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January 29, 2022

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code - 543336	To, 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 copy of Investor Presentation.

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



Chemplast Sanmar Ltd.

Investor Presentation - January 2022



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Q3 & 9M FY22 Highlights



Q3 & 9M FY22 Highlights

	Q3FY22	9MFY22
Revenues	Rs. 1,452 cr 33% YoY growth ↑	Rs. 4,085 cr 66% YoY growth ↑
EBITDA	Rs. 353 cr 25% YoY growth ↑ 24.3% Margin	Rs. 850 cr 67% YoY growth ↑ 20.8% Margin
PAT	Rs. 237 cr 48% YoY growth ↑ 16.3% Margin	Rs. 417 cr 807% YoY growth ↑ 10.2% Margin

Credit Rating (CRISIL)

A+ / Positive / A1+
Chemplast Sanmar Ltd

A+ / Positive / A1+
Chemplast Cuddalore Vinyls Ltd

Key highlights for the quarter

- Revenues registered a strong growth on account of higher realizations per tonne for our key products - Specialty Paste PVC resin, Suspension PVC, Chloromethanes and Caustic Soda.
- On the volume front, while the Caustic Soda volume for the quarter was higher, Specialty Paste PVC and Suspension PVC volumes were lower on a YoY basis, primarily due to restrictions around operation of downstream units in the NCR Region due to poor air quality and the extended monsoons during Q3'FY22, respectively. The demand for both Specialty Paste PVC and Suspension PVC has picked up strongly and the built-up inventory is expected to get diluted in near term.
- Started dispatches of the two newly commercialized products of Custom Manufactured Chemicals business. The product pipeline is strong with a number of projects at various stages of commercialization.
- Received the environmental clearance for our proposed Specialty Paste PVC expansion. We have received clearance for 70ktpa, but as of now, we are going ahead with 35 ktpa expansion as Phase 1.
- Debottlenecking of Suspension PVC capacity by 10% is expected to come fully online by Q1'FY23. This is a phased debottlenecking, part of which is already completed.
- The Company continues to be debt free on a standalone basis and on a consolidated basis the net debt is negligible.





Ramkumar Shankar
Managing Director

The demand outlook, for both Paste PVC and Suspension PVC, is quite strong due to significant deficit and high import dependence in the domestic market. Increasing tight supply at the global level for both these products, augurs well for domestic manufacturers like us. With our dominant position in the Indian market and expansion plans to cater to the growing demand, we believe that we are well-placed to benefit from uptick in PVC market. Custom manufacturing business is expected to benefit significantly due to China plus one strategy of global innovators.

Q3 has been a very strong quarter financially with revenues registering a 33% growth year on year, and net profit growing 48% year on year.

Our specialty chemicals business continued to be strong in the quarter with Paste PVC registering a higher realization, resulting in healthy margins. After reaching all-time highs in October, Paste PVC prices corrected a bit and now trading close to \$1,700 – 1,750/ton - in the near to medium term horizon, we expect prices to be range bound. We commercialized two new products on the custom manufacturing side and started dispatches for these products.

With respect to Non-Specialty Chemicals, Caustic Soda prices peaked during the quarter and still continue to be on the higher side. Currently, prices are at a level of \$600 – 650/ ton. The price of chloromethanes in India reached record highs due to limited availability on account of reduced import arrivals. However, with the addition of new capacity in India, there has been some correction in prices (though even after correction, the prices are still higher than pre-pandemic levels). Once the market absorbs incremental volume, we expect the prices to strengthen again.

Suspension PVC prices reached a record high in the month of October largely on account of supply side tightness. Thereafter, prices have softened but continue to remain at healthy levels. We expect prices to continue to remain strong as no significant capacity addition is on the anvil in the near term. It is noteworthy that feedstock VCM prices have dropped even more than PVC has – however, the benefit of the drop in VCM prices would kick in after a lag of 30 to 45 days, while the impact of the drop in PVC prices would have an immediate impact. Therefore, we expect margins on suspension PVC to improve in a few months as the benefit of the VCM price drops start to register.

Looking ahead, we are rigorously working on our expansion projects which were mentioned at the time of IPO.

Segment-wise Volumes & Revenues: Q3 & 9M – FY '22

In mt

Sales Volume	Q3 FY22	Q3 FY21	Y-o-Y	9M FY22	9M FY21	Y-o-Y
Specialty Chemicals	14,055	22,420	-37%	43,732	45,990	-5%
Non-Specialty Chemicals	39,498	27,971	41%	1,06,131	73,225	45%
Suspension PVC	65,089	69,196	-6%	2,11,269	1,95,311	8%
Total Sales Volume	1,18,643	1,19,587	-1%	3,61,133	3,14,526	15%

In Rs. Cr

Total Revenue	Q3 FY22	Q3 FY21	Y-o-Y	9M FY22	9M FY21	Y-o-Y
Specialty Chemicals	294	311	-5%	857	621	38%
Non-Specialty Chemicals	222	95	133%	506	254	99%
Suspension PVC	936	682	37%	2,723	1,582	72%
Consolidated Revenues	1,452	1,088	33%	4,085	2,457	66%

Performance Highlights: Q3 & 9M FY '22

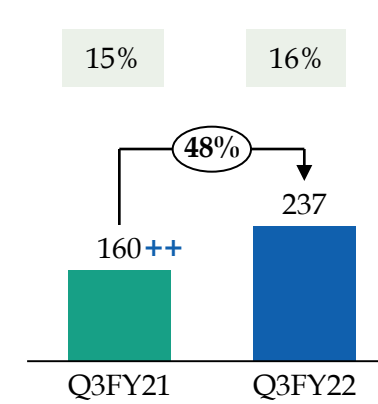
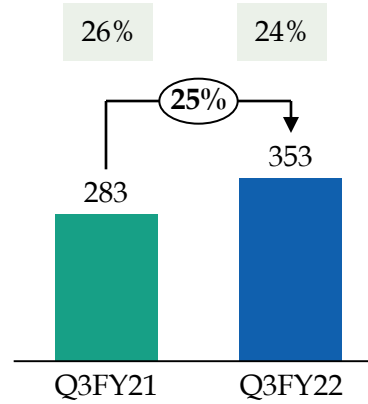
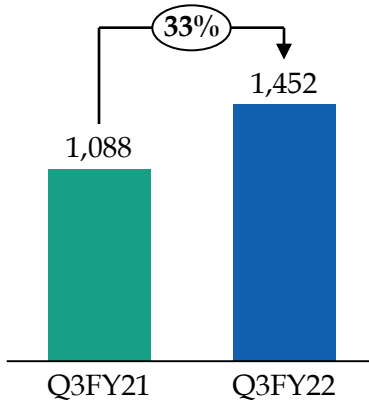
In Rs. Cr

