profit

Rs. **567** Mn

**589 %** Y-o-Y

Margins : **12.1%**

## Cash flow from Operations

Rs. **702** Mn

**33%** Y-o-Y

## Return on Capital Employed

**38.8 %**



## Operational Performance

- **Sales Volumes Growth:** Caustic soda lye sales volumes grew supported by pent up demand from major end-user industries including pulp and paper, detergent and other chemicals
- **New products to be launched** such as caustic flaker, stable bleaching powder and aluminium chloride



## Financial Performance

- **Revenue growth :** primarily driven by improvement in caustic soda price realization and higher demand
- **Operating EBITDA and Margins:** Improving Profitability due to increasing operational efficiency and better revenue visibility
- **Company continues to generate strong Cash Flows**



Commenting on the Performance, **Mr. Naveen Chopra, Managing Director**, said:

“I am pleased to report that the company has delivered an exceptional performance in Q4 FY22 and closed the year on a strong note. The quarter performance reflects the underlying strength of our business operations especially after completion of divestment by the Punjab State Industrial Development Corporation Ltd. The company has now become a non-government entity and our experienced senior management team is committed to implement the outlined strategic growth plan and deliver accelerated growth in the coming years.

In Q4 FY22, PACL delivered consolidated Revenue from Operations of Rs. 1,611 million, an increase of 113 % Y-o-Y. The growth was supported by favourable and improving demand environment across end-user industries and improved price realizations due to increase in commodity prices globally. EBITDA for the period was Rs. 593 million, an increase of 169% y-o-y. We believe that current operating profitability is sustainable in the near future. Net Profit was Rs. 422 million, a nine-fold increase compared to Rs. 46 million in Q4 FY21 with margins of 25.4%.

During the quarter, we have expanded our manufacturing capacity from 300 TPD to 500 TPD which will help in increasing production volumes of caustic soda by ~ 40% and the consequent incremental revenue is expected from Q1 FY23 onwards. The growth momentum is anticipated to continue in the coming quarters driven by strong demand scenario and prices are expected to stabilize at current levels amidst the ongoing rising global energy price environment.

In the year ahead, PACL will embark on a step-up phase of growth with several initiatives planned:

- A power plant with 35 mw capacity will be commissioned which will not only act as a captive energy source but also reduce the cost of production across our operations, once the coal prices and supply stabilizes
- PACL is commissioning a SBP (Stable Bleaching Powder) Plant which is expected to operationalize by Q2 FY23. We are also awaiting regulatory approvals for Aluminium Chloride project which should operationalize by Q3 FY23. These projects will consume chlorine as a key raw material thereby increasing the production of caustic soda and will drive company topline and profitability. The total cost of these projects is estimated at ~ Rs. 1,000 million
- PACL has applied for environmental clearance for a paracetamol API manufacturing project (where benzene and chlorine are the key raw materials). The manufacturing unit will be backward integrated through the consumption of PACL's products such as chlorine, hydrochloric acid, hydrogen gas and caustic soda. This is a milestone project with investment commitment of Rs. 1,700 million and will be funded through a combination of internal accruals and debt

Looking ahead, we remain optimistic of maintaining our growth momentum as markets have started stabilizing. With a clear expansion plans and strategic direction, PACL is well positioned to deliver incremental profitable growth in the coming year and create wealth for all stakeholders.”

# Financial Performance Trends

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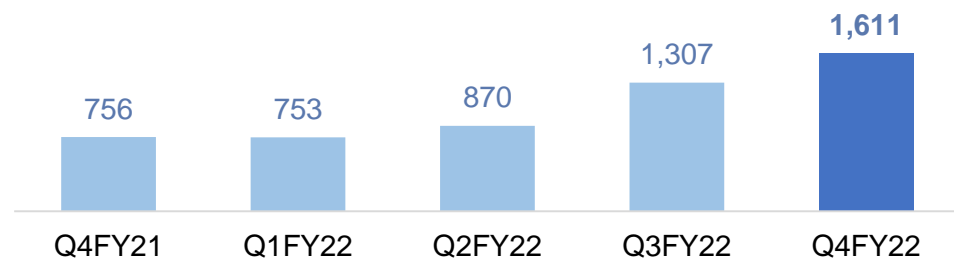


# Quarter Performance Trends

(in Rupees Million)

