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2nd November, 2023

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code - 543336	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 050 Scrip Symbol - CHEMPLASTS
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Subject: Investor Presentation

Please find enclosed a copy of Investor Presentation on Performance Highlights Q2 & H1 FY '24.

Copy of Investor Presentation will also be available on the website of the company at www.chemplastsanmar.com.

Thanking You,
Yours faithfully,

For CHEMPLAST SANMAR LIMITED

M RAMAN
Company Secretary and Compliance Officer
Memb No. ACS 6248



Responsible
Pursuit of a
Sustainable Future



Chemplast Sanmar Limited

Investor Presentation – Q2 FY '24

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Performance Highlights

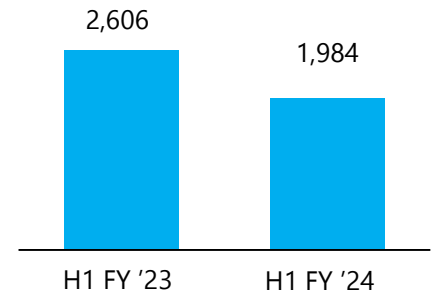
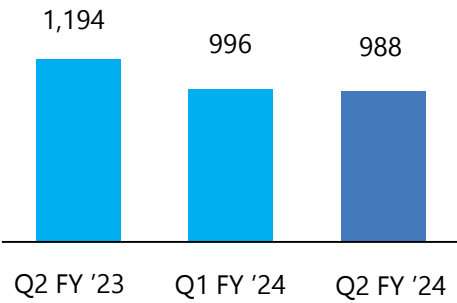


Performance Highlights: Q2 & H1 FY '24

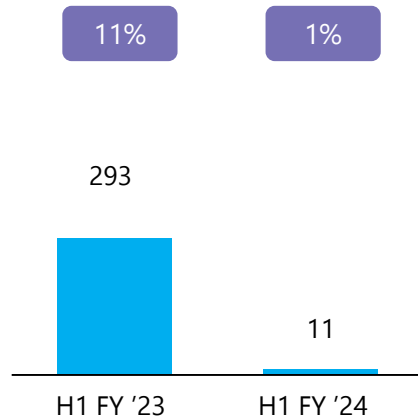
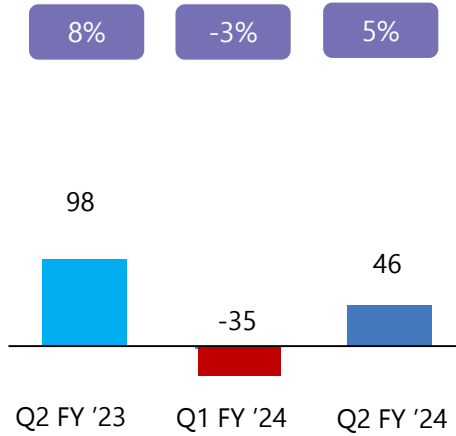
Rs. Cr

Margin

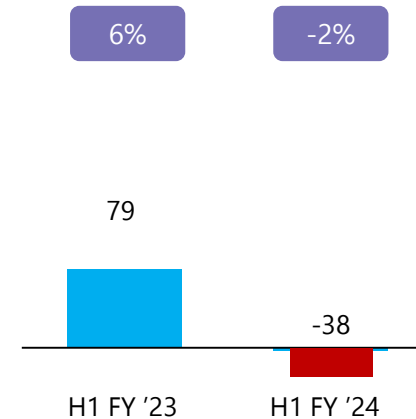
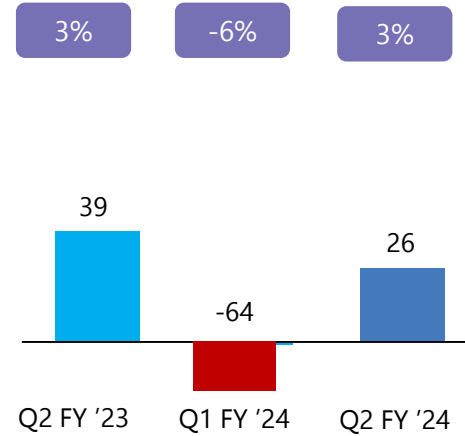
Revenues



EBITDA



PAT



Key Highlights

- Prices of both Suspension and Paste PVC were marginally higher in Q2 FY '24 on a q-o-q basis - prices were 2.5% to 5% higher sequentially
- Caustic Soda and Chloromethanes prices witnessed further correction in Q2 FY '24 as compared to Q1 FY '24
- Energy costs during the quarter were lower by ~10% compared to Q1 FY '24
- Our Karaikal plant and two of our plants at Mettur received the prestigious Sword of Honour award from the British Safety Council

Projects Update

- CMC Phase 1 – Commissioned by end of Sep '23; Being ramped up
- CMC Phase 2 – On track for completion by end of FY '24
- Paste PVC – On track for commissioning in Q3 FY '24

All computations are on Consolidated basis



Ramkumar Shankar
Managing Director

"Following a tepid Q1 FY '24, Q2 FY '24 witnessed a relatively better performance mainly due to improvement in prices of both Suspension and Paste PVC coupled with lower feedstock prices. The top line was flat while EBITDA was back in the black during the quarter. However, the imports of both Suspension and Paste PVC witnessed an increasing trend towards the end of Q2 with heavy arrivals from China. This trend has spilled over to Q3 as well, resulting in some correction in prices in October. We expect the PVC margins to be under pressure in Q3.

The demand outlook for our PVC products, however, remains strong with a boom in the infrastructure and real estate sectors. We expect the recovery in prices and margins to be gradual over the next 2-3 quarters.

The Other Chemicals (Caustic Soda, Chloromethanes, Hydrogen Peroxide, Refrigerant gases) business continued to witness pricing pressures during the quarter due to weak demand, excess supply situation in India due to recent capacity additions and the global slowdown. There are some initial signs of recovery in prices towards the end of October.

The inquiries for our Custom Manufactured Chemicals Division's business continue to remain robust. To effectively address the growing demand, we continue to enhance our capabilities. With the recent signing of the third LOI with a global agrochemical innovator for an Active Ingredient, we have strong visibility with respect to steady state capacity utilization of the new production block and are on track to achieve Rs. 1000 crores revenues in the next 3-4 years.

While we face headwinds in the near-term, the business prospects for our products continue to be strong in the medium to long term. With the projects on track for commissioning as per the slated timelines, we are confident of delivering a healthy performance in the future."