Total Revenues

EBITDA

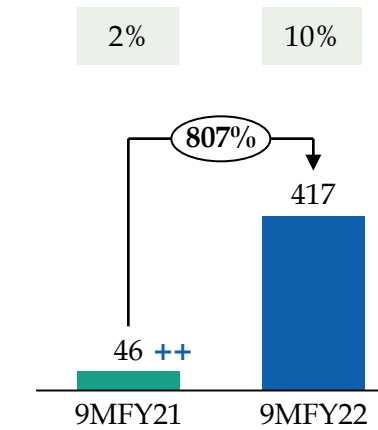
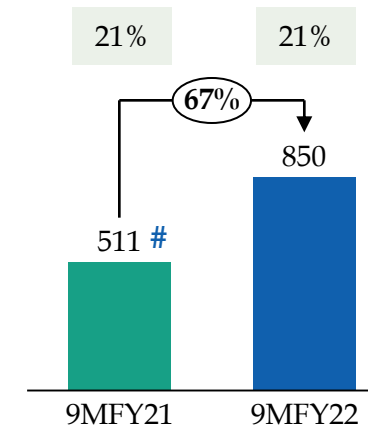
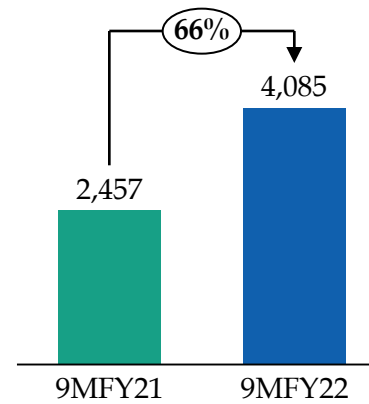
PAT

Quarterly



Margin

9 Months



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 crore made in previous year
- ++ Includes impact of gains/ (loss) from JV & Associates: Rs.111 Cr gain in Q3FY21 & Rs 108 cr loss in 9MFY21. These investments have been delinked in Mar '21.

Consolidated Profit & Loss Account (Proforma)

Particulars (Rs. in Cr)	Q3 FY22	Q3 FY21	Y-o-Y	9M FY22	9M FY21	Y-o-Y
Revenue from Operations	1,452	1,088	33%	4,085	2,457	66%
Cost of Goods Sold	833	621		2,508	1,433	
Employee Cost	33	29		91	89	
Other Expenses	233	155		636	425	
EBITDA	353	283	25%	850	511	67%
<i>EBITDA Margin %</i>	<i>24.3%</i>	<i>26.0%</i>		<i>20.8%</i>	<i>20.8%</i>	
Other income	13	3		49	8	
Depreciation	33	33		97	96	
Inventory adjustment **	0	0		0	107	
EBIT	333	253	32%	802	530	51%
Finance Cost	37	113		287	342	
PBT (before Share of Profit/ (Loss) from Joint Venture and Associate)	295	139		515	188	
Share of Profit / (Loss) from Joint Venture and Associate	0	111		0	-108	
Profit before tax and exceptional items	295	251		515	80	
Exceptional items	0	-13		0	-13	
Profit before tax	295	237	25%	515	66	677%
Tax	59	77		98	20	
PAT	237	160	48%	417	46	807%
<i>PAT Margin %</i>	<i>16.3%</i>	<i>14.7%</i>		<i>10.2%</i>	<i>1.9%</i>	
Basic EPS (Rs)	14.98	11.93		28.67	3.43	

On Consolidated Basis
Historical Numbers are restated post CCVL Acquisition in FY21

** Positive impact on account of write down of inventory made in previous year

Standalone Profit & Loss Account

Particulars (Rs. in Cr)	Q3 FY22	Q3 FY21	Y-o-Y	9M FY22	9M FY21	Y-o-Y
Revenue from Operations	517	407	27%	1,364	875	56%
Cost of Goods Sold	139	147		423	292	
Employee Cost	20	19		59	58	
Other Expenses	169	105		445	278	
EBITDA	190	135	40%	437	248	76%
<i>EBITDA Margin %</i>	<i>36.7%</i>	<i>33.2%</i>		<i>32.0%</i>	<i>28.3%</i>	
Other income	6	1		29	2	
Depreciation	23	23		65	64	
EBIT	173	113	53%	401	186	115%
Finance Cost	3	67		134	195	
PBT (before Exceptional Item)	170	47		267	-9	
Exceptional items	0	-13		0	-13	
Profit before tax	170	33	411%	267	-22	n.a.
Tax	27	12		36	-7	
PAT	143	21	571%	231	-15	n.a.
<i>PAT Margin %</i>	<i>27.6%</i>	<i>5.2%</i>		<i>17.0%</i>	<i>-1.7%</i>	
Basic EPS (Rs)	9.03	1.58		15.91	-1.14	

Company Overview



Chemplast Sanmar: Leading Chemical Manufacturer in India...