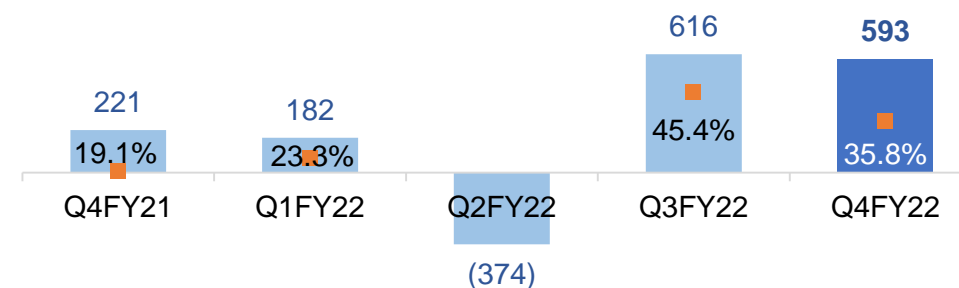
## Revenue from Operations

↑ 113% YOY



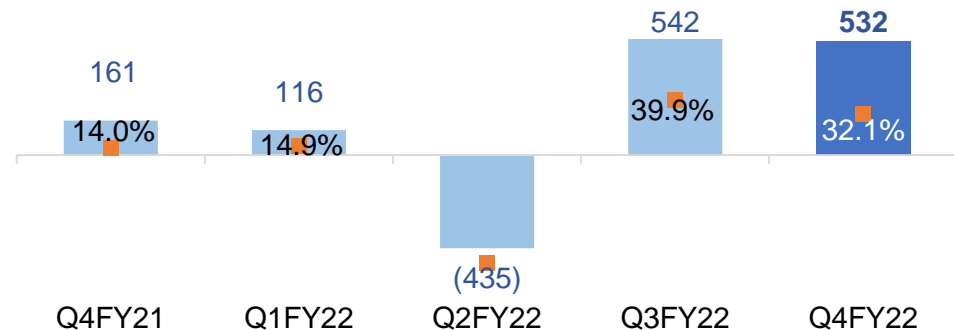
## EBITDA and Margins

↑ 169% YOY



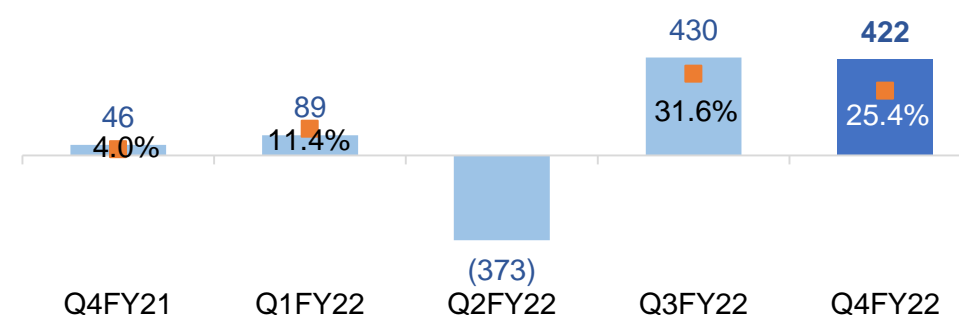
## PBT and Margins

↑ 230% YOY



## Net Profit and Margins

↑ 822% YOY



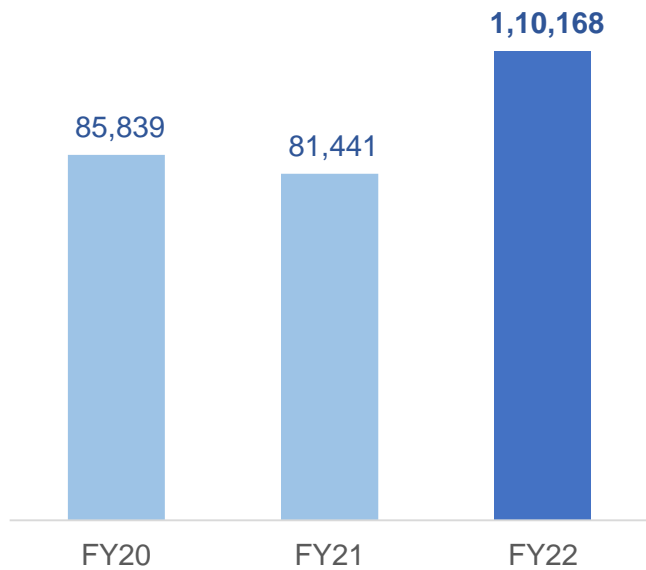
Notes:

1. EBITDA includes other income
2. All Margins are calculated on Total Income

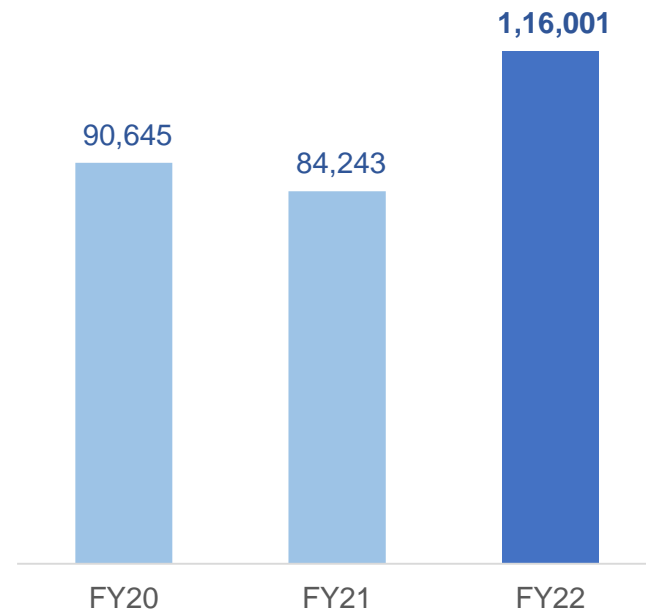


# Operational KPI's

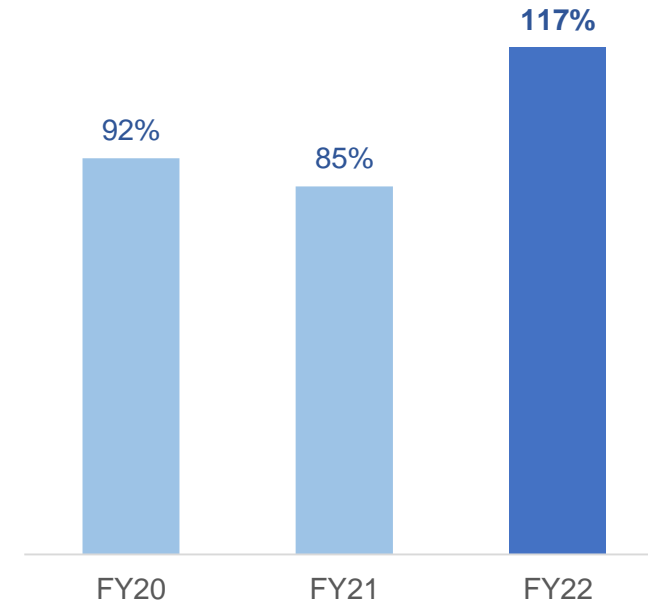
### Sales Volumes (MT)



### Utilised Capacity (TPA)



### Capacity Utilization (%)

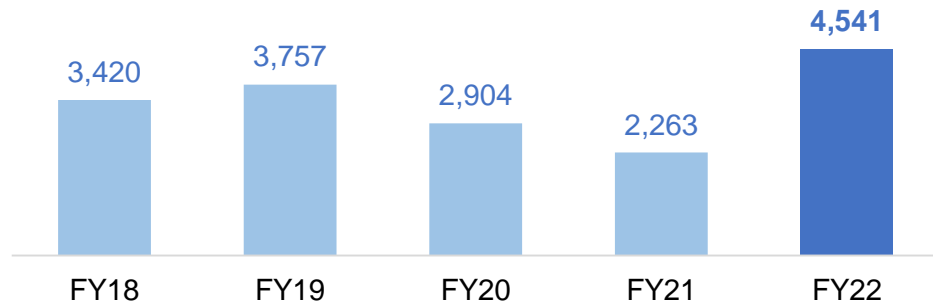


Note: FY22 installed capacity is considered as 99,000 TPA, additional capacity of 66,000 TPA expanded near end of fiscal year