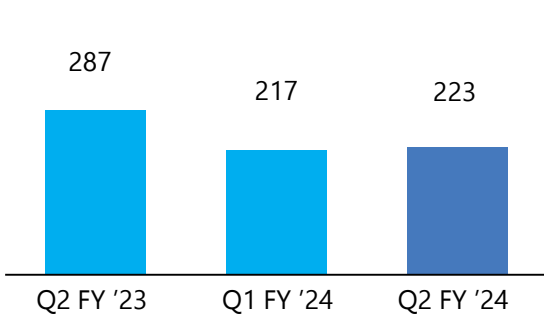
Segmental Highlights - Quarterly



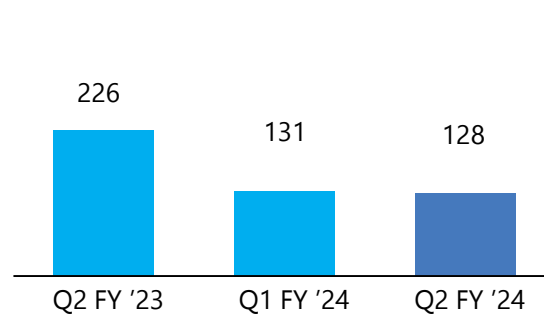
Rs. Cr

Revenue Breakup

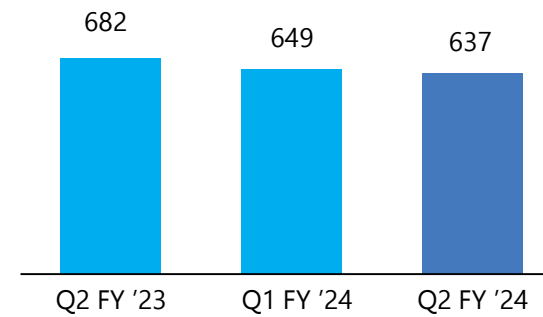
Speciality Chemicals



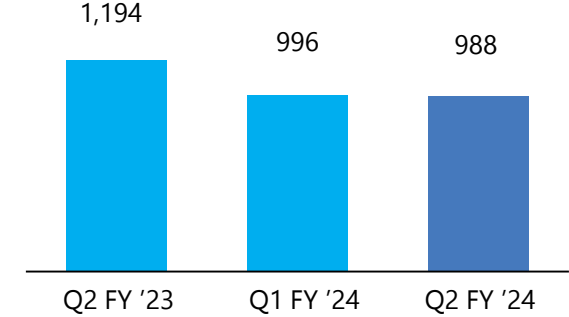
Other Chemicals#



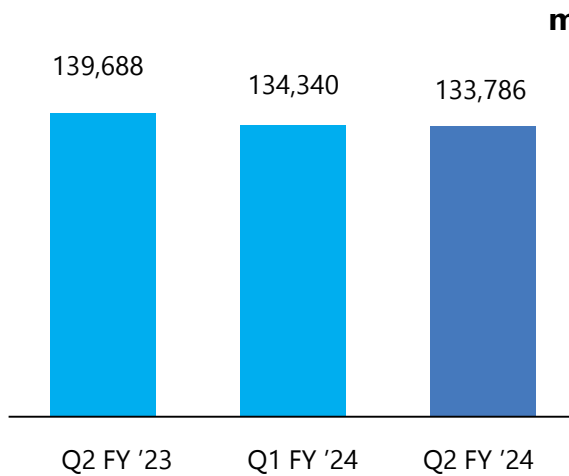
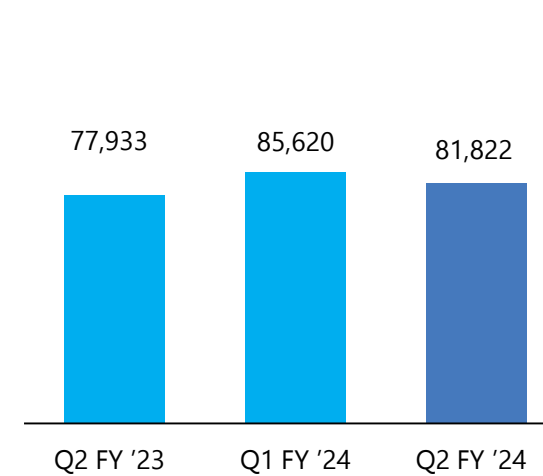
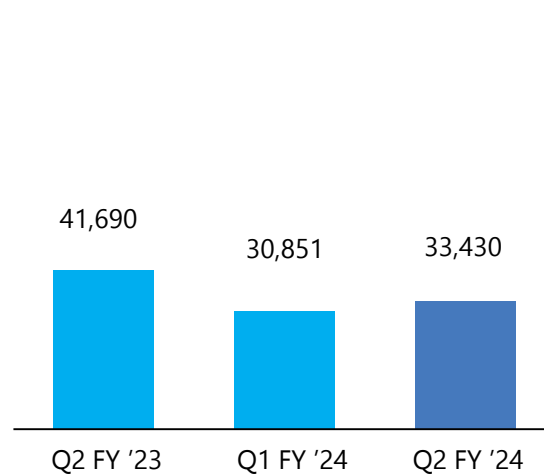
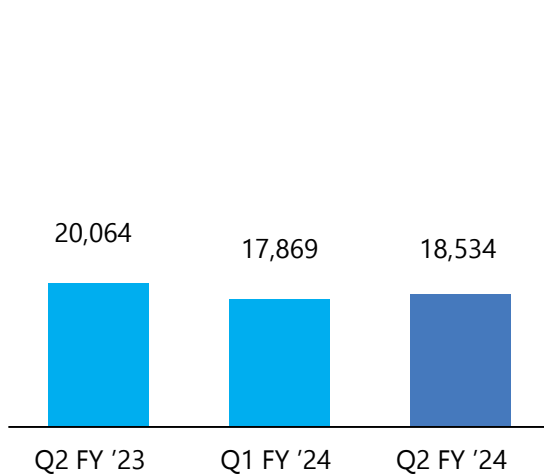
Suspension PVC



Consolidated



Sales Volume



"mt" stands for metric tons

- Includes Caustic Soda, Chloromethanes, Hydrogen Peroxide and Refrigerant gases



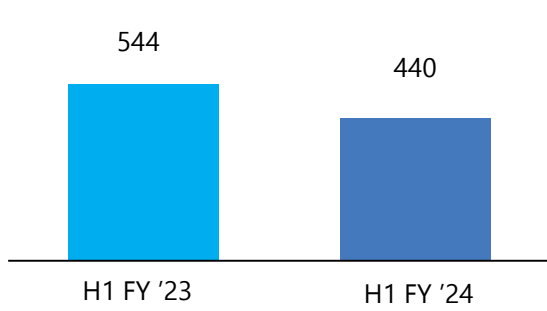
Segmental Highlights – Half year



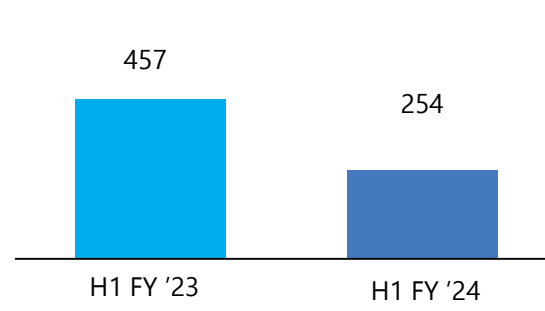
Rs. Cr

Revenue Breakup

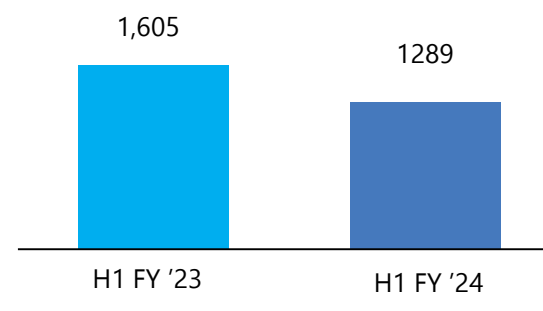
Speciality Chemicals



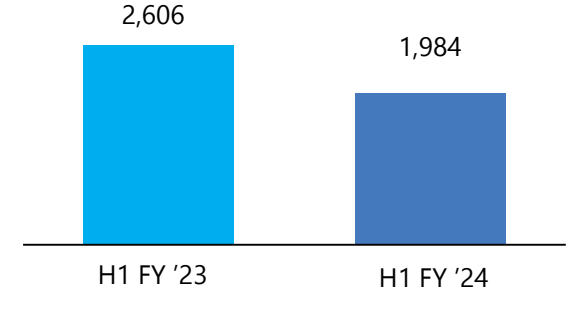
Other Chemicals[#]