#1 manufacturer of specialty paste PVC resin in India

#1 manufacturer of S-PVC in South India and 2nd largest in India⁽¹⁾

Leading player in custom manufacturing

#1 manufacturer of hydrogen peroxide in South India

Leading chemical manufacturer in India

#3 manufacturer of caustic soda in South India

One of the oldest manufacturers of chloromethanes in India

Consolidated revenue

~Rs. 3,800 cr FY21	Rs. 4,085 cr 9M - FY22
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Marquee parentage



FAIRFAX INDIA

Fairfax, a well-known international investor, has been an investor since 2016 in the SHL Chemicals Group ⁽²⁾

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

4















Manufacturing Facilities with a high degree of backward integration ⁽³⁾

Experienced management team with deep domain expertise

Note:

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

... with a Diversified Product Portfolio

	Chemplast Sanmar					CCVL (1)
	Specialty Chemicals		Non-Specialty Chemicals			Suspension PVC
End user industries	<u>Specialty Paste PVC resin</u>  Footwear  Auto upholstery	<u>Custom manufacturing</u>  Pharma  Agrochemicals	<u>Caustic soda</u>  Paper  Textile	<u>Hydrogen peroxide</u>  Paper & Pulp  Textile Park	<u>Chloromethanes</u>  Pharma  Agro-Chemicals  Refrigerants (HFOs)	 Irrigation  Urban infra  Real estate
	Capacity	66,000 mtpa	1,068 mtpa	119,000 mtpa	34,000 ⁽²⁾ mtpa	35,000 mtpa
FY21 Sales split	24%		10%			66%

Note:

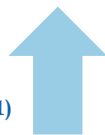
1. Wholly owned subsidiary of Chemplast Sanmar Ltd.
2. The hydrogen peroxide capacity is calculated at 50% concentration level, in line with industry standards. 'mtpa' stands for metric tons per annum

Specialty Paste PVC Resin

Industry Overview

143 ktpa Indian demand
FY20 ⁽¹⁾

9.3%
CAGR (FY21-25) ⁽¹⁾



Domestic
55%

Imports
45%

Key growth drivers

- High entry barriers:** Licensed technology and lack of availability of raw materials
- Growth in the end-user industries**
 - Footwear
 - Automotive
 - Vinyl Gloves
- Low per capita consumption (kg, 2019)**

Region	Per capita consumption (kg, 2019)
Western Europe	2.4
North America	0.8
China	0.6
India	0.1
- Permanent shut down of some plants globally (~10% of total capacity closed)**

Company Overview

#1 manufacturer of specialty paste PVC resin in India



66 ktpa
Installed capacity
at Mettur



35 ktpa
Planned capacity addition at
Cuddalore by FY24

- Manufactured at Mettur facility since 1968
- 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

Note:

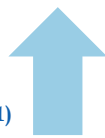
1. Source : CRISIL Research

'ktpa' stands for kilo tons per annum and 'kt' stands for kilo tons

Industry Overview

US\$ 6.0 bn
Indian market size FY21 ⁽¹⁾

9.1%
CAGR (FY21-25) ⁽¹⁾



Key growth drivers



Availability of skilled economic labor



Surge in global food grain demand



Growth in demand for drugs and hygiene products



India to be a focus region as companies move away from China for custom manufacturing



PLI Scheme for bulk drug parks



Higher penetration of API manufacturing in India

Company Overview

Leading player in custom manufacturing



1,068 mtpa
Installed capacity at Berigai



Setting up a multipurpose facility in stages (Blocks 1 & 2)

- Engaged in custom manufacturing of advanced intermediates to global innovator companies in the agro-chemical, pharmaceutical and fine chemical end uses
- Capabilities include wide range of chemistry capabilities such as cyanation, hydrogenation and liquid purification
- In-house process research, process engineering and large scale manufacturing capabilities, enables us to act as one-stop shop for manufacture of newly discovered molecules

Caustic Soda

3.5 mn mtpa
Indian demand
FY21⁽¹⁾

8.2%
CAGR (FY21-25)⁽¹⁾



Key growth drivers

- Growth in paper and textile industry
- Increasing demand from end user industries, especially:
 - Alumina – increase in refineries
 - Chemical industries – dyes and paints

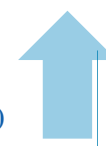
#3 manufacturer of caustic soda in South India region

- Caustic soda is generated as a joint product in the process of manufacture of chlorine
- Caustic soda is produced at 32% concentration levels and thereafter further concentrated to 48-50% for sale to customers

Hydrogen Peroxide

282 ktpa
Indian demand
FY21⁽¹⁾

10.3%
CAGR (FY21-25)⁽¹⁾



Key growth drivers

- Setting up of textile parks
- Growth in paper & pulp industry
- Effluent treatment at refineries to aid demand growth
- Rapid growth in market size for disinfectants during COVID-19

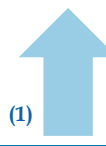
#1 manufacturer of hydrogen peroxide in South India region

- Hydrogen peroxide is part of downstream integration as a value added product.
- Hydrogen peroxide plant is designed for a capacity of 34000 tons per year of 50 percent concentration. Production process adopted is environment-friendly.

Chloromethanes

510 ktpa
Indian Demand
FY21⁽¹⁾

10.1%
CAGR (FY21-25)⁽¹⁾



Key growth drivers

- Rapid growth in pharma industry
- New generation refrigerants (HFOs)
- Rising agrochemicals demand
- PLI scheme to boost API and bulk drugs

One of the oldest manufacturers of chloromethanes in India

- Chloromethanes refers to a group of products namely, Methyl Chloride, Methylene Di Chloride, Chloroform and Carbon Tetra Chloride.