# Annual Performance Trends – Last 5 Years

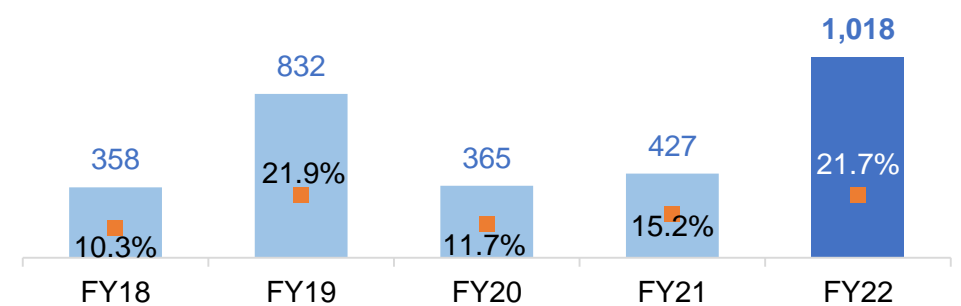
## Revenue from Operations

↑ 7.3% CAGR

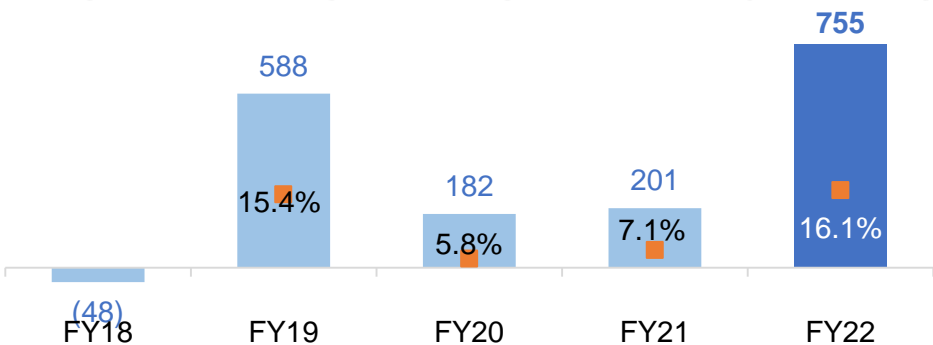


## EBITDA and Margins

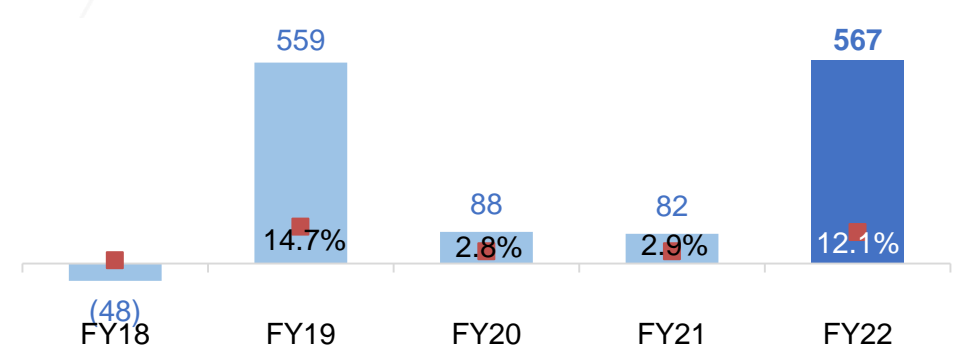
↑ 29.9% CAGR



## PBT and Margins



## Net Profit and Margins



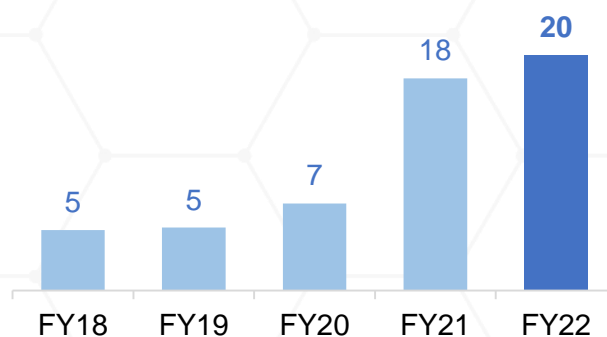
Notes:

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2. All Margins are calculated on Total Income