Suspension PVC

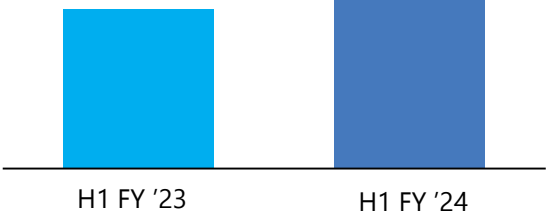


Consolidated



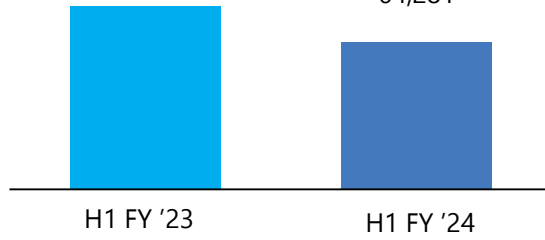
Sales Volume

33,703



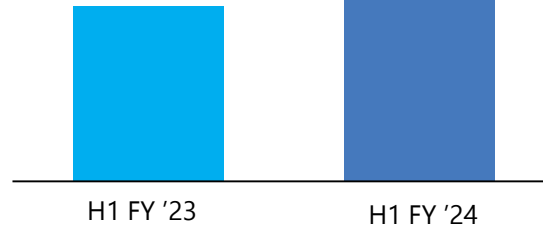
H1 FY '24

79,747



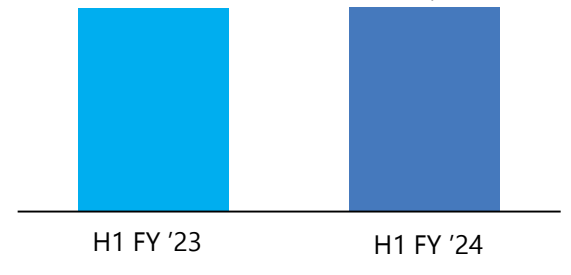
H1 FY '24

152,417



H1 FY '24

265,867



H1 FY '24

mt

"mt "stands for metric tons

- Includes Caustic Soda, Chloromethanes, Hydrogen Peroxide and Refrigerant gases



Consolidated Profit & Loss Account

Rs. Cr

Particulars	Q2 FY '24	Q2 FY '23	Y-o-Y	Q1 FY '24	Q-o-Q	H1 FY '24	H1 FY '23	Y-o-Y
Revenue from Operations	988	1,194	-17%	996	-1%	1,984	2,606	-24%
Cost of Goods Sold	656	782		725		1,381	1,686	
Employee Cost	39	38		38		77	74	
Other Expenses	247	276		268		514	553	
EBITDA	46	98	-53%	(35)	nm	11	293	-96%
EBITDA Margin %	5%	8%		-3%		1%	11%	
Other income	37	17		18		55	32	
Depreciation	35	33		32		68	74	
EBIT	48	82	-41%	(49)	nm	(1)	251	nm
Finance Cost	39	40		44		83	76	
Profit Before Tax and exceptional items	9	42	-78%	(93)	nm	(84)	175	nm
Exceptional Items**	0	0		0		0	(81)	
Profit Before Tax	9	42	-78%	(93)	nm	(84)	94	nm
Tax	(17)	3		(29)		(46)	15	
PAT	26	39	-32%	(64)	nm	(38)	79	nm
PAT Margin %	3%	3%		-6%		-2%	3%	
Basic EPS (Rs. /share)	1.65	2.44		(4.05)		(2.40)	5.00	

** Write-down in the carrying value of stocks of major intermediates and finished products

***nm – Not meaningful

Consolidated Balance Sheet



Rs. Cr

Assets	Sep '23	Mar '23
Non-Current Assets		
a) Property, Plant And Equipment	3,372	3,124
b) Capital Work in Progress	467	402
c) Right Of Use Asset	60	62
d) Intangible Assets	-	-
e) Other Financial Assets	35	28
f) Other Non-Current Assets	49	76
Sub-Total - Non-Current Assets	3,984	3,691
Current Assets		
a) Inventories	499	643
b) Financial Assets		
i) Trade Receivables	88	143
ii) Cash And Cash Equivalents	885	1,111
iii) Bank Balances	69	81
iv) Other Financial Assets	87	102
c) Other Current Assets	93	66
d) Derivative assets	2	-
Sub-Total - Current Assets	1,723	2,146
Total - Assets	5,707	5,837

Equity And Liabilities	Sep '23	Mar '23
Equity		
a) Equity Share Capital	79	79
b) Other Equity	1,708	1,745
c) Instruments entirely equity in nature	34	34
Total Equity	1,821	1,858
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	1,039	929
ii) Lease Liabilities	6	8
b) Other Non current Liabilities	94	90
c) Deferred Tax Liabilities (Net)	671	717
Sub-Total - Non-Current Liabilities	1,811	1,744
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	237	79
ii) Trade Payables	1,536	1,862
iii) Other Financial Liabilities	246	197
iv) Lease Liabilities	3	3
b) Other Current Liabilities	38	63
c) Derivative liabilities	0	9
Current tax liabilities (net)	15	21
Sub-Total - Current Liabilities	2,075	2,234
Total - Equity And Liabilities	5,707	5,837



Consolidated Cashflow Statement



Rs. Cr

Particulars	Sep '23	Sep '22
Net Profit Before Tax	(84)	94
Adjustments for: Non Cash Items / Other Investment or Financial Items	80	189
Operating profit before working capital changes	(3)	283
Changes in working capital	(163)	83
Cash generated from Operations	(166)	366
Direct taxes paid (net of refund)	(13)	(65)
Net Cash from Operating Activities	(179)	300
Net Cash from Investing Activities	(267)	(105)
Net Cash from Financing Activities	220	(39)
Net Increase in Cash and Cash equivalents	(226)	156
Add: Cash & Cash equivalents at the beginning of the period	1,111	1,000
Cash & Cash equivalents at the end of the period	885	1,156



Stand-alone Profit & Loss Account

Rs. Cr

Particulars	Q2 FY '24	Q2 FY '23	Y-o-Y	Q1 FY '24	Q-o-Q	H1 FY '24	H1 FY '23	Y-o-Y
Revenue from Operations	351	569	-38%	350	0%	700	1,139	-39%
Cost of Goods Sold	151	264		154		306	492	
Employee Cost	26	25		25		51	49	
Other Expenses	182	210		194		376	407	
EBITDA	(8)	70	nm	(24)	nm	(32)	191	nm
EBITDA Margin %	-2%	12%		-7%		-5%	17%	
Other income	26	7		7		32	14	
Depreciation	24	22		21		45	47	
EBIT	(6)	55	nm	(39)	nm	(45)	158	nm
Finance Cost	4	7		5		9	12	
Profit Before Tax and exceptional items	(10)	48	nm	(44)	nm	(54)	146	nm
Exceptional Items**	0	0		0		0	(50)	
Profit Before Tax	(10)	48	nm	(44)	nm	(54)	97	nm
Tax	(24)	6		(16)		(40)	16	
PAT	14	42	-67%	(28)	nm	(14)	81	nm
PAT Margin %	4%	7%		-8%		-2%	7%	
Basic EPS (Rs. /share)	0.87	2.65		(1.77)		(0.90)	5.09	

** Write-down in the carrying value of stocks of major intermediates and finished products

***nm – Not meaningful

Stand-alone Balance Sheet

Rs. Cr

ASSETS	Sep '23	Mar '23
Non-Current Assets		
a) Property, Plant And Equipment	2,457	2,187
b) Capital Work in Progress	438	388
c) Right Of Use Asset	11	13
d) Intangible Assets	1,556	1,556
e) Other Financial Assets	25	19
f) Other Non-Current Assets	22	51
Sub-Total - Non-Current Assets	4,509	4,214
Current Assets		
a) Inventories	381	393
b) Financial Assets		
i) Trade Receivables	75	256
ii) Cash And Cash Equivalentents	394	512
iii) Bank Balances	2	15
iv) Other Financial Assets	79	57
c) Other Current Assets	85	47
d) Derivative assets	1	-
Sub-Total - Current Assets	1,017	1,280
Total - Assets	5,526	5,494

EQUITY AND LIABILITIES	Sep '23	Mar '23
Equity		
a) Equity Share Capital	79	79
b) Other Equity	3,851	3,865
c) Instruments entirely equity in nature		
Total Equity	3,930	3,944
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	394	204
ii) Lease Liabilities	6	8
b) Other Non current Liabilities	58	54
c) Deferred Tax Liabilities (Net)	482	521
Sub-Total - Non-Current Liabilities	939	787
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	100	3
ii) Trade Payables	355	568
iii) Other Financial Liabilities	159	139
iv) Lease Liabilities	3	3
b) Other Current Liabilities	24	26
c) Derivative liabilities	0	3
Current tax liabilities (net)	15	21
Sub-Total - Current Liabilities	657	763
Total - Equity And Liabilities	5,526	5,494

Stand-alone Cashflow Statement

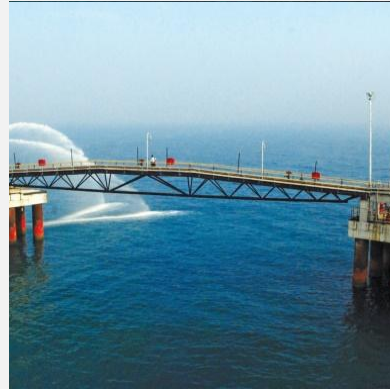


Rs. Cr

Particulars	Sep '23	Sep '22
Net Profit Before Tax	(54)	97
Adjustments for: Non Cash Items / Other Investment or Financial Items	18	88
Operating profit before working capital changes	(36)	185
Changes in working capital	(79)	(33)
Cash generated from Operations	(114)	152
Direct taxes paid (net of refund)	(6)	(28)
Net Cash from Operating Activities	(120)	124
Net Cash from Investing Activities	(277)	(94)
Net Cash from Financing Activities	278	58
Net Increase in Cash and Cash equivalents	(118)	88
Add: Cash & Cash equivalents at the beginning of the period	512	357
Cash & Cash equivalents at the end of the period	394	445



Company Overview



Chemplast Sanmar: Leading Chemical Manufacturer in India...



