



Tatva Chintan Pharma Chem Limited
(Formerly known as Tatva Chintan Pharma Chem Private Limited)
(CIN:L24232GJ1996PLC029894)



Date: 24 January 2023

Ref. No.: TCPCL/SEC/2022-23/00090

To,
The General Manager,
Corporate relationship department,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai-400 001
Scrip Code: 543321

The Manager,
Listing department,
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block-G,
Bandra-Kurla, Complex Bandra(E),
Mumbai-400 051
Scrip Symbol: TATVA

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed Investor Presentation for the quarter and nine months ended 31 December 2022.

The above information shall be made available on the website of the Company at www.tatvachintan.com.

This is for your information and records.

Thanking You,

Your Faithfully,
For Tatva Chintan Pharma Chem Limited

Ishwar Nayi
Company Secretary and Compliance Officer
M. No.: A37444

Encl.: As Above



Investor Presentation

Tatva Chintan Pharma Chem Limited (TCPCL)

Q3 & 9MFY23

24 January 2023



Contents

01

Q3 & 9MFY23
Financial Performance

02

TATVA CHINTAN at Glance

03

Product Categories

04

Leading Sustainable
practices coupled with
cutting edge technology

05

Expansive international
presence with Marquee
clientele

06

Why TATVA CHINTAN

07

Industry Outlook

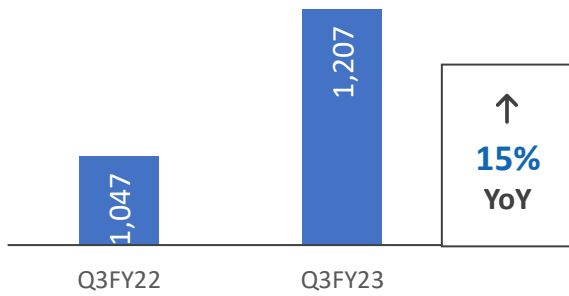
08

Our Business

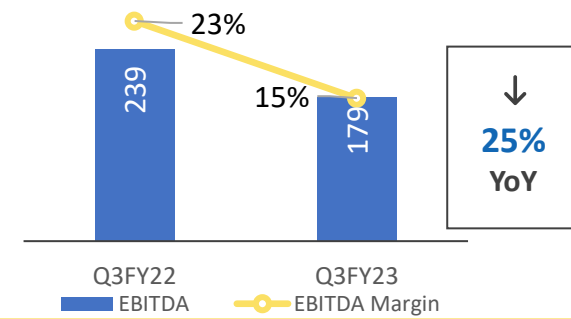
Q3 & 9MFY23: Result highlights

Q3FY23 HIGHLIGHTS

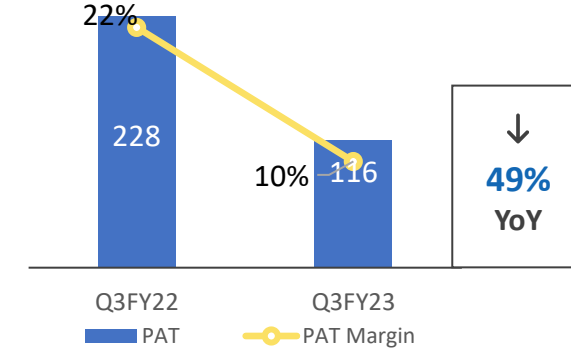
Revenue from Operations¹ (In ₹ Mn)



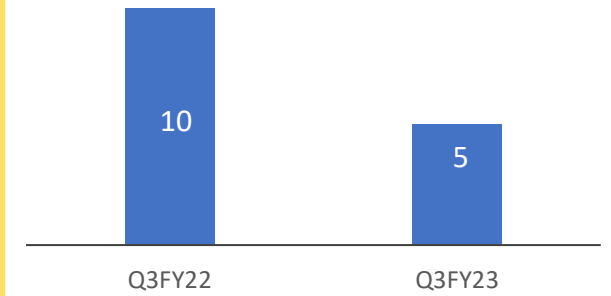
EBIDTA (Excl. Other Income & EBIDTA Margin¹ (In ₹ Mn, %)



PAT & PAT Margin¹ (In ₹ Mn, %)

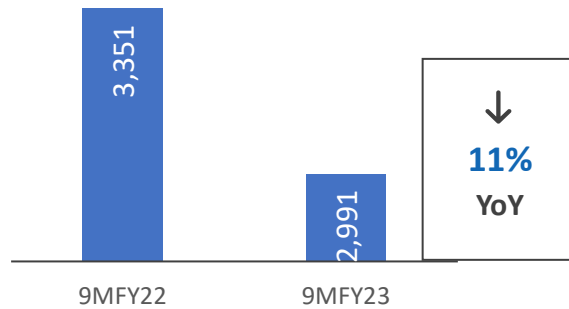


EPS (In ₹)

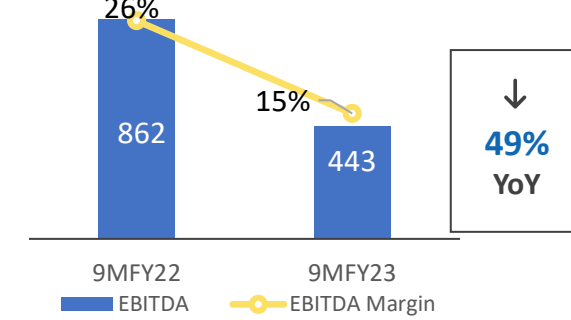


9MFY23 HIGHLIGHTS

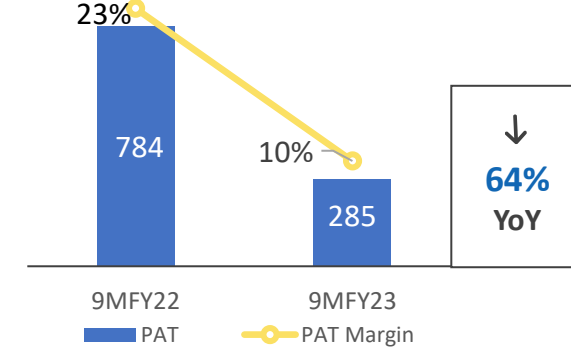
Revenue from Operations¹ (In ₹ Mn)