Industry
Overview

Company
Overview



Note:

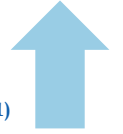
1. Source: CRISIL Research

Suspension PVC (CCVL)

Industry Overview

3,340 ktpa
Indian demand in FY20⁽¹⁾

7.7%
CAGR (FY21-25) ⁽¹⁾



Key growth drivers

- 1 Significant gap between demand and supply : No new capacity additions in India in the near future and increasing supply tightness due to Chinese PVC capacity shutdowns
- 2 Low per capita consumption in India
- 3 Significant demand-supply gap due to lack of new capacity in India
- 4 Strong growth in end-use markets



Irrigation spending



Urban Infra Spending



Real Estate Sector Spending

Company Overview

#1 manufacturer of S-PVC in South India and 2nd largest in India



300 ktpa
Installed capacity
at Cuddalore



31 ktpa
Debottlenecking is
underway

- Manufactured at Cuddalore facility since 2009. This facility has a captive import terminal facilitating VCM imports for PVC production



Note:
1. Source: CRISIL Research

Sustainable Opportunity Across Products

Specialty Paste PVC

- Global supply tightness
- India is a net importer
- Rising demand from end user industries
- Import substitution opportunity

High

Custom Manufacturing

- Shortage of capable & reliable partners globally
- India is a net exporter
- Rising demand from end user industries
- Export Opportunity

High

Non-Specialty Chemicals

- India is a deficit market for non-specialty range produced by the company
- Rising demand from end user industries

Medium

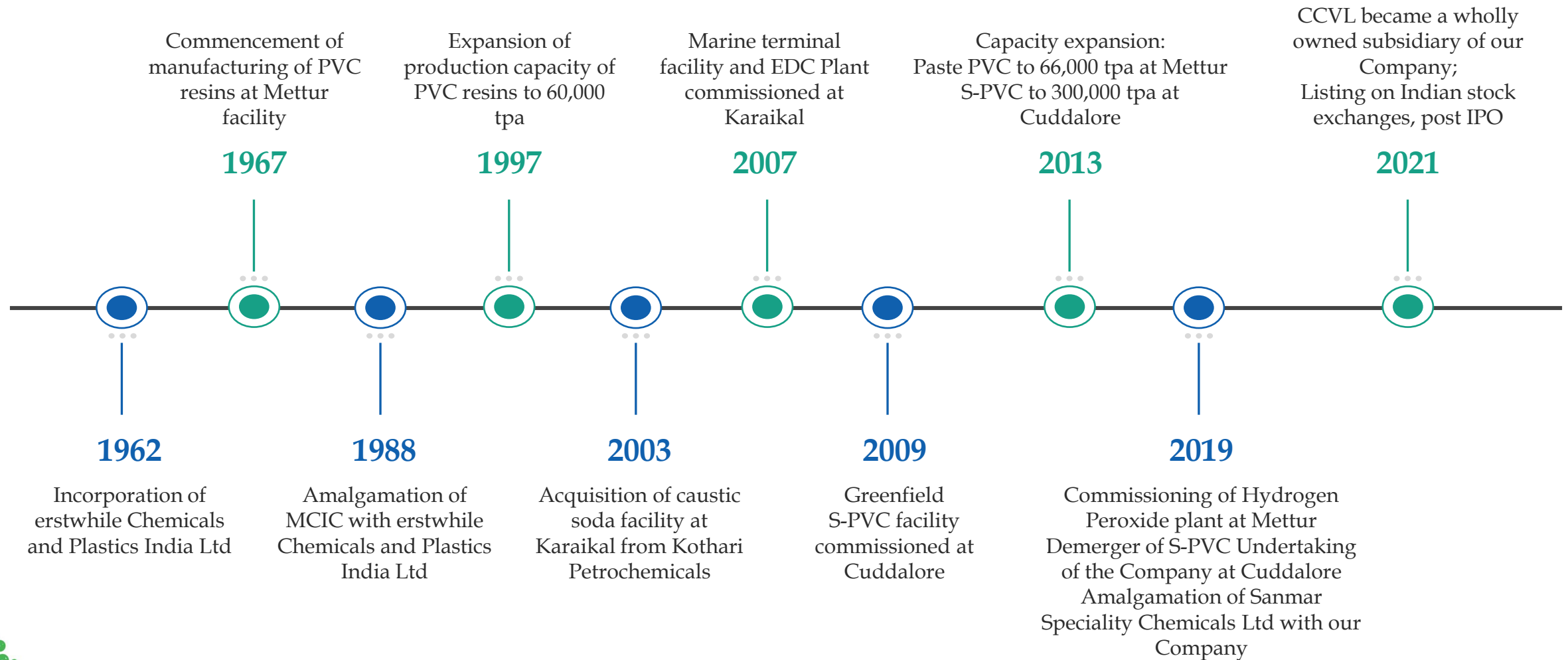
Suspension PVC

- Growing global tightness
- India is a large net importer
- Rising demand from end user industries
- Import substitution opportunity

High

Sustainable
Opportunity

Legacy of Over Five Decades



Chemplast Sanmar: Key Highlights

Leadership position across wide array of products; Growing end-use applications; Wide and stable customer base

High entry barriers

Paste PVC manufacturing technology is closely guarded and is not available on licence

The custom manufacturing industry has significant entry barriers, including customer validation and approvals, expectation from customers for process innovation and cost reduction, high quality standards and stringent specifications

Highly integrated operations enabling greater value-addition and flexibility in operations resulting in superior yields

Robust expansion pipeline to benefit from structural changes in the supply side dynamics; Ability to expand at a fast pace due to surplus land and infrastructure

Established and stable relationship with suppliers

Marquee parentage, eminent board of directors and experienced management team with domain expertise