- #1** manufacturer of **Speciality Paste PVC resin** in India
- Leading player** in **Custom Manufactured chemicals**
- #1** manufacturer of **S-PVC in South India & 2nd largest in India⁽¹⁾**
- #1** manufacturer of **Hydrogen Peroxide** in South India
- #4** manufacturer of **Caustic Soda** in South India
- One of the **oldest manufacturers of Chloromethanes** in India

4 Manufacturing sites with a high degree of backward integration ⁽²⁾

Experienced management team with deep domain expertise

Marquee parentage

The Sanmar Group is amongst the oldest and most prominent corporate groups in South India

FAIRFAX INDIA

Fairfax, a well-known international investor, has been an investor since 2016 in the SHL Chemicals Group ⁽³⁾

Consolidated FY '23

Rs. 4,941 Cr
Revenue

Rs. 468 Cr
EBITDA










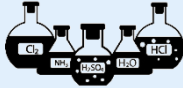










Note:

1. S-PVC – Suspension PVC ; Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited (“CCVL”)
2. For significant portion of its operations
3. Through FIH Mauritius Investments Limited



Responsible Care®
OUR COMMITMENT TO SUSTAINABILITY

... with a Diversified Product Portfolio

	Chemplast Sanmar					CCVL (1)
	Speciality Chemicals		Other Chemicals			Suspension PVC
End-user industries	<p>Speciality Paste PVC resin</p>  <p>Footwear</p>  <p>Auto and Furniture upholstery</p>  <p>Artificial leather products</p>  <p>Mats</p>	<p>Custom Manufacturing</p>  <p>Pharma</p>  <p>Agrochemicals</p>  <p>Fine Chemicals</p>	<p>Caustic Soda</p>  <p>Paper</p>  <p>Textile</p>  <p>Organic and Inorganic Chemicals</p>	<p>Hydrogen peroxide</p>  <p>Paper</p>  <p>Textiles</p>  <p>Effluent treatment at refineries</p>  <p>Disinfectants</p>	<p>Chloromethanes</p>  <p>Pharma</p>  <p>Agro-Chemicals</p>  <p>Refrigerants (HFOs)</p>	 <p>Irrigation</p>  <p>Urban infra</p>  <p>Real estate</p>
Capacity	66,000 mtpa	1,068 mtpa	119,000 mtpa	34,000⁽²⁾ mtpa	35,000 mtpa	331,000 mtpa
FY '23 Sales split	22%		17%			61%
FY '23 EBITDA split	65%					35%

Note:

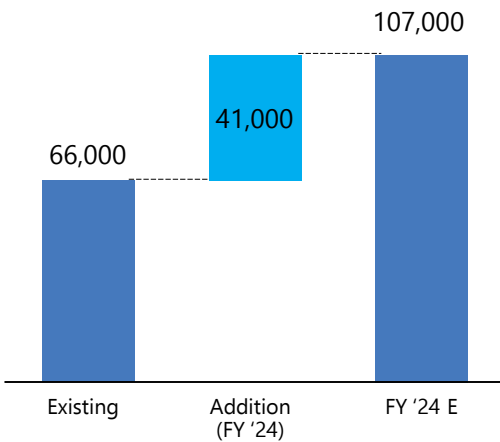
1. Wholly-owned subsidiary of Chemplast Sanmar Ltd.
2. The Hydrogen Peroxide capacity is calculated at 50% concentration level, in line with industry standards. ('mtpa' stands for metric tons per annum)

1. Paste PVC

Part of speciality chemical division of Chemplast Sanmar. Largest manufacturer of Speciality Paste PVC resin in India

- Manufactured at Mettur facility since 1968; 41 ktpa expansion coming up at Cuddalore
- Primary raw materials include VCM, EDC, Ethylene and Chlorine
- Manufactures significant portion of EDC and all of VCM requirements in-house. This provides flexibility in operations and reduces dependence on external suppliers
- High repeat business – customer stickiness

Capacity (in mt)



Key growth drivers

- India is heavily import-dependent - import substitution opportunity
- Enough headroom to grow – no capacity expansions have been announced – technology is a barrier
- Growing demand in end-user industry driven by low per capita consumption
- Customer stickiness

The Sanmar Advantage

CSL is the **oldest player and one of only two companies in India** having the requisite technology

> 60% of Paste PVC capacity (post expansion) is **backward integrated**

Leadership position in Indian market; Post expansion, CSL will have ~83% of domestic production capacity and ~66% market share with the downstream capacities configured to CSL's resin quality

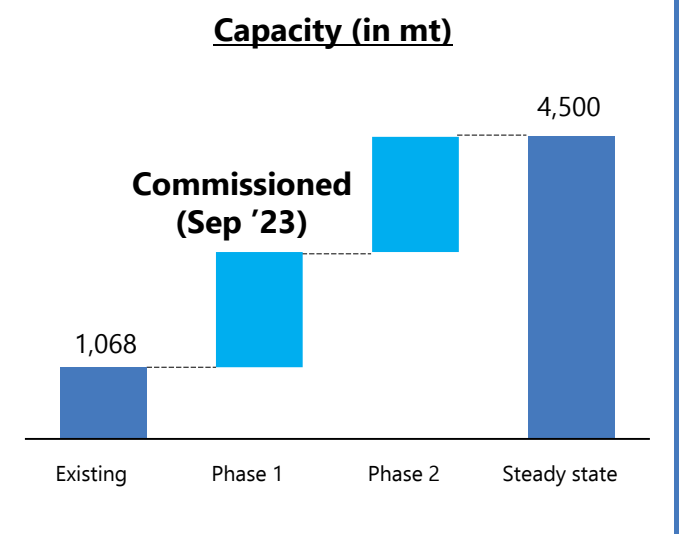
Long-standing customer relationships

2. Custom Manufactured Chemicals



Part of speciality chemical division of Chemplast Sanmar; growing rapidly on the back of 15 years of long-standing client relationships

- Quality manufacturing at Berigai facility in a safe and sustainable manner
- Custom manufactures starting materials, advanced intermediates and active ingredients for global innovator companies – ‘One Product to One Customer’ strategy
- Wide range of chemistry capabilities such as cyanation, hydrogenation, liquid purification etc.
- In-house process research, process engineering and large-scale manufacturing capabilities, making it a one-stop shop manufacturing of newly discovered molecules



- Key growth drivers**
- India’s share in the global outsourced Agro CMC market increasing at a faster pace of 10%-12%
 - Increasing EU regulatory constraints
 - China +1 strategy - India to be a focus region as companies move away from China for custom manufacturing
 - Higher penetration of API manufacturing in India

The Sanmar Advantage

- Renowned for our **Sustainability, Environmental and Safety stewardship**
- Professional management with **high standards of ethics and integrity**
- Proven track record of execution, with a long history of partnerships with **global originator and innovator companies**
- Extremely careful with the intellectual property of our customers
- Ability to handle complex chemistries and complex chemicals due to our process technology, process improvement and product development capabilities. **World-class research and development capability** combined with a **broad range of chemical technologies at production scale**
- Highly qualified engineers and chemists**
- Benefit and advantage of having facilities with land available for future expansion
- Proactive investment in **"best in class" hardware** - production blocks, lab and pilot capabilities, process safety labs



3. Caustic Soda | Hydrogen Peroxide | Chloromethanes | Ref. Gas

Part of other chemicals division of Chemplast Sanmar; These complete the integration story of the company

Caustic soda

- Generated as a joint product in the process of manufacture of chlorine
- Sold at 48-50% concentration to customers

Capacity

119,000 mtpa

Hydrogen Peroxide

- Part of downstream integration as a value-added product
- Plant is designed for a capacity of 34,000 tons per year of 50 percent concentration. Production process adopted is environment-friendly

Capacity

34,000 mtpa

Chloromethanes

- Refers to a group of products namely, Methyl Chloride, Methylene Di Chloride, Chloroform and Carbon Tetra Chloride
- Part of downstream integration as a value-added product

Capacity

35,000 mtpa

Refrigerant Gas

- Primarily used as a cooling agent in air-conditioning systems. CSL uses chloromethanes captively to manufacture R-22

Capacity

1,700 mtpa

The Sanmar Advantage

Fully integrated operations resulting in sufficient control over feedstock

Entire chlorine consumed in-house; no disposal issues

Diversified product portfolio and customer base

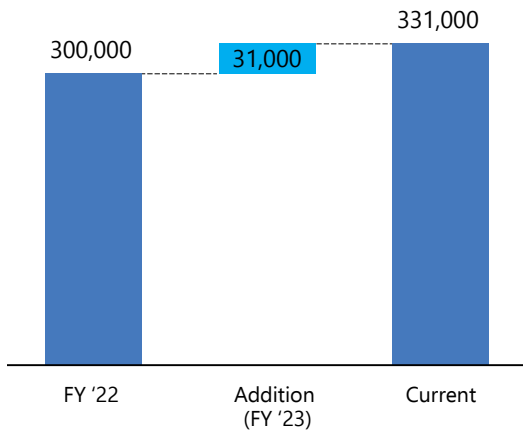
4. Suspension PVC



Part of CCVL (100% subsidiary); Largest manufacturer of S-PVC in South India and second largest in India