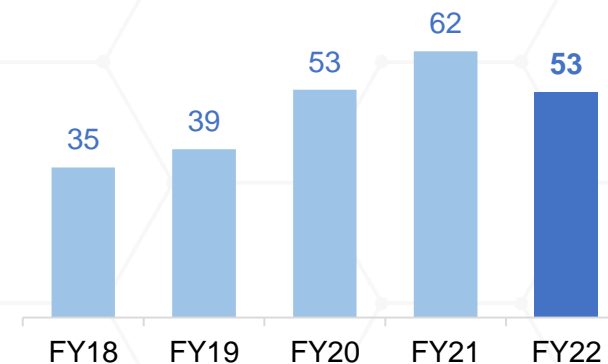
# Leverage Profile and Working Capital Cycle

(In Millions)	FY20	FY21	FY22
Long Term Debt	-	4	531
Short Term Debt	316	2	81
<b>Total Debt</b>	<b>316</b>	<b>6</b>	<b>612</b>
Less: Cash & Cash Equivalents	124	80	252
<b>Net Debt</b>	<b>193</b>	<b>(74)</b>	<b>361</b>
Total Equity	705	966	2,763
<b>Total Debt/Equity</b>	<b>0.45x</b>	<b>0.01x</b>	<b>0.22x</b>