Healthy financial performance and robust balance sheet with negligible net debt

Organizational Capabilities

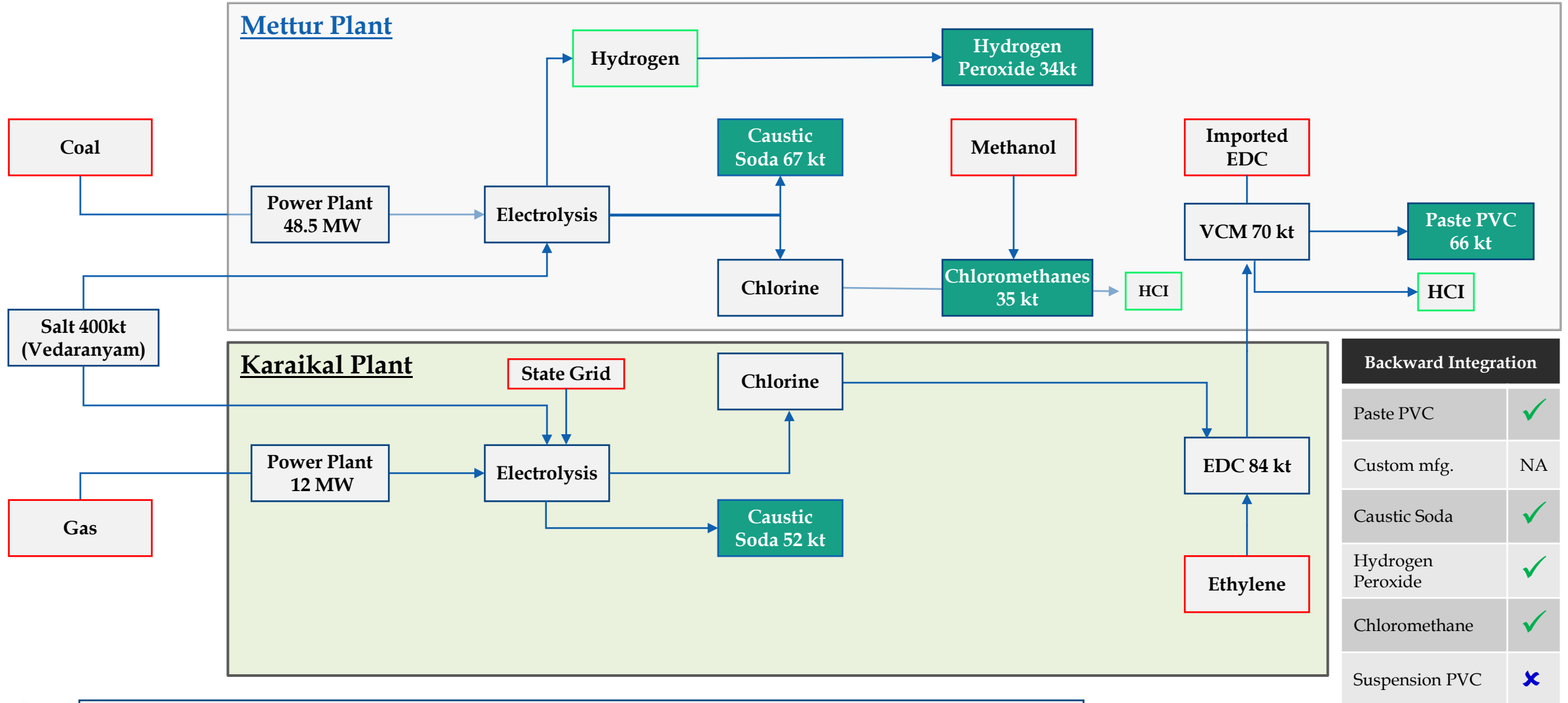


Quality Manufacturing Facilities

Location	Chemplast Sanmar			CCVL	
	Mettur, Tamilnadu	Berigai Tamilnadu	Karaikal, Puducherry	Cuddalore, Tamilnadu	
Capacity	Paste PVC 66 ktpa	Custom manufacturing 1068 mtpa	Caustic soda 52 ktpa	Suspension PVC resin 300 ktpa	
	Caustic Soda 67 ktpa				
	Hydrogen Peroxide 34 ktpa				
	Chloromethanes 35 ktpa				
	Refrigerant gas 1.7 ktpa				
Key highlights	<ul style="list-style-type: none"> Zero liquid discharge facility Sourcing of power from a captive power plant of 48.5 MW Leased salt field to ensure stable supply 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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 Stores ethylene in a double walled insulated cryogenic tank with 4 kt capacity Leased salt field to ensure stable supply 	<ul style="list-style-type: none"> Zero liquid discharge plant Desalination plant Captive terminal for import of feedstock Has two refrigerated atmospheric storage tanks with a capacity of 7,500 MT each for VCM Debottlenecking of capacity by 31kt is underway 	
	ISO 14001 2015	✓	✓	✓	✓
	ISO 9001 2015	✓	✓	✓	✓
ISO 45001 2015	✓	✓	✓	✓	

With all facilities located in Tamilnadu and Puducherry, it enjoys proximity to key customers across industries in South and East India. Also, two coastal locations providing significant advantage in terms of raw material sourcing and transportation of finished goods

... with a High Degree of Backward Integration



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

Quantity of EDC manufactured at Karaikal plant and transferred to Mettur, depends on the relative pricing vis-à-vis International Markets

Externally Procured By Product Product Sold

Glance at Manufacturing Facilities



Paste PVC plant,
Mettur, Tamilnadu



Chloromethanes plant,
Mettur, Tamilnadu



Custom manufacturing,
Berigai, Tamilnadu



Custom manufacturing,
Berigai, Tamilnadu



Caustic Soda manufacturing,
Karaikal, Puducherry



Suspension PVC,
Cuddalore, Tamilnadu

Strong Focus on Sustainability


Environment Friendly Practices

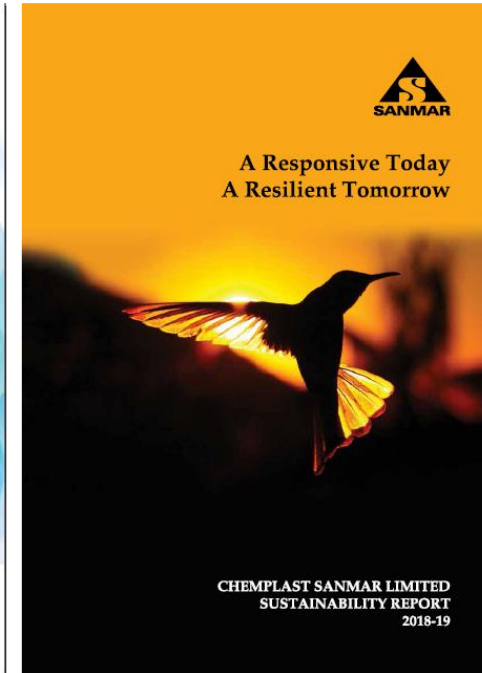
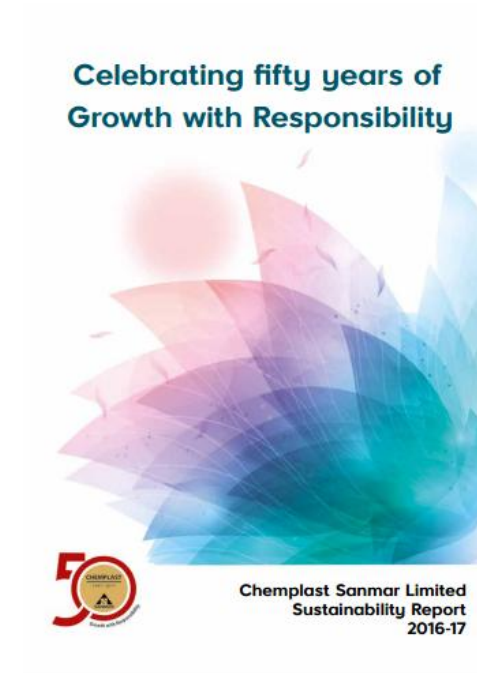
- Zero liquid discharge policy
- Desalination plants at coastal facilities - avoid usage of groundwater
- Rain water harvesting & ground water recharging capacities at Mettur facility