- Manufactured at Cuddalore facility since 2009
- This facility has a captive import terminal facilitating VCM imports for PVC production
- One-step non-integrated manufacturing process

Capacity (in mt)



Key growth drivers

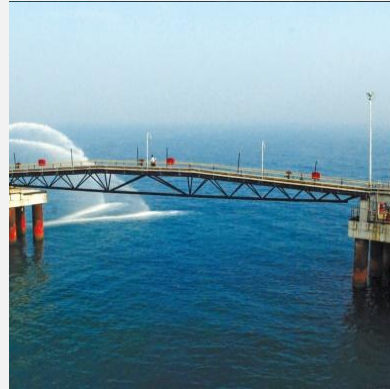
- **Significant gap between demand and supply:** Despite new capacity addition announcements, India will continue to be huge deficit market
- **Import substitution opportunity:** ~ 60% of Indian demand served through imports
- **Growing demand in end-user industry** driven by low per capita consumption

The Sanmar Advantage

- **Strong customer relationships** with a diversified dealer/customer network
- **Leadership position in South India**
- **Shore-based facility for seamless and safe import of feedstock**
- **Asset-light model** with sufficient infrastructure for future expansions



Well Positioned to Capture Growth

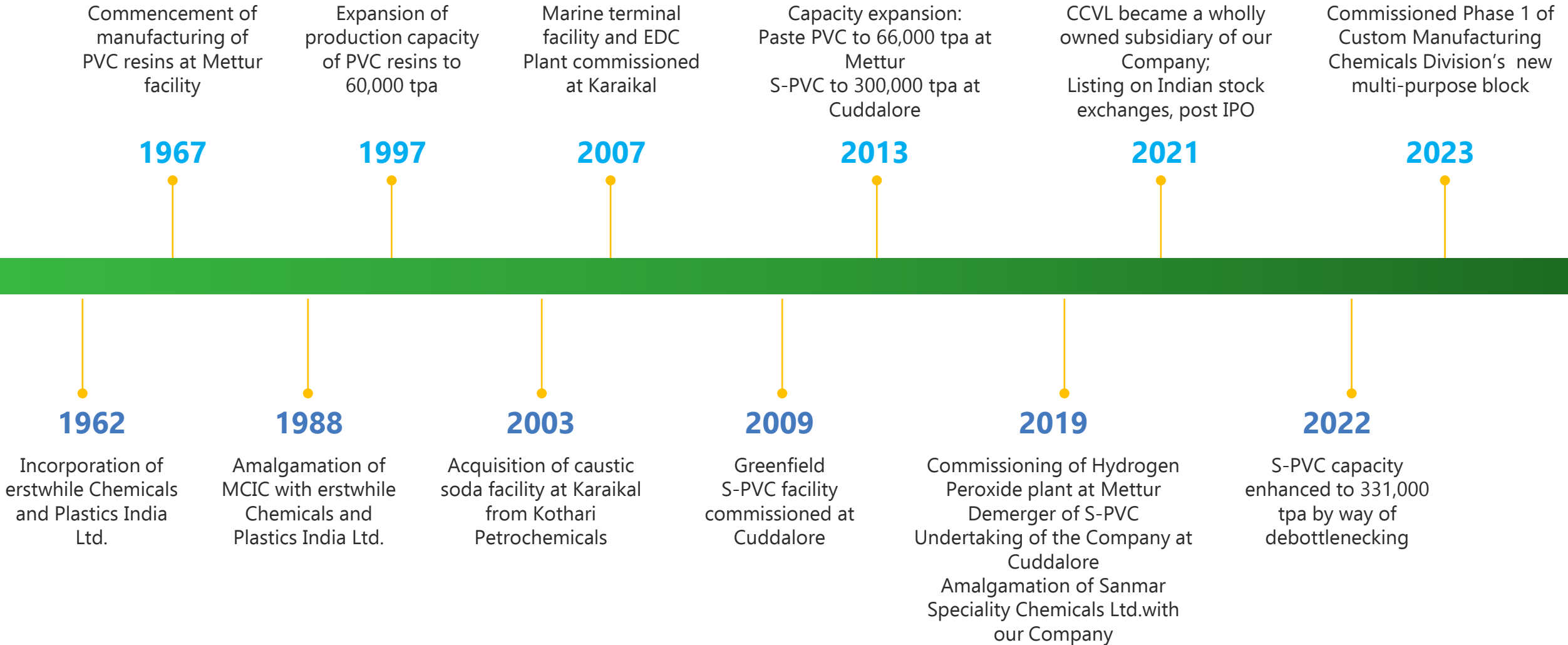


Well Positioned to Capture Growth



- ▶ Five decades track record
- ▶ State-of-the-art manufacturing units at strategic locations
- ▶ Improving product mix
- ▶ High growth industry
- ▶ Strong focus on sustainability
- ▶ Committed leadership team with eminent board

1. Five decades track record



2. State-of-the-art Manufacturing Units...

01 Mettur, Tamil Nadu

- Paste PVC – 66 ktpa
- Hydrogen Peroxide – 34 ktpa
- Chloromethanes – 35 ktpa
- Refrigerant gas – 1.7 ktpa

- The site consist of 4 plants with high degree of integration
- Zero liquid discharge facility
- Sourcing of power from a captive power plant of 48.5 MW
- Access to salt fields at Vedaranyam, a key raw material



02 Berigai, Tamil Nadu

- Custom manufacturing - 1,068 mtpa

- Fully equipped, Multi-purpose facility
- Fully automated with distributed control systems and modern technologies
- Capability to support development work in various chemistries at the laboratory scale and pilot scale



03 Karaikal, Puducherry

- EDC – 84 ktpa (Captive purpose)

- Zero liquid discharge plant | Desalination plant
- Captive terminal for import of feedstock and sale of product
- Two captive power plants of 8.5 MW and 3.5 MW
- Double walled insulated cryogenic ethylene storage tank with 4 kt capacity
- Access to salt fields at Vedaranyam, a key raw material



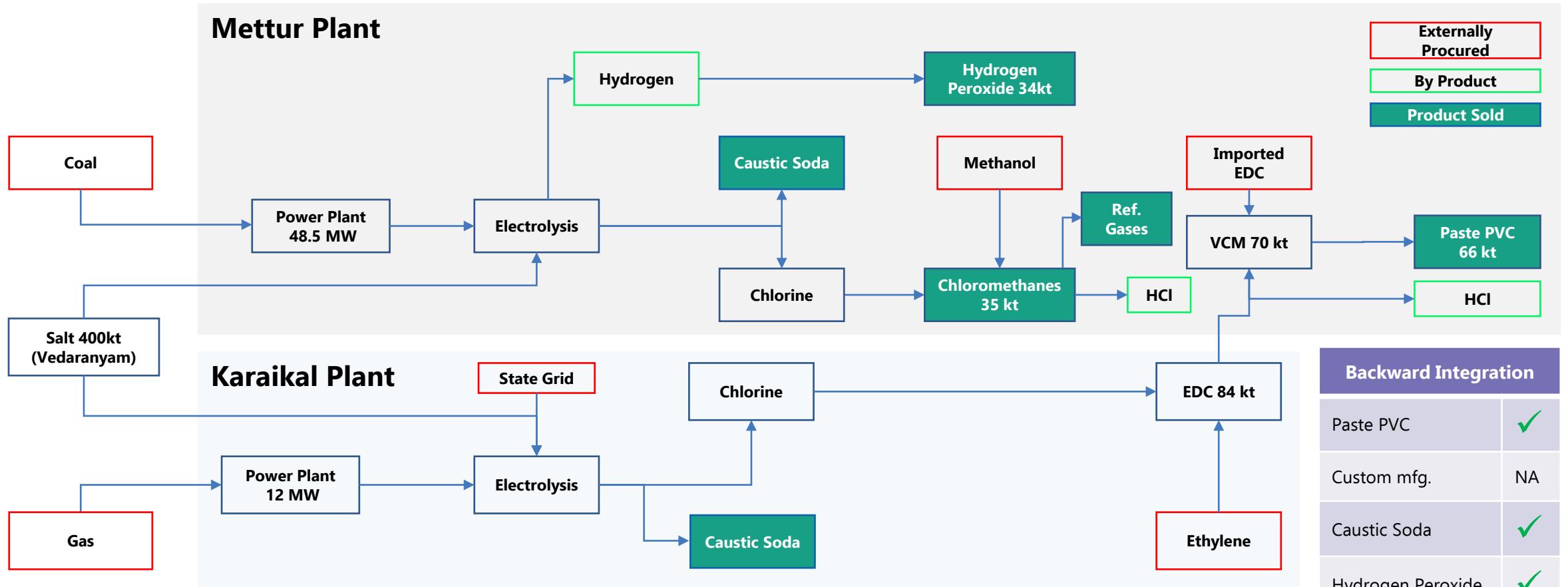
04 Cuddalore, Tamil Nadu

- Suspension PVC - 331 ktpa

- Zero liquid discharge plant
- Desalination plant
- Captive terminal for import of feedstock
- Two refrigerated VCM storage tanks with a capacity of 7,500 mt each
- 31 ktpa added in May '22 via debottlenecking