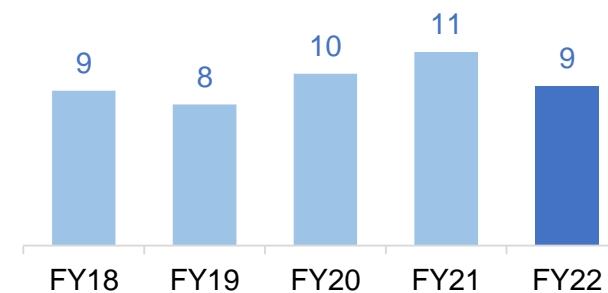
## Receivables Days



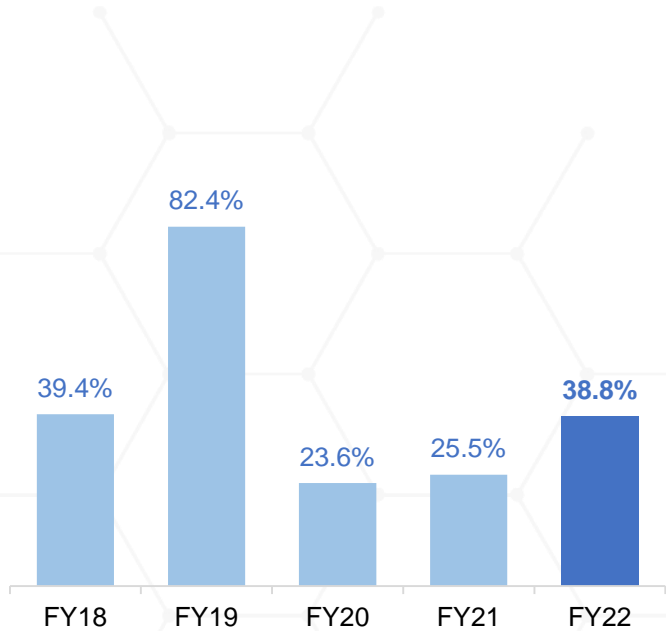
## Payables Days



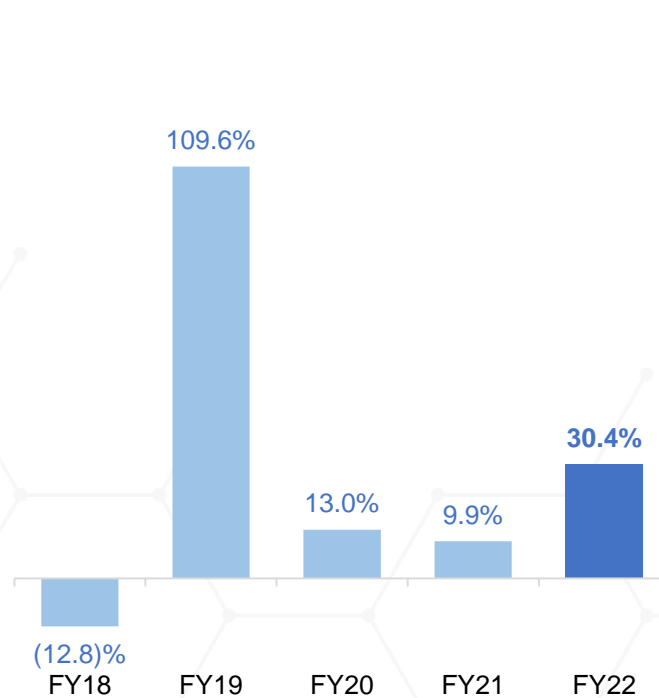
## Inventory Days



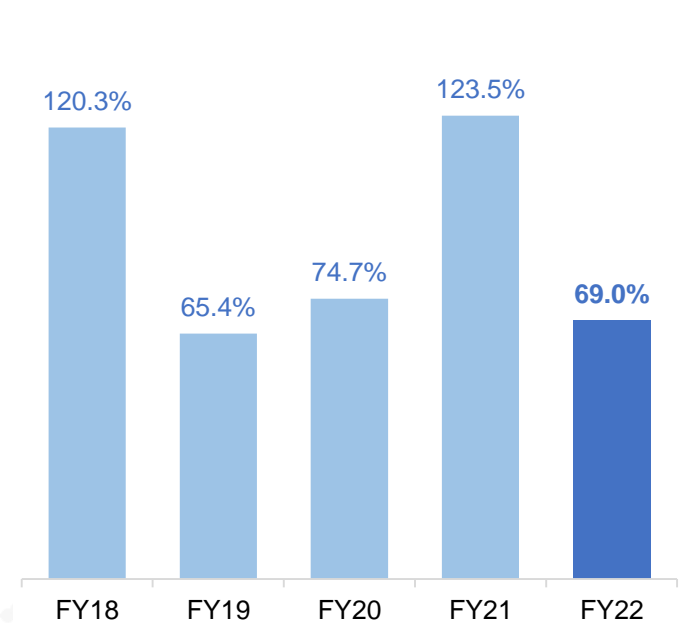
## Return on Capital Employed (%)



## Return on Equity (%)



## CFO / EBITDA (%)



# Consolidated Financial Performance Summary

Particulars (in Rs. Mn)	Q4		Y-o-Y	Q3	Q-o-Q	FY		Y-o-Y
	FY2022	FY2021	Growth (%)	FY2022	Growth (%)	FY2022	FY2021	Growth (%)
Revenue from Operations	1,611	756	113%	1,307	23.2%	4,541	2,263	101%
Other Income	49	400	(88)%	51	(4.6)%	152	551	(72)%
<b>Total Income</b>	<b>1,659</b>	<b>1,156</b>	<b>43.6%</b>	<b>1,358</b>	<b>22.2%</b>	<b>4,692</b>	<b>2,814</b>	<b>67%</b>
<b>EBITDA</b>	<b>593</b>	<b>221</b>	<b>169%</b>	<b>616</b>	<b>(3.7)%</b>	<b>1,018</b>	<b>427</b>	<b>138%</b>
<i>Margin (%)</i>	<i>35.8%</i>	<i>19.1%</i>		<i>45.4%</i>		<i>21.7%</i>	<i>15.2%</i>	
EBIT	548	179	206%	572	(4.1)%	844	254	232%
<i>Margin (%)</i>	<i>33.0%</i>	<i>15.5%</i>		<i>42.1%</i>		<i>18.0%</i>	<i>9.0%</i>	
PBT	532	161	230%	542	(1.8)%	755	201	276%
<i>Margin (%)</i>	<i>32.1%</i>	<i>14.0%</i>		<i>39.9%</i>		<i>16.1%</i>	<i>7.1%</i>	
<b>PAT</b>	<b>422</b>	<b>46</b>	<b>822%</b>	<b>430</b>	<b>(1.9)%</b>	<b>567</b>	<b>82</b>	<b>589%</b>
<i>Margin (%)</i>	<i>25.4%</i>	<i>4.0%</i>		<i>31.6%</i>		<i>12.1%</i>	<i>2.9%</i>	
EPS (Rs.)	1.84	1.54		8.86		2.61	2.97	
Face Value (Rs.)	2.00	10.00		10.00		2.00	10.00	

Notes:

1. EBITDA includes Other Income
2. All Margins are calculated on Total Income
3. Company has approved five-for-one stock split in FY22 and consequently Face Value has changed from Rs. 10/share to Rs. 2/share and EPS also calculated accordingly

# Disclaimer and Contact Information

This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Punjab Alkalies’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.


Punjab Alkalies undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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