Health & Safety Measures

- Installation of speed control & safety systems in trucks
- Adequate safety measures for employees working in manufacturing facilities

Annual sustainability reports published for over a decade

- 
- 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, the 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

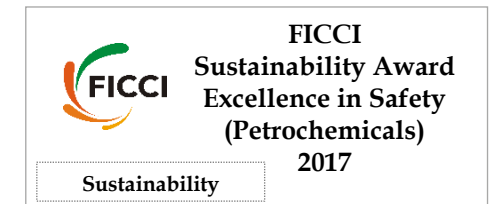
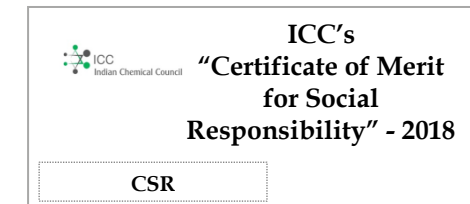


Key Awards & Recognition

Accreditations



Key Awards



Leadership Team With Deep Domain Expertise (1/2)



Vijay Sankar

Chairman and Non-Executive Director

- Industrialist with experience in managing several businesses
- Past president of Indian Chemical Council
- He is on the boards of companies such as The KCP Ltd, Oriental Hotels Ltd, Kaveri Retreats & Resorts Ltd and Transport Corporation of India Ltd.
- CA, and MBA from Kellogg School of Management



Ramkumar Shankar

Managing Director

Exp : 33+ Years

- Associated with The Sanmar Group since 1988
- Member of the CII National Committee on Chemicals and Petrochemicals
- Past president, Alkali Manufacturers' Association of India
- CA, Cost Accountant



N Muralidharan

Chief Financial Officer

Exp : 33+ years

- Associated with The Sanmar Group since 1991
- Diverse Experience in Accounting, Financial Reporting & Fund raising
- CA and MBA



Dr. Krishna Kumar Rangachari

Executive Director - Custom

Manufactured Chemicals Division

Exp : 30+ years

- Associated with The Sanmar Group since 2008
- Previously associated with Rayonier Performance Fibres Division, USA
- Bachelor's degree in engineering in chemical branch from the Birla Institute of Technology and Science
- Masters' degree science and a degree in doctor of philosophy from North Carolina State University, USA



M Raman

Company Secretary &

Compliance Officer

Exp : 32+ years

- Associated with The Sanmar Group since 1989
- Bachelors' degree in arts from the University of Madras
- Bachelors' degree in general laws from Madurai Kamaraj University
- Associate member of ICSI



Leadership Team With Deep Domain Expertise (2/2)



Ramkumar Shankar
Managing Director



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



N Krishnamoorthy
Executive Director (Commercial)
Exp : 37+ years



S Gajendiran
*Executive Vice President
(Operations - Mettur)*
Exp : 30+ years



N Palanisamy
*Senior Vice President
(Operations - Cuddalore)*
Exp : 32+ years



G Sankara Subramanian
*President - Custom
Manufactured Chemicals
Division*
Exp: 24+ years

- Associated with The Sanmar Group since 1993
- Previously associated with Reliance Industries Limited and Southern Petrochemical Industries Corporation Limited
- Bachelor's degree in engineering from Madurai Kamaraj University
- MBA from Anna University.

- Associated with The Sanmar Group since 2005
- Previously associated with Thirumalai Chemicals Limited, SIP Resins Limited and SIP Industries Limited
- Bachelor's degree in technology from Bharathiar University

- Associated with The Sanmar Group since 1995
- Previously associated with South India Viscose Limited, SIV Industries Limited and Engineers India
- Bachelor's degree in technology from Anna University and holds post graduate diploma in business administration from Annamalai University

- Associated with The Sanmar Group since 1997
- Bachelor of Engineering in Chemical Engineering from Karnatak University
- MBA from ACME Business School



S Saiy Subramaniyan
*Senior Vice President
(Strategic Sourcing)*
Exp : 32+ years



S Mathivanan
*Vice President
(Operations - Karaikal)*
Exp : 37+ years



Mohith Balakrishnan
Senior General Manager (HR)
Exp : 20+ years

- Associated with The Sanmar Group since 2006
- Previously associated with Dalmia Cement (Bharat) Limited and Shasun Chemicals & Drugs Limited
- Bachelor's degree in technology from Nagpur University

- Associated with The Sanmar Group since 2009
- Previously associated with Durgapur Chemicals Limited, Indian Petrochemicals Corporation Limited and Chemfab Alkalis Limited
- Bachelor's degree in engineering (chemical) from Annamalai University

- Associated with The Sanmar Group since 2017
- Previously associated with Bahwan International Group, Perlos Telecommunication & Electronic etc
- Bachelors' degree in arts (sociology) and a Master's degree in arts (social work) from the University of Madras

Eminent Board of Directors (1/2)