... with a High Degree of Backward Integration



Externally Procured
By Product
Product Sold

Backward Integration	
Paste PVC	✓
Custom mfg.	NA
Caustic Soda	✓
Hydrogen Peroxide	✓
Chloromethane	✓
Suspension PVC	✗

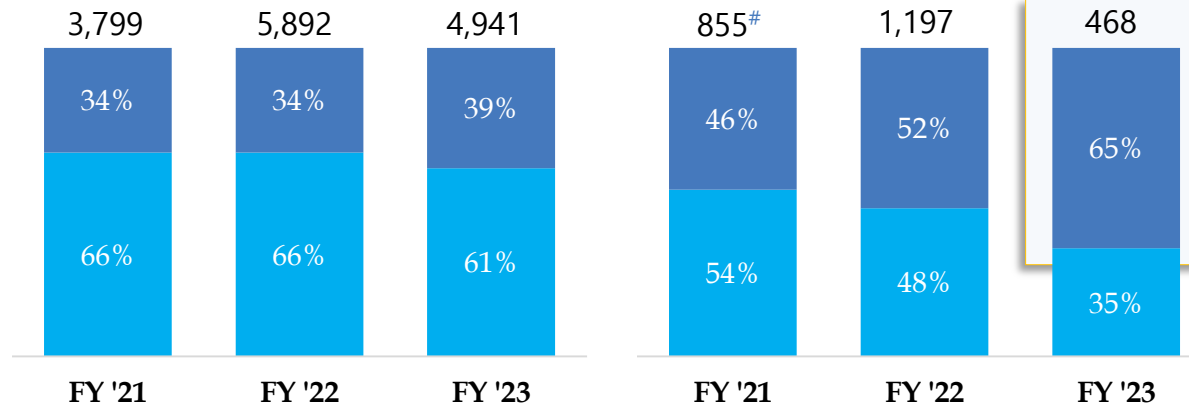
Quantity of EDC manufactured at Karaikal plant/EDC imported, depends on the relative pricing vis-à-vis International Markets

3. Improving Product Mix...

Total Revenue

EBITDA

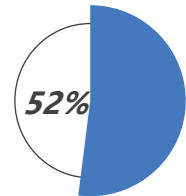
Rs. Cr



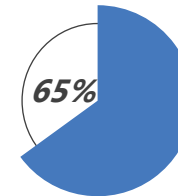
Currently, Suspension PVC dominates the sales mix. However, in terms of profitability, share of Speciality vehicle is larger

In the long term, once our proposed expansions come on-stream, Speciality vehicle would contribute even larger share of profitability

Improving Profitability Mix



CSL EBITDA Contribution in FY '22



CSL EBITDA Contribution in FY '23

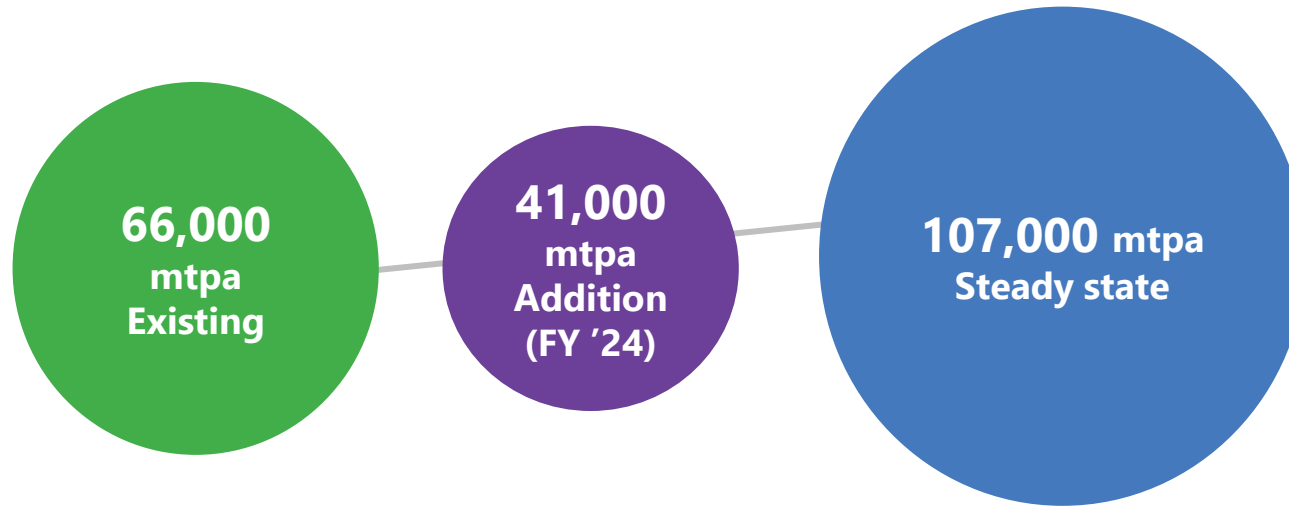
Excludes positive impact on account of inventory write down of Rs.107 Cr made in FY '20

.. Supported by over Rs. 1,000 Cr Investment



Speciality Paste
PVC
Capex Outlay
Rs. 360 Cr

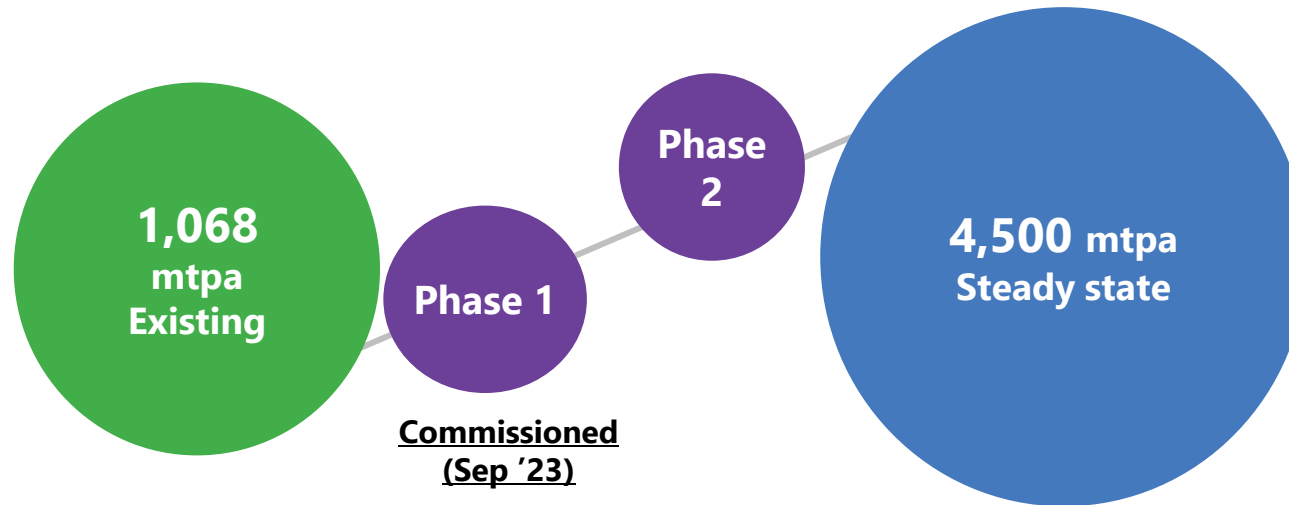
163 ktpa
Addressable market size*



- Target commissioning: H2 FY '24
- Brownfield project being implemented at Cuddalore – this will leverage on CCVL's existing Marine Terminal and other infrastructure
- Necessary approvals are in place and construction is on schedule
- One-step process will result in lower capital expenditure, higher ROI and faster time-to-market

Custom Manufacturing
Capex Outlay
Rs. 680 Cr

USD 2 Billion
Addressable market size*



- Multi-purpose block being set up in two phases
- **Commissioned Phase 1 in Sep '23**
- Target commissioning: Phase 2 – End of FY '24
- Facility being enhanced at Berigai – will leverage on the existing infrastructure available at the location
- LOIs signed for three molecules and a strong pipeline of other products provides visibility on capacity utilisation
- Selected by a global agrochemical innovator to manufacture a new Active Ingredient (AI)

Project Capex Spent in FY '23 - Rs. 296 Cr; Estimated Project Capex for FY '24 - Rs. 744 Cr