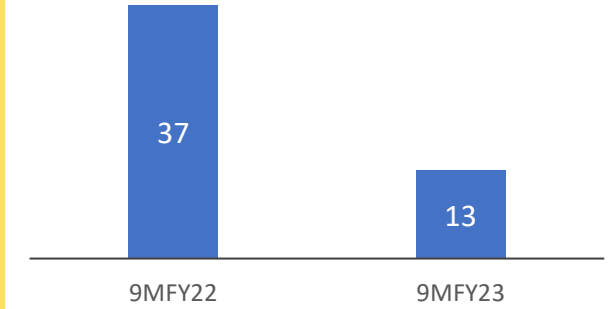
EBIDTA (Excl. Other Income & EBIDTA Margin¹ (In ₹ Mn, %)



PAT & PAT Margin¹ (In ₹ Mn, %)



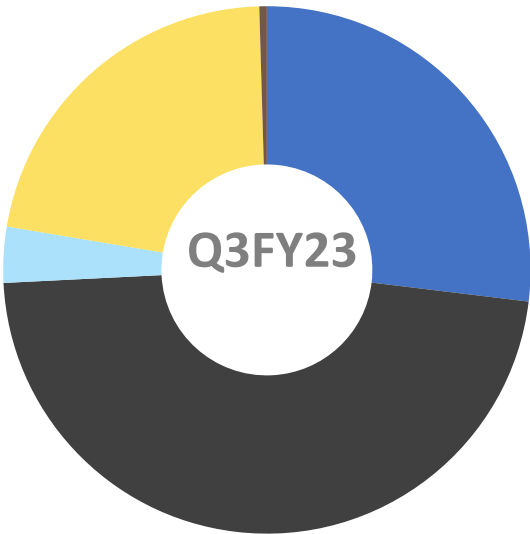
EPS (In ₹)



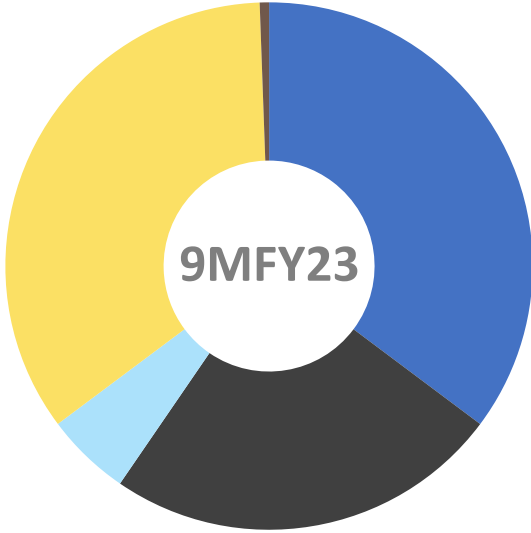
Notes: (1) Numbers have been rounded off

Q3 & 9MFY23 : Operational highlights

OPERATING REVENUE SPLIT (IN %)



PTC	27%
SDA	47%
ELECTROLYTE SALTS	3%
PASC	22%
OTHERS	1%



PTC	35%
SDA	24%
ELECTROLYTE SALTS	5%
PASC	35%
OTHERS	1%

Q3 & 9MFY23: Consolidated P&L

Particulars (₹ Mn)	Q3 FY23	Q3 FY22	YoY (%)	Q2 FY23	QoQ (%)	9M FY23	9M FY22	YoY (%)
Revenue from Operation	1,206.07	1,046.70	15.23%	900.91	33.87%	2,991.00	3,351.17	-10.75%
Total Income	1,221.27	1,092.84	11.75%	916.40	33.27%	3,039.99	3,437.04	-11.55%
EBITDA (Excl. Other Income)	179.13	239.20	-25.11%	111.77	60.27%	443.04	862.42	-48.63%
<i>EBITDA Margin</i>	14.85%	22.85%	-35.01%	12.41%	19.72%	14.81%	25.73%	-42.44%
Profit Before Tax	142.24	254.68	-44.15%	90.59	57.02%	369.74	851.46	-56.58%
<i>PBT Margin</i>	11.79%	24.33%	-51.53%	10.05%	17.29%	12.36%	25.41%	-51.35%
Profit after Tax	116.24	228.07	-49.03%	71.13	63.42%	285.30	783.65	-63.59%
<i>PAT Margin</i>	9.64%	21.79%	-55.77%	7.90%	22.07%	9.54%	23.38%	-59.21%

Chairman & MD's Comments on Results

“

We continue to grow organically by incorporating innovative ideas across operations, increased our product portfolio across product categories and optimally managed the product mix.

”

Mr. Chintan Shah

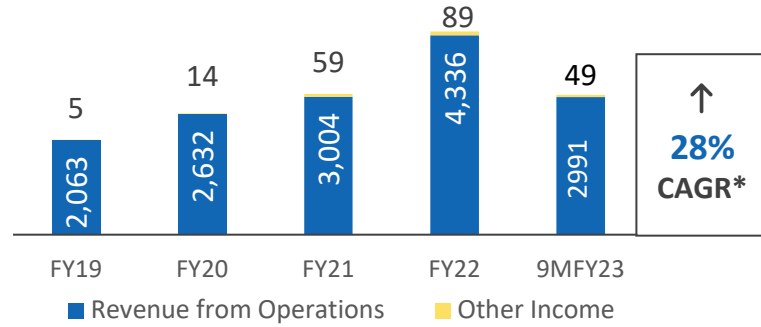
MD

AT TATVA CHINTAN PHARMA CHEM LIMITED

- During this quarter, the company reported revenue of ₹ 1,206 million, a growth of 15% YoY and 34% QoQ respectively. As anticipated, improved offtake in SDA segment is reflected in numbers of this quarter.
- EBITDA during this quarter was ₹ 179 million, a decline of 25% YoY and a growth of 60% QoQ respectively. Net Profit was ₹ 116 million, a decline of 49% YoY and a growth of 63% QoQ basis. During the quarter, prices of basic chemicals and commodities continue to remain very high. We have witnessed rampant currency fluctuations across various geographies this quarter, particularly adverse movements in Euro and Yen. Keeping in mind our long-term partnerships and associations with select key customers belonging to these geographies, we marginally reduced the prices and, in few cases, opted not to ask for price increase and absorbed certain increased costs ourselves. During the quarter, the inventory at consolidated levels have come down from ₹ 2,030 to ₹ 1,762 million.
- During this quarter, there is a marginal decline in power/fuel costs, and significant drop in shipping cost since mid-November. The solvent prices have started to rationalize since December 2022.
- By demonstrating our capabilities to run specialized chemistries, we are seeing a consistent rise in the confidence and comfort of large customers. There have been developments in R&D, plant scale trials in various product categories during the quarter.
- The key watch areas would remain how the European energy crisis roll out over the next few months and how the demand revival for heavy duty commercial vehicles pans out. Also, with the China economy opening up, it would be important to observe how quickly their business rebounds.
- We are happy to inform that the capex at our Dahej SEZ plant is completed and trial runs are underway. Please note that nearly 93% of the IPO funds have been utilized so far. The expansion of R&D facility at Vadodara is on finishing stage.