Vijay Sankar
Chairman and Non-Executive Director

- Industrialist with experience in managing several businesses
- Past president of Indian Chemical Council
- He is on the boards of companies such as The KCP Ltd, Oriental Hotels Ltd, Kaveri Retreats & Resorts Ltd and Transport Corporation of India Ltd.
- CA, and MBA from Kellogg School of Management



Ramkumar Shankar
Managing Director

- Member of the CII National Committee on Chemicals and Petrochemicals
- Past president of Alkali Manufacturers' Association of India
- CA, Cost Accountant



Chandran Ratnaswami
Non-Executive Director

- CEO of Fairfax India Holding Corporation and MD of Hamblin Watsa Investment Counsel
- B.Tech from IIT Madras
- MBA from University of Toronto



Amarnath Ananthanarayanan
Non-Executive Director

- Exp. across financial services, manufacturing, and academics
- Doct. of Philosophy (State University of New Jersey)
- Recipient of Udyog Rattan Award conferred by The Institute of Economic Studies

Eminent Board of Directors (2/2)



Aditya Jain
Independent Director

- Chairman and Editorial Director of International Market Assessment India
- MBA from Brunel University



Dr. Lakshmi Vijayakumar
Independent Director

- Medical practitioner and honorary Assoc. Professor in the University of Melbourne
- Founder of SNEHA, an NGO in Chennai
- PGD in psychological medicine, University of Madras



Prasad Menon
Independent Director

- Independent Director at Dr. Reddy's Laboratories Ltd. and Data Patterns India Ltd.
- Bachelors' degree from IIT Kharagpur



Sanjay Bhandarkar
Independent Director

- Director at S Chand & Co., Tata Power, Tata Power Renewable Energy, Tata Projects, HDFC AMC, New Age Power, Walwhan Renewable Energy and NIIF Ltd.
- PGD in management from XLRI Jamshedpur

Way Forward





Expansion of the production capacities

- Planning to add Paste PVC capacity to benefit from structural changes in the supply side dynamics and to cement leadership position in India
- Planning to expand custom manufacturing capabilities to leverage our chemistry process research and existing manufacturing capabilities



Improving financial performance through focus on operational efficiencies through:

- De-bottlenecking of Suspension PVC facility to improve operational metrics
- Increasing focus on Southern and Eastern markets to maximise netbacks



Adding value to by-products

- By-product Hydrogen from the manufacturing process is converted to Hydrogen Peroxide and sold



Low cost future expansion leveraging existing land and infrastructure facilities

2022

Suspension PVC resin

Capacity debottlenecking by 31 kt at Cuddalore underway.

Expected to come fully online by Q1'FY23. This is a phased debottlenecking, part of which is already completed

Rs 23.5 cr
Estimated capex

2024

Paste PVC

Planning to add 35 kt capacity at Cuddalore

Received the environmental clearance

Rs 256.0 cr *
Estimated capex

2025

Custom Manufacturing

Setting up a multipurpose facility (block 1&2) in phases

Planning, detailed engineering and ordering are in progress for the first phase of expansion

Rs 340.0 cr *
Estimated capex

* This is being reviewed in view of the steep increase in metals and commodity (cement, steel etc.) prices in the last few months.

Historical Performance



Segmentwise Volumes & Revenues

In mt

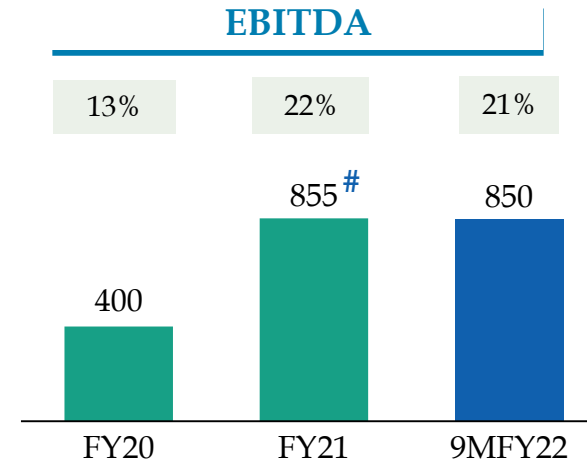
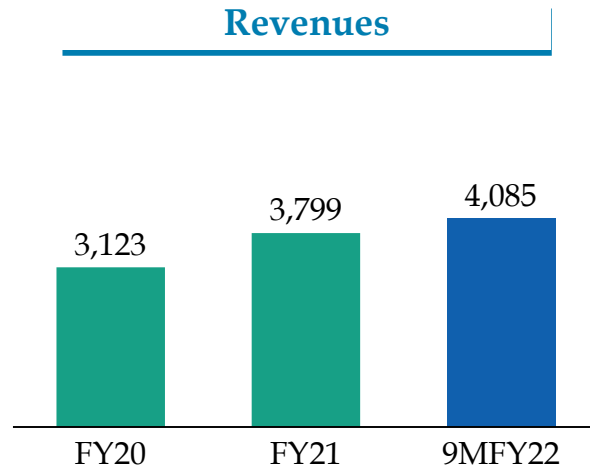
Sales Volume	9M FY22	FY21	FY20
Specialty Chemicals	43,732	63,231	64,739
Non-Specialty Chemicals	1,06,131	104,874	119,863
Suspension PVC	2,11,269	273,296	271,300
Total Sales Volume	3,61,133	441,401	455,902