4. High Growth Industry...

Products	Paste PVC	Suspension PVC	Custom Manufacturing
Key Highlights	<ul style="list-style-type: none"> • India heavily import dependent • Enough headroom to grow – no capacity expansions announced – technology is a barrier • Customer “stickiness” 	<ul style="list-style-type: none"> • India heavily import dependent • Demand growing at a fair clip • New capacities not enough to meet growing demand 	<ul style="list-style-type: none"> • India set to outpace global Agro-CMC market - AIs and advanced intermediates • China + 1 play • High margin business
End user	<ul style="list-style-type: none"> • Predominantly leather cloth followed by mats, gloves etc. • Leather cloth caters to footwear, auto upholstery and other upholstery segments 	<ul style="list-style-type: none"> • Predominantly for pipes used for water conveyancing, construction etc. • Other segments like window profiles, furniture are fast growing 	<ul style="list-style-type: none"> • Agri and Pharma innovators
Addressable Market Size*	163 ktpa	3.7 million mtpa	USD 2 billion
Chemplast Sanmar Position	<ul style="list-style-type: none"> • Market leader in India (66 ktpa) – first to seed the product in India • Expansion underway (41 ktpa) - will help CSL consolidate its position 	<ul style="list-style-type: none"> • 2nd largest in India (331 ktpa) and largest player in South India • Dominant presence in South and East markets • Feedstock tie-up key to expansion 	<ul style="list-style-type: none"> • Top priority for capital allocation - will drive growth for CSL going forward • ~ Rs. 680 Cr capex committed in multi-purpose blocks • CSL’s track record in customer relationships helping in winning new orders

*Management Estimates
 'mtpa' stands for metric tons per annum; 'ktpa' stands for kilo tons per annum

... with CSL's unique position to capitalize on it



Technology not available on License

Paste PVC manufacturing technology is closely guarded and is not readily available on license

Long term relationships with feedstock suppliers & customers

Complex Chemistry

Well-renowned in the industry for our chemistry strengths & ability to handle complex chemicals

01

02

03

04

05

06

Leverage Existing Infra

Owns vacant industrial land and other infrastructure for future leg of expansion

High Compliance Requirement

High standards of Environmental, Health and Safety compliance, extended customer validation and approvals process, ongoing process innovation and optimisation, high-quality standards and stringent specifications

Ability to Handle Feedstock

Significant expertise is available within the Chemplast ecosystem in processing and handling complex chemicals such as Chlorine, Ethylene di chloride, Fluorine, Peroxides, Chlorosilanes and Sodium Cyanide

5. Strong Focus on Sustainability...

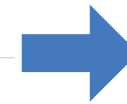
Environment Friendly Practices

- Zero liquid discharge policy
- Desalination plants at coastal facilities - avoid usage of groundwater
- Rain water harvesting & ground water recharging capacities at Mettur facility



Health & Safety Measures

- Transport safety - Installation of speed control & safety systems in trucks
- Process safety – PSM, BBS
- Personnel safety – PPE

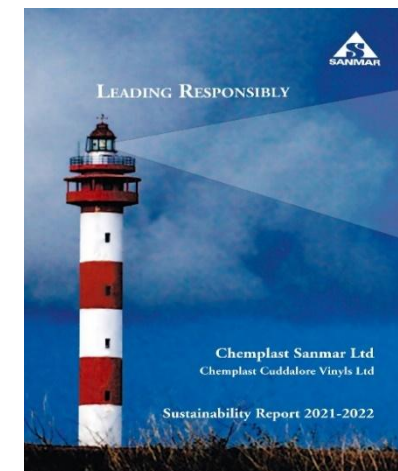
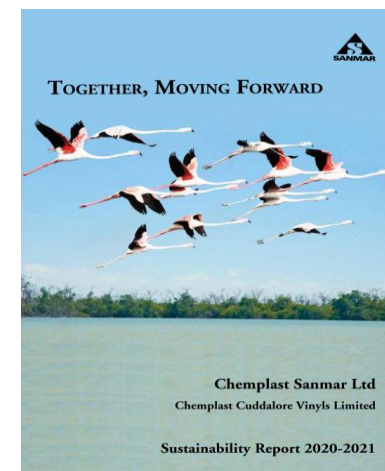
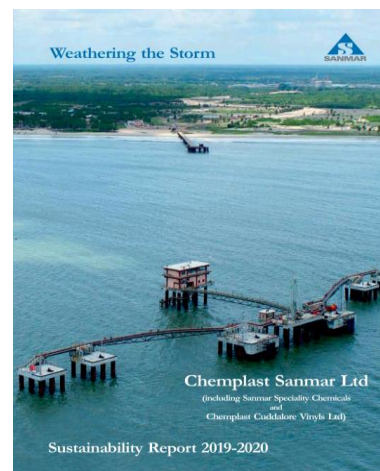


- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

Pioneers in Zero Liquid Discharge

- Installed Zero Liquid Discharge (ZLD) facilities at its Mettur plant at an investment of Rs. 27 Cr
- In CCVL, Cuddalore and CSL, Karaikal, ZLD has been the norm right since the inception of the units
- **In Sep '09, Chemplast became the first chemical manufacturer to achieve 100% ZLD in all its plants**

Annual sustainability reports published for over a decade



... with various awards & recognitions

Accreditations

Sword of Honor
British Safety Council
2020,
Cuddalore

Sword of Honor
British Safety Council
2021,
Mettur Plant 2

Responsible Care[®]
OUR COMMITMENT TO SUSTAINABILITY

Sword of Honor
British Safety Council
2023,
Plant 1 & 4, Mettur & Karaikal

5-Star Rating
British Safety Council

Cuddalore, Mettur (All Plants)



One of the two winners of the 'Sustainability Award for Carbon Reduction' presented by Syngenta, a global innovator and a key customer of the Custom Manufactured Chemicals Division (CMCD)

Key Awards

<p style="text-align: center;">ECOVADIS SILVER MEDAL</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">Safety</p>	<p style="text-align: center;">Star Award from National Safety Council</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">Safety</p>
<p style="text-align: center;">FICCI Safety system Excellence Award 2019</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">Safety</p>	<p style="text-align: center;">FICCI Sustainability Award Excellence in Safety (Petrochemicals) 2017</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">Sustainability</p>
<p style="text-align: center;">ICC's Award for Excellence in Management of Environment 2021</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">CSR</p>	

Protecting the Environment with Sustainable Actions

Chemplast consistently enhances its manufacturing processes with continuous technical innovation to improve efficiency and surpass environmental standards. The Company's commitment to environmental preservation is evident through its notable advancements in responsible manufacturing. Furthermore, Chemplast has allocated substantial investments to adopt environmental best practices, firmly establishing it as a leader in environmental protection.



Rs. 20 Cr

Annual Recurring Expenditure on Complete Recycling and Reuse of Liquid Trade Effluents



Carbon Reduction and Energy Saving Initiatives

The Company has adopted various energy conserving mechanisms like using hydrogen as a fossil fuel alternative, implementing waste heat recovery and steam saving system. Of the many other initiatives, the Company also installed variable frequency drives, energy-efficient motors and new PVC centrifuges apart from incinerating Hydrofluorocarbons.



Water Consciousness

Chemplast follows a stringent water usage policy which includes Zero Liquid Discharge and non-reliance on ground water for its requirements. This, coupled with the investment in desalination plants at its coastal facilities, ensures that the ground water reserves are not depleted and adequate resources are available for the neighbouring communities.

Additionally, the Company also recycles 100% of the effluents generated in the manufacturing operations.



2,97,016

tonnes of CO₂ Equivalent

Avoided Emissions (FY '23)



7,469 GJ

Green Energy Sourced (FY '23)



Responsible Waste Management

The Company follows the 4R (Reduce, Reuse, Recycle, and Recover) philosophy for waste management.