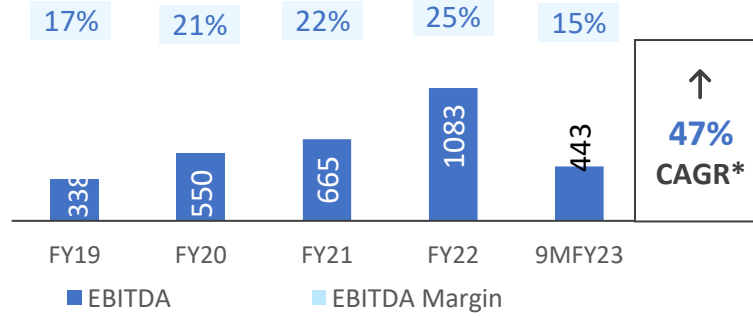
Consolidated Annualized Financial Highlights

REVENUE FROM OPERATIONS¹ (IN ₹ MN)

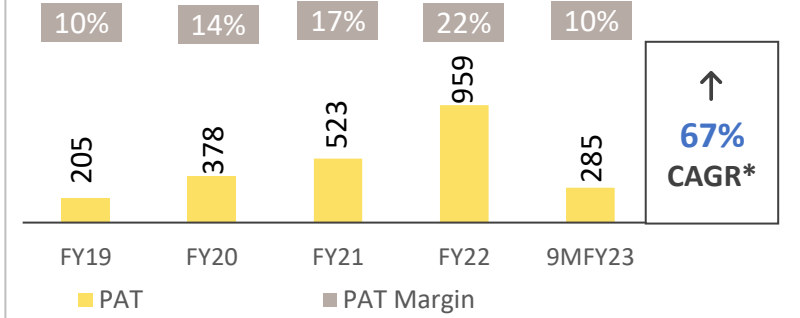


PROFITABILITY¹ (IN ₹ MN)

EBITDA (Excluding Other Income) & EBITDA Margin

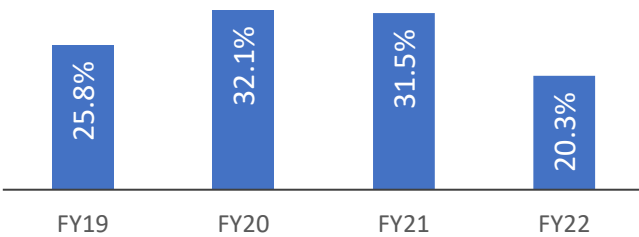


PAT & PAT Margin

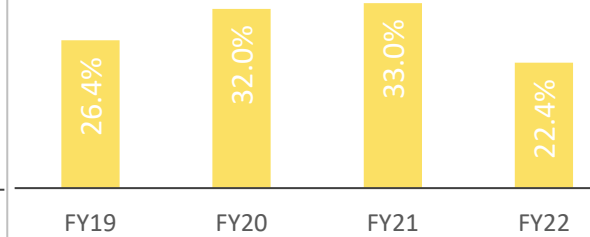


BALANCE SHEET RATIOS

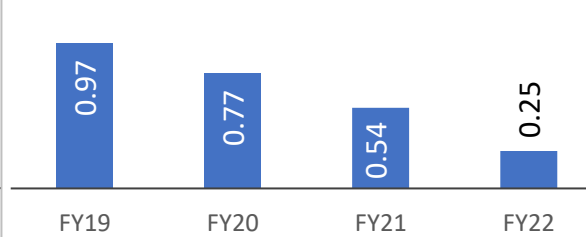
RoE (IN %)



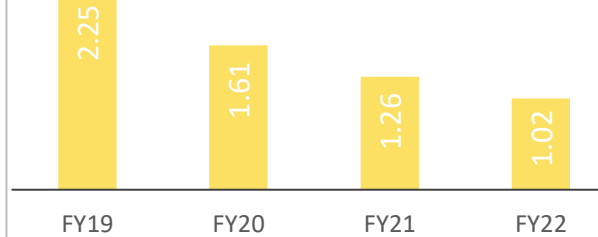
RoCE (IN %)



Net Debt to Equity (x)



Net Debt to EBITDA (x)