In Rs. Cr

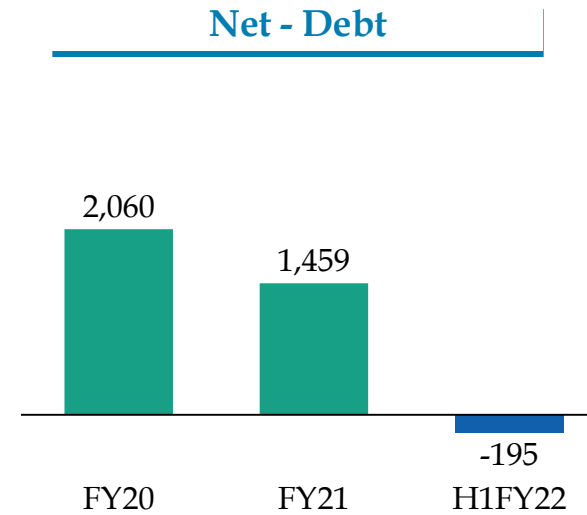
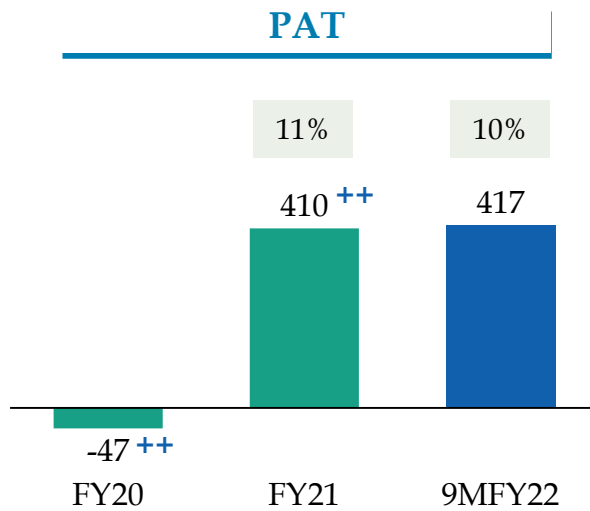
Total Revenue	9M FY22	FY21	FY20
Specialty Chemicals	857	913	749
Non-Specialty Chemicals	506	376	511
Suspension PVC	2,723	2,510	1,863
Total Revenue	4,085	3,799	3,123

Historical Performance Highlights

In 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 crore made in previous year
⁺⁺ Includes impact of gains/ (loss) from JV & Associates: Rs. 70 Cr loss in FY20; Rs. 150 Cr gain in FY21; These investments have been delinked in Mar '21.

Consolidated Profit & Loss Account (Proforma)



Chemplast Sanmar Limited

Particulars (Rs. in Cr)	FY21	FY20	Y-o-Y
Revenue from Operations	3,799	3,123	22%
Cost of Goods Sold	2,230	1,933	
Employee Cost	114	118	
Other Expenses	601	671	
EBITDA	855	400	113%
<i>EBITDA Margin</i>	<i>22.5%</i>	<i>12.8%</i>	
Other income	16	19	
Depreciation	131	129	
Inventory adjustment **	107	0	
EBIT	847	291	191%
Finance Cost	433	212	
PBT (before Share of Profit / (Loss) from Joint Venture and Associate)	413	79	426%
Share of Profit / (Loss) from Joint Venture and Associate	149	-70	
Profit before tax and exceptional items	563	9	
Exceptional items	-16	-107	
Profit before tax	547	-98	
Tax	137	-51	
PAT	410	-47	-
<i>PAT Margin %</i>	<i>10.8%</i>	<i>-1.5%</i>	
Basic EPS (Rs)	30.59	-3.52	



On Consolidated Basis

Historical Numbers are restated post CCVL Acquisition in FY21

** Positive impact on account of write down of inventory made in previous year

Consolidated Balance Sheet (Proforma)



Chemplast Sanmar Limited

ASSETS (Rs. in Cr)	Sep-21	Mar-21	Mar-20
Non-Current Assets			
a) Property, Plant And Equipment	3,072	3,133	3,232
b) Capital Work in Progress	31	25	13
c) Right Of Use Asset	14	15	18
d) Intangible Assets	0	0	0
e) Other Financial Assets	23	24	17
f) Other Non-Current Assets	21	14	14
g) Investment in Associate and JV	0	0	2,643
Sub-Total - Non-Current Assets	3,160	3,212	5,938
Current Assets			
a) Inventories	742	407	320
b) Financial Assets			
i) Trade Receivables	87	74	50
ii) Cash And Cash Equivalents	585	303	92
iii) Bank Balances	510	348	88
iv) Other Financial Assets	107	89	64
c) Other Current Assets	23	53	29
d) Derivative assets	0	0	53
Sub-Total - Current Assets	2,054	1,275	696
Total - Assets	5,214	4,487	6,633

EQUITY AND LIABILITIES (Rs. in Cr)	Sep-21	Mar-21	Mar-20
Equity			
a) Equity Share Capital	79	67	67
b) Other Equity	989	-451	-839
c) Instruments entirely equity in nature	34	34	2,490
Total Equity	1,102	-349	1,718
Liabilities			
Non-Current Liabilities			
a) Financial Liabilities			
i) Borrowings	833	2,025	2,026
ii) Lease Liabilities	13	14	17
b) Other Non current Liabilities	77	79	84
c) Deferred Tax Liabilities (Net)	704	720	675
Sub-Total - Non-Current Liabilities	1,627	2,838	2,801
Current Liabilities			
a) Financial Liabilities			
i) Borrowing	67	86	214
ii) Trade Payables	2,040	1,656	1,397
iii) Other Financial Liabilities	274	159	419
iv) Lease Liabilities	3	3	2
b) Other Current Liabilities	54	40	60
c) Derivative liabilities	13	16	0
Current tax liabilities (net)	34	39	22
Sub-Total - Current Liabilities	2,485	1,998	2,114
Total - Equity And Liabilities	5,214	4,487	6,633



On Consolidated Basis
Historical Numbers are restated post CCVL Acquisition in FY21

Consolidated Cashflow Statement (Proforma)

Particulars (Rs. in Cr)	Mar-21	Mar-20
Net Profit Before Tax	563	9
Adjustments for: Non Cash Items / Other Investment or Financial Items	526	303
Operating profit before working capital changes	1,089	312
Changes in working capital	48	-84
Cash generated from Operations	1,137	228
Direct taxes paid (net of refund)	-61	-42
Net Cash from Operating Activities	1,076	186
Net Cash from Investing Activities	2,152	-1,379
Net Cash from Financing Activities	-3,017	1,187
Net Increase in Cash and Cash equivalents	211	-7
Add: Cash & Cash equivalents at the beginning of the period	92	99
Cash & Cash equivalents at the end of the period	303	92

Thank You



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