2,105 mt

Hazardous Waste Recovered and Recycled (FY '23)

6. Committed Leadership Team With Eminent Board



Vijay Sankar
*Chairman &
Non Executive Director*



Ramkumar Shankar
Managing Director



Chandran Ratnaswami
Non-Executive Director



Dr. Lakshmi Vijayakumar
Independent Director



Aditya Jain
Independent Director



Sanjay Bhandarkar
Independent Director



Prasad Menon
Independent Director



Vikram Hosangady
*Non-Executive &
Non-Independent Director*



Dr. Krishna Kumar Rangachari
*Deputy Managing Director -
Custom Manufactured
Chemicals Division*



N Krishnamoorthy
*Deputy Managing Director -
Commercial*



N Muralidharan
Chief Financial Officer



Mukund Iyer
Deputy Managing Director



M Raman
*Company Secretary &
Compliance Officer*



M N Bhaskaran
*Executive Director –
Head of Operations*

Distinguished Board of Directors

Experienced Management Team

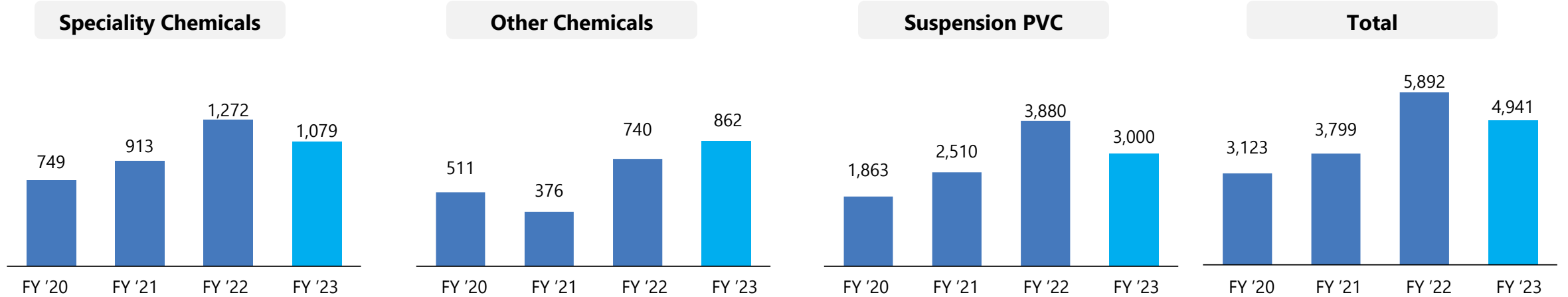


Historical Financials

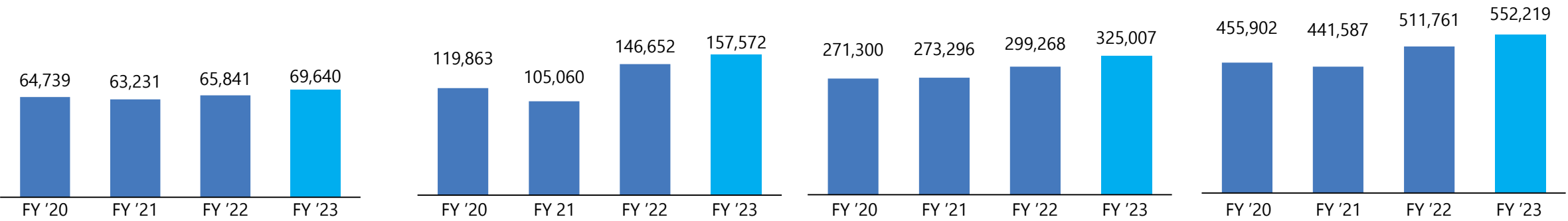


Historical Segmental Highlights

Revenue Breakup



Sales Volume



mt

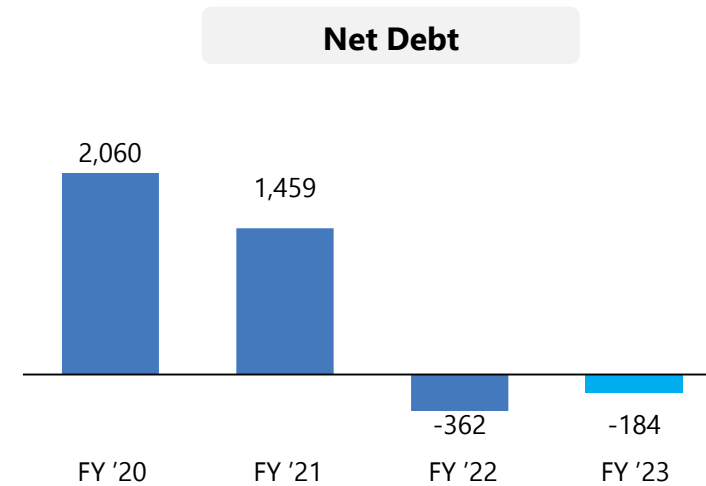
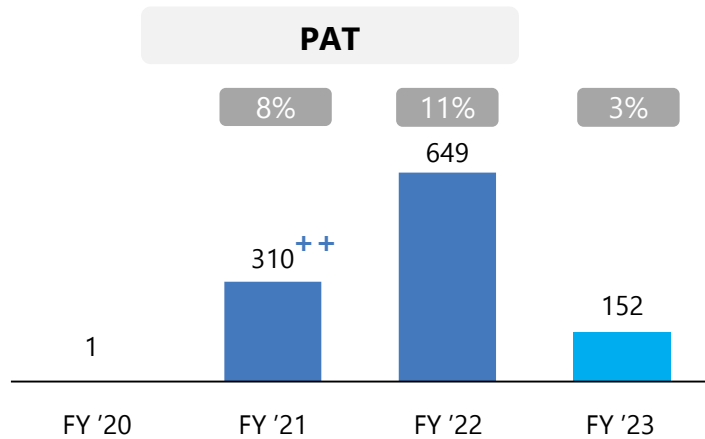
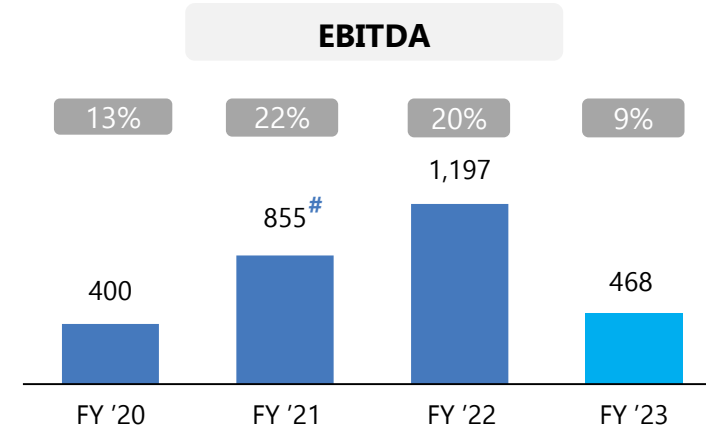
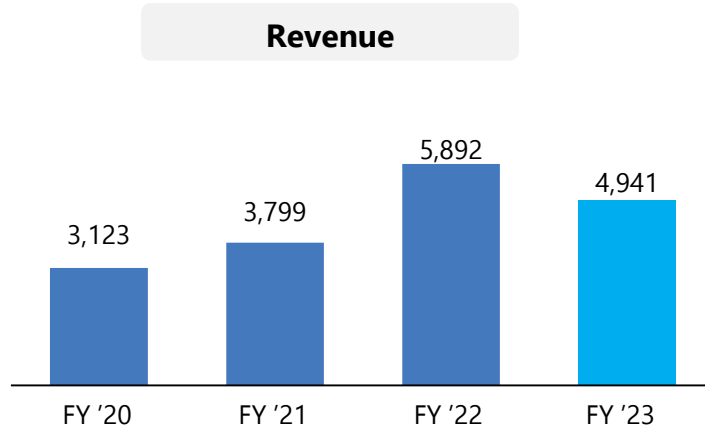
"mt" stands for metric tons

- Includes Caustic Soda, Chloromethanes, Refrigerant gases and Hydrogen Peroxide

Performance Trend

Rs. Cr

Margin



All computations are on Consolidated basis

Historical Numbers are restated post CCVL Acquisition in FY 21

Excludes positive impact on account of inventory write down of Rs.107 Cr made in FY '20

++ Excludes post tax impact of gains/ (loss) from JV & Associates: Rs. 48 Cr loss in FY '20; Rs. 100 Cr gain in FY '21; These investments have been delinked in FY '21.

Way Forward

Paste PVC

1



The Company expects margins to improve in the short-term and sustain over the medium to long-term driven by the tightness in global demand supply

Caustic soda

4



Realisations are expected to be under pressure in the short-term and stabilize thereafter on the back of growth in demand

Custom Manufacturing

2



Revenue is likely to grow at a healthy pace with the commissioning of the new multi-purpose facility in FY '24 and addition of new products to the portfolio

Chloromethanes

5



As new capacities in India settle into the market, margins are expected to remain under pressure in the short-term and then improve, as the downstream demand continues to expand

Suspension PVC

3



The margins are likely to improve in the short-term and sustain over the medium to long term given the global imbalance with demand growth expected to exceed supply growth

Hydrogen peroxide

6



The Company expects to report a higher capacity utilisation in FY '24

Thank You



Company

Chemplast Sanmar Ltd.

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Investor relations advisor

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Strategic Growth Advisors Pvt. Ltd.

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