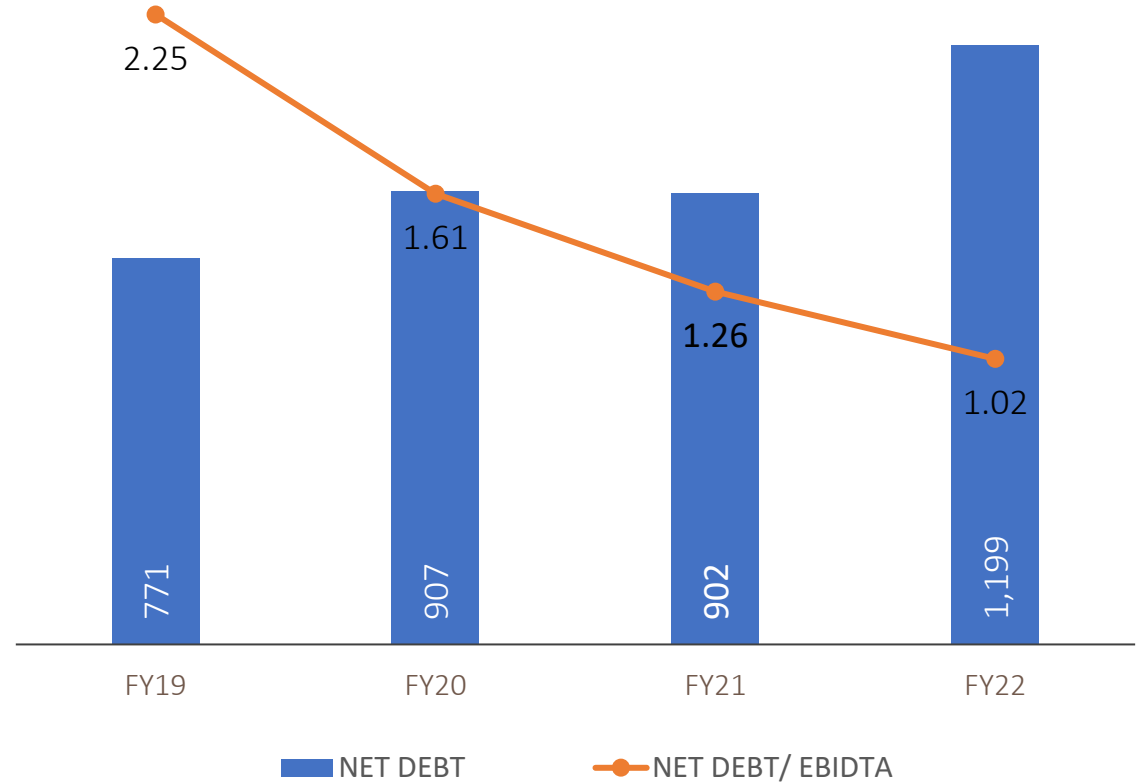


Notes: (1) Numbers have been rounded off

* CAGR: FY19 to FY22

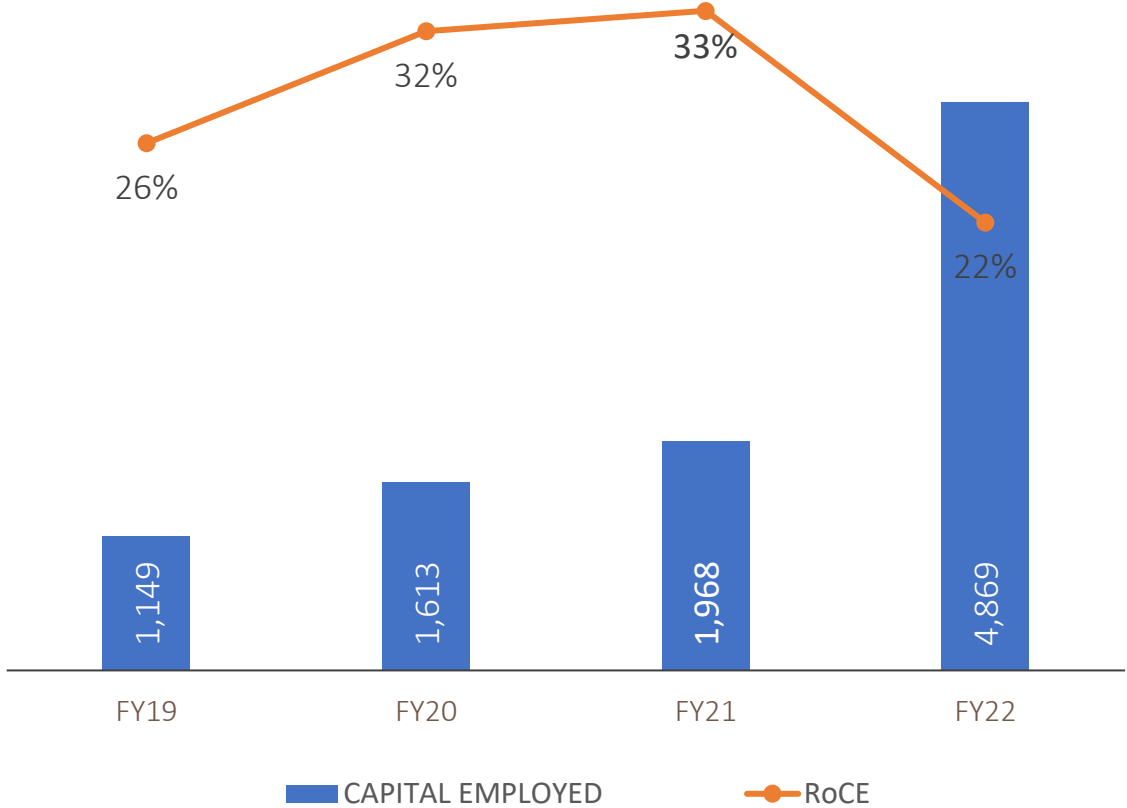
Creating value for our stakeholders

NET DEBT¹ (IN ₹ Mn) & NET DEBT/EBITDA (TIMES)



Notes: (1) Numbers have been rounded off

CAPITAL EMPLOYED¹ (IN ₹ Mn) & RoCE (%)



Consolidated Statement Profit & Loss

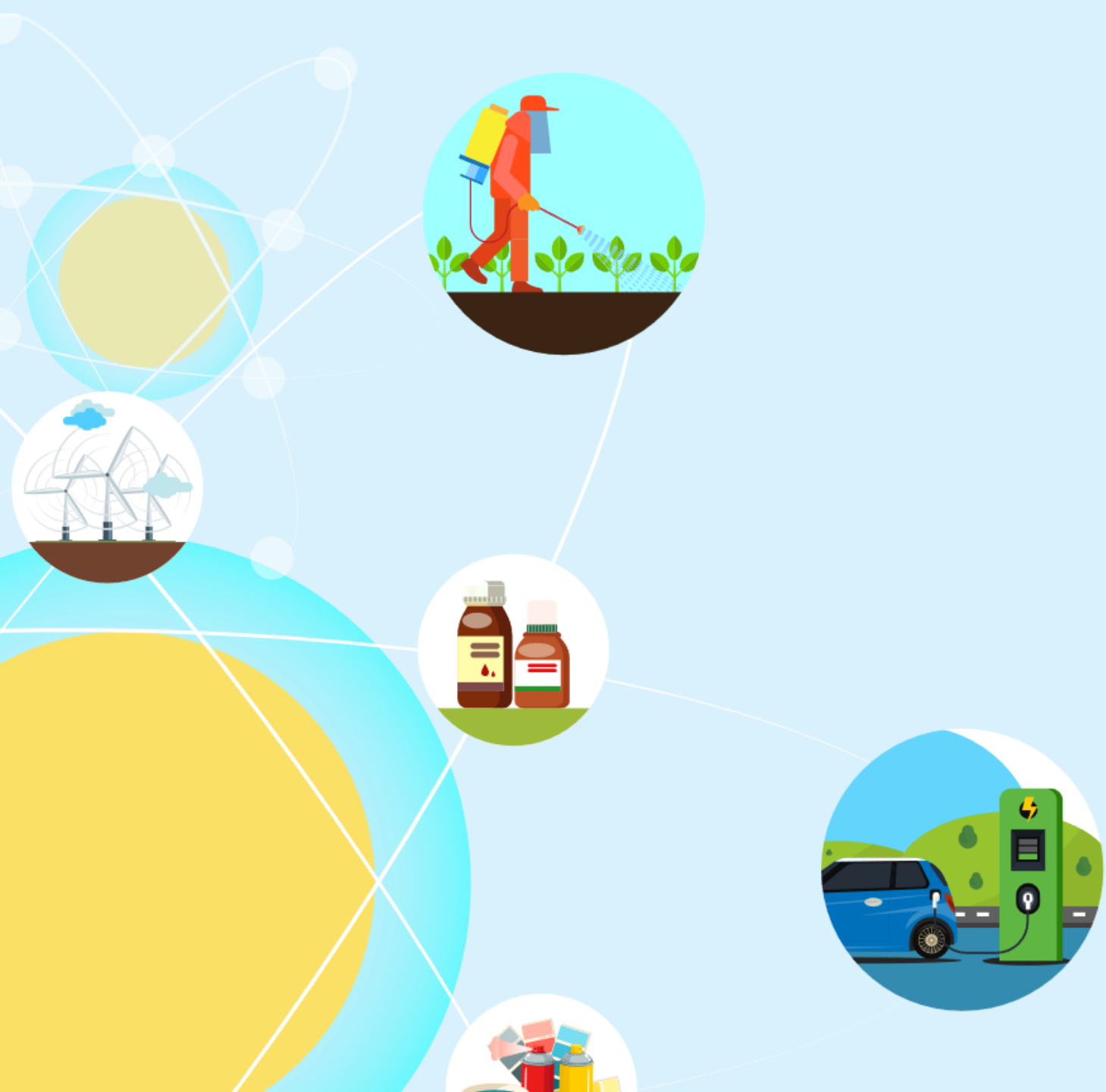
Particulars (₹ Mn)	As at				
	31 March 2019 Audited	31 March 2020 Audited	31 March 2021 Audited	31 March 2022 Audited	31 Dec 2022 Un-Audited
Income					
Revenue from operations	2,063.07	2,632.39	3,003.59	4,336.47	2,991.00
Total Income	2,068.01	2,646.22	3,055.59	4,425.41	3,039.99
Expenses					
Cost of Goods Sold	1,142.41	1,327.67	1,520.05	1,946.39	1,510.93
Employee Benefit Expenses	163.13	205.29	238.02	308.14	282.73
Finance costs	36.34	39.45	42.07	48.32	52.05
Depreciation and amortization expense	40.18	47.93	67.33	81.80	70.24
Other expenses	419.51	549.91	581.16	999.55	754.31
Total expenses	1,801.57	2,170.25	2,448.63	3,384.20	2,670.25
Profit before exceptional items and tax	266.44	475.97	606.96	1,041.21	369.74
Profit before tax	273.93	475.97	606.96	1,041.21	369.74
Total Tax	68.50	98.08	84.34	82.47	84.44
Profit after tax	205.43	377.89	522.62	958.74	285.30
Earnings Per Share (EPS) ₹	10.23	18.81	26.02	44.59	12.87



Consolidated Statement Balance Sheet

Particulars (₹ Mn)	As at				
	31 March 2019 Audited	31 March 2020 Audited	31 March 2021 Audited	31 March 2022 Audited	30 Sep 2022 Un-Audited
Assets					
Fixed Assets	665.75	1,110.60	1,203.51	1,592.96	1,605.02
Capital work-in-progress	60.36	48.92	98.11	514.91	1,294.54
Intangible assets	1.38	1.20	0.95	3.17	3.56
Other non-current assets	3.75	1.67	2.96	113.12	102.29
Trade Receivable	412.57	495.71	907.43	565.98	584.41
Cash and cash equivalents including Bank Balance	157.45	108.29	53.42	1,769.86	672.57
Total current assets	1,143.84	1,326.99	1,842.50	4,358.85	3,930.76
Total Assets	1,875.08	2,489.38	3,148.03	6,583.01	6,936.17
Equity					
Equity share capital	80.35	80.35	200.88	221.65	221.65
Tangible Net worth	797.00	1,176.94	1,659.64	4,730.89	4,859.32
Liabilities					
Non-current liabilities					
(i) Long-term Borrowings	315.19	387.09	267.63	131.11	87.82
(ii) Other non current liabilities	36.37	48.85	40.61	6.68	5.49
Total non current liabilities	351.56	435.94	308.24	137.79	93.31
Current liabilities					
(i) Short-term Borrowings including current maturities	456.29	519.80	634.85	1,068.27	1,309.13
(ii) Trade Payables	221.34	316.13	474.77	445.13	370.59
(ii) Other liabilities	48.89	40.57	70.53	200.93	303.82
Total current liabilities	726.52	876.50	1,180.15	1,714.33	1,983.54
Total Equity and Liabilities	1,875.08	2,489.38	3,148.03	6,583.01	6,936.17





TATVA CHINTAN at Glance

TATVA CHINTAN at Glance

INTEGRATED SPECIALTY CHEMICAL COMPANY, PRESENT ACROSS THE VALUE CHAIN

- Established by first generation entrepreneur engineers in 1996
- Plants located at Ankleshwar and Dahej SEZ, Gujarat with an existing combined installed capacity of 294KL & 29 Assembly Lines as on 30 Sept 2022.
- Sophisticated R&D Unit recognized by DSIR at Vadodara, Gujarat
- Pioneers in processes such as conventional synthesis, electrolysis and developing continuous flow chemistry which is a green chemistry and generates higher efficiencies.
- Listed on NSE and BSE on 29 July 2021 raising Rs.5,000 million (including OFS).
- Customer Base spanning over 25 Countries including USA, UK, China, Germany, Japan and South Africa. Exports constitute 79% of revenue in FY22. Overseas subsidiaries in USA & Netherlands provides off-shore support

Manufacturing Products



Phase Transfer Catalyst (PTC)



Structure Directing Agents (SDA)

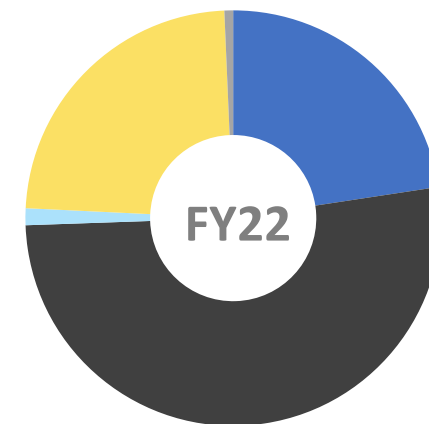


Electrolyte Salts



Pharma & Agrochemical Intermediates (PASC)

Revenue Split – FY22



PTC	23%
SDA	52%
ELECTROLYTE SALTS	01%
PASC	24%
OTHERS	00%

TATVA CHINTAN at Glance (Contd.)

CRISIL A-
Stable/ A2+

Credit Rating

25+

Countries
Export

471+

Workforce

KEY FINANCIAL NUMBERS FY22

4,336

Revenue from
Operations
(In ₹ Mn)

27%

EBIDTA %

44.59

EPS
(In ₹)

22%

RoCE %

20%

RoE %

1,199

Borrowings
(In ₹ Mn)

0.25

Net Debt / Equity
(In times)

Product Categories



Phase Transfer Catalyst (PTC)

A Catalyst with Innumerable Benefits

WHAT ARE PTC?

- PTC are used to facilitate the migration of a reactant from one phase into another phase, in a heterogeneous multi-phase system
- The catalyst functions as a detergent for solubilizing the salts into the organic phase
- PTCs have evolved as a useful catalyst that has varied advantages

BENEFITS

- Offers faster reactions
- Higher conversion or yields,
- Makes fewer by products,
- Enables lesser energy consumption, at times eliminates the need for expensive or dangerous solvents,
- Minimizes waste and saves time

DEMAND DRIVERS

- Rising demand for technologically advanced environment-friendly catalyst
- Push for greener chemistry in organic synthesis
- PTC's have evolved as a very useful catalyst that has varied advantages and these are non regenerative type of catalyst which generates recurring demands.

END USER INDUSTRY APPLICATION



Pharmaceutical
API's



Flavors and
Fragrances



Agrochemicals



Environment
Control
Processes

Tatva Chintan's PRESENCE IN PTC

1996

Manufacturing since

₹980 mn

Revenue in FY22

23%

of Revenue

#1

One of the leading producers with entire range of PTCs in India and one of the key producers across the globe

Structure Directing Agents (SDA) – An important ingredient for making the world more sustainable

WHAT ARE SDA?

- High purity Quaternary salts that helps in the formation of channels/pores during the synthesis of zeolites. High purity and consistent quality SDAs are essential for the synthesis of precision Zeolites
- Industrially important zeolites are produced synthetically. Zeolites have varied applications including as catalysts and absorbents

BENEFITS

SDAs are important raw material for creation of high precision Zeolites which are:

- An important ingredient in Emission control systems for NOx removal
- Facilitates cracking crude to acquire various desired outputs
- Important part of continuous flow chemistry process

DEMAND DRIVERS

- With the recent developments in emission control and refining catalyst applications, Tatva Chintan's deep knowledge about the SDA for Zeolites market helps it to gain the market position
- Versatile applications and non-regenerative nature of SDAs helps in creating recurring demand for SDA
- Stricter emission norms is pushing demand
- Limited competition globally

Tatva Chintan's PRESENCE IN SDA

2015

Manufacturing since

₹2,248 mn

Revenue in FY22

52%

of Revenue

#2

2nd largest manufacturer of SDAs for Zeolites globally and the largest commercial supplier in India

END USER INDUSTRY APPLICATION OF ZEOLITES



Automotive –
Catalytic Converter
– Emission Control



Petrochemicals –
Cracking crude



Catalyst –
Continuous
flow chemistry

Electrolysis – A better and greener way of producing SDAs

ABOUT ELECTROLYSIS

- TCPCL started R&D into developing SDAs since 2007
- In 2015, it received commercial approval for its products, produced using the Electrolysis process
- There are entry barriers as product development and approvals take anywhere between 1-6 years
- With few players in the Indian and global market, TCPCL is the largest and only commercial manufacturer of SDA for Zeolites in India. The advanced chemistries make it difficult for new players to enter the market chemistry

BENEFITS

- Electrolysis is considered as a 'green' chemistry process wherein apart from a single starting raw material, the process largely uses only water and electricity
- Since no additional solvents or other chemicals are used, it is a safe chemistry
- It has minimum requirement of auxiliary substances
- The process enables faster output and Higher Purity
- By deploying electrolysis, the products achieve the lowest possible process mass intensity

TCPCL is one of the few companies globally that uses Electrolysis process in organic synthesis.

Electrolyte Salts – Aiding the technological thrust

WHAT ARE ELECTROLYTE SALTS?

- Electrolyte Salts are used in manufacture of super capacitor batteries, which are used in automobile, electronics and energy storage devices.
- Super-Capacitors or ultra-capacitors are energy storage devices that store electrical energy via electrochemical and electrostatic processes. These have an unusually high energy density as compared to common capacitors.

BENEFITS

- Due to their properties like fast charging ability, superior low temperature performance, long service and cycle life and reliability. Super-Capacitors hold the potential to replace or complement traditional batteries in several applications.
- Battery runtime and operational life is improved extensively by using Super-Capacitors.

DEMAND DRIVERS

- Currently, these are used along with Lithium battery in EV vehicles
- Solar energy storage – to absorb high voltage currents at the time of peak energy generation
 - Smart-Grid – To absorb high Voltage
 - Electric Vehicles – For sudden burst of energy required during the start and while accelerating
 - Other electronic devices where high burst of energy is required to be discharged or stored.

END USER INDUSTRY APPLICATION



Automotive



Transport & Infrastructure



Renewable Energy



Consumer Electronics



Grid Balancing



Electric Vehicles

Tatva Chintan's PRESENCE IN SALTS

2016

Manufacturing since

₹57 mn

Revenue in FY22

01%

of Revenue

#1

Largest producer of electrolyte salts for super capacitor batteries in India.

Pharmaceuticals and Agrochemicals Intermediates and other Specialty Chemicals (PASC)

WHICH PRODUCTS ARE MANUFACTURED?

- Various pharmaceutical and agrochemical products such as intermediates, disinfectants, catalysts and solvents.
- TCPCL manufactures Glyme which is used as solvents in manufacturing of pharmaceutical API's, Solvent for Li battery.

END USER INDUSTRY APPLICATION



Pharmaceuticals
API's



Agro Actives



Paints and coatings
products



Li Battery



Detergents and
personal care products

Tatva Chintan's POSITION IN PASC

2016
Manufacturing since

1,022 mn
Revenue in FY22

24%
of Revenue

TCPCL is the largest producer of Glymes in India and third largest in the world.

Market Position

Continuous Flow Chemistry- sophisticated method with analytical expertise

ABOUT

- Tatva Chintan started R&D into continuous flow chemistry since 2018
- Focused on developing pharma intermediates and agro intermediates using continuous flow chemistries to offer environmentally sustainable sourcing solution to customers
- Involves manufacturing large volumes products to replace environmentally hazardous chemistries

BENEFITS

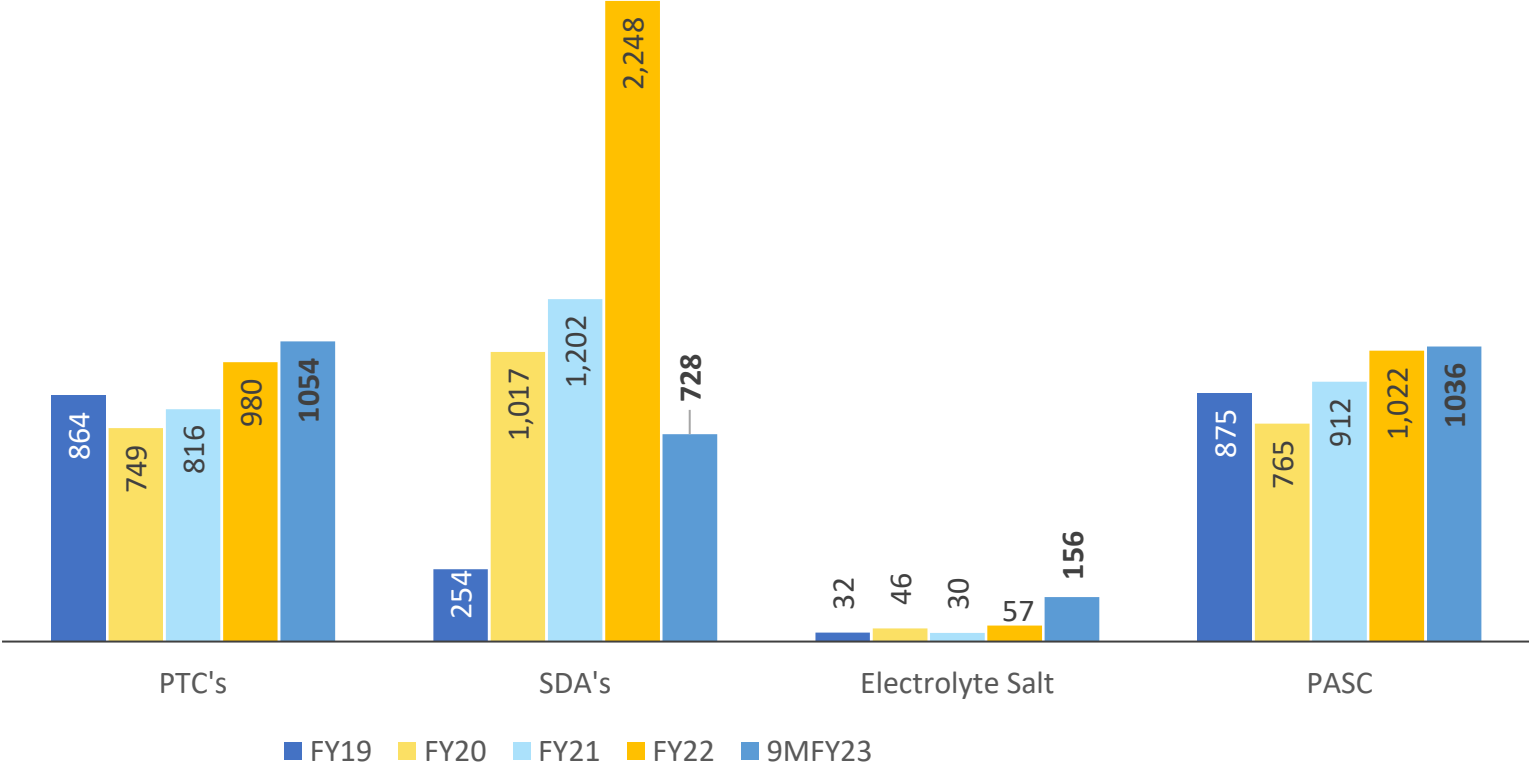
- Continuous Flow Chemistry is considered as a 'green' chemistry process, wherein it generates minimum waste
- It has lower treatment cost
- The technology take smaller space compared to conventional synthesis.
- The products achieve the lowest possible process mass intensity and the resultant savings that lead to higher margins

PROCESS

- Structure directing agents are converted to Zeolite based catalysts to run continuous flow chemistry.
- A bed of catalysts is created inside a pipe reactor. Required Raw materials are continuously fed through the bed of catalyst to Continuously get the desired output products

Value derived from Product Categories

REVENUE FROM EACH PRODUCT CATEGORY¹ (In ₹ Mn.)



Notes: (1) Numbers have been rounded off

Considering the wide range of applications of our products, Tatva Chintan can cater to customers across wide spectrum of Chemical Industries which ensures a sustainable business model.

Diversified product portfolio has helped accelerate our growth and in innovating and thus retain both new and existing customers.

**Leading
Sustainable
practices
coupled with
cutting edge
technology**

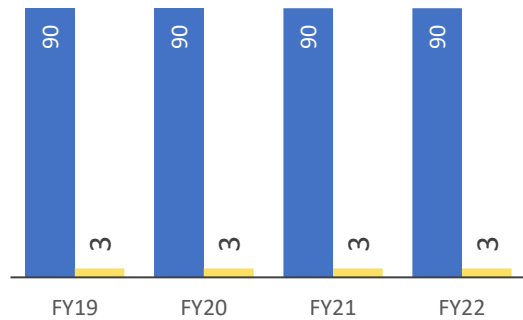


Integrated and Modern Manufacturing Facility

ANKLESHWAR

- Manufacturing facility started in 1996
- Converted into a 'zero liquid effluent discharge' facility from January 2020
- Using PNG as the boiler fuel at Ankleshwar Facility

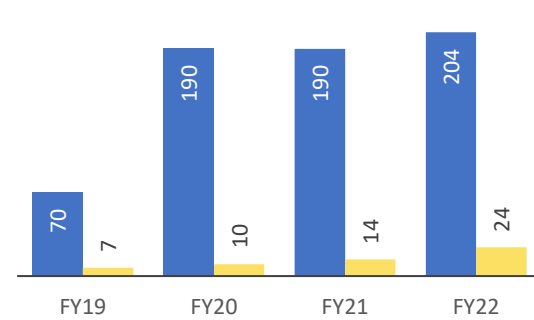
Installed



DAHEJ SEZ

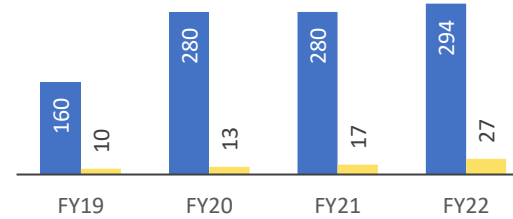
- Manufacturing started in 2017
- Sophisticated quality control lab equipped with modern analytical equipment, team of 76 employees of whom 30 are dedicated to quality assurance and 40 for quality control, enabling to detect impurities up to PPM levels and thus achieve 'ultra-pure' grade certification.

Installed

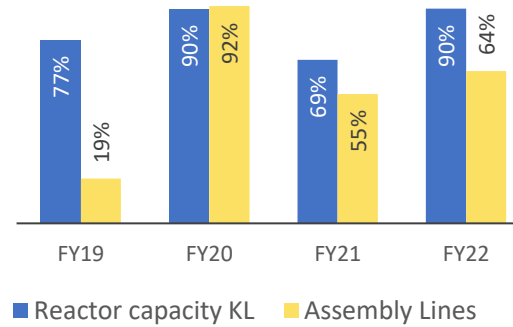


COMBINED CAPACITY

Installed



Utilization



■ Reactor capacity KL ■ Assembly Lines

- Both the plants are in-close proximity to **Hazira port**.
- Modern machinery viz. reactors, Assembly Lines, ANFDs, centrifuges and RCVDs. These equipment enable Tatva Chintan to undertake various **chemistry processes**, such as, quaternization, methylation, amination, phase transfer reactions, cyclization, halogenation, condensation and electrolysis.
- **Electrolysis** is part of green chemistry processes which uses water and electricity to produce the target product, as no additional chemicals are used, minimum waste or by-products are generated in this process.
- Facilities are designed to allow a **level of flexibility** enabling to manufacture a diverse range of products and provide with the ability to modify and customize product portfolio to address the changing requirements of customers.

CERTIFICATIONS

ISO 9001:2015

ISO 14001:2015

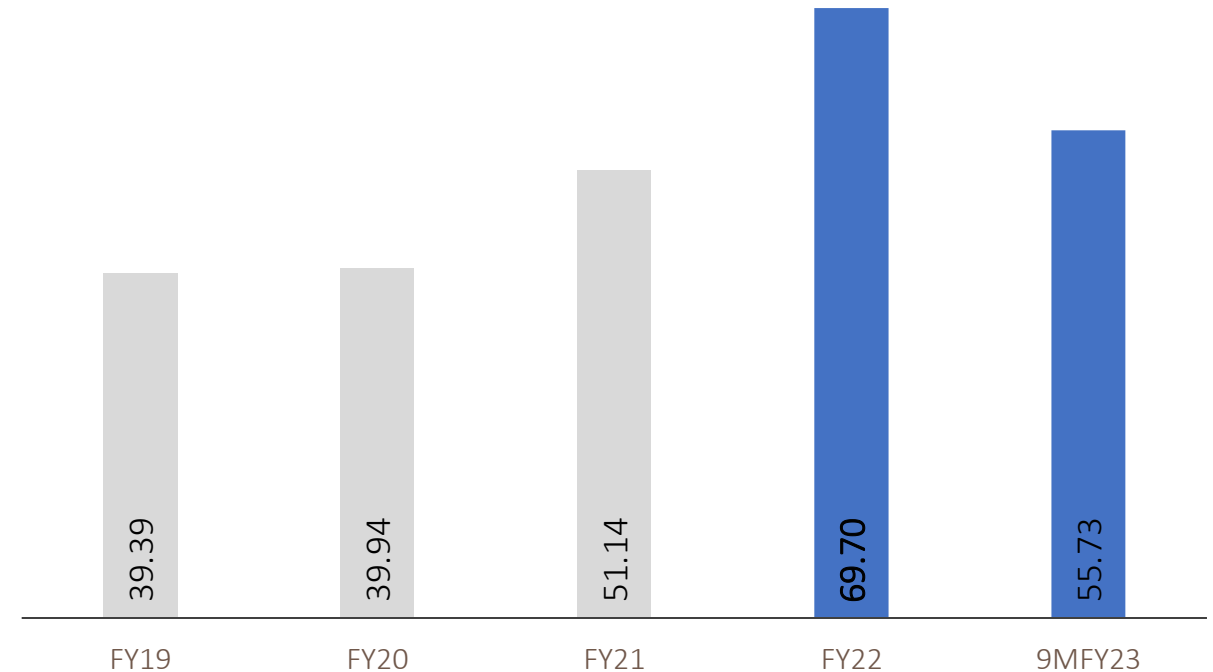
BS OHSAS 18001:2007

One of the prominent Research & Development center

- Dedicated R&D facility at Vadodara recognized by the Department of Scientific and Industrial Research (“DSIR”), Government of India. Currently spread over 10,000 Sq. ft and being expanded to 36,000 Sq. ft.
- Equipped with glass assemblies, continuous flow reactors, and high-pressure autoclaves set-up with the ability to run reactions at temperatures ranging from -10°C to +300°C and up to pressure conditions measuring up to 100 bar.
- Currently R&D team of 40 employees including 23 senior highly qualified scientists.
- From IPO proceeds, ₹ 239.71 million will be utilized towards R&D expansion. R & D designed and segregated into:
 - Organic Chemical Synthesis lab
 - Electrolysis lab
 - Catalyst development and Continuous Flow Chemistry lab
 - Analytical method Development lab

R&D CAPITAL AND REVENUE EXPENDITURE

(In ₹ Mn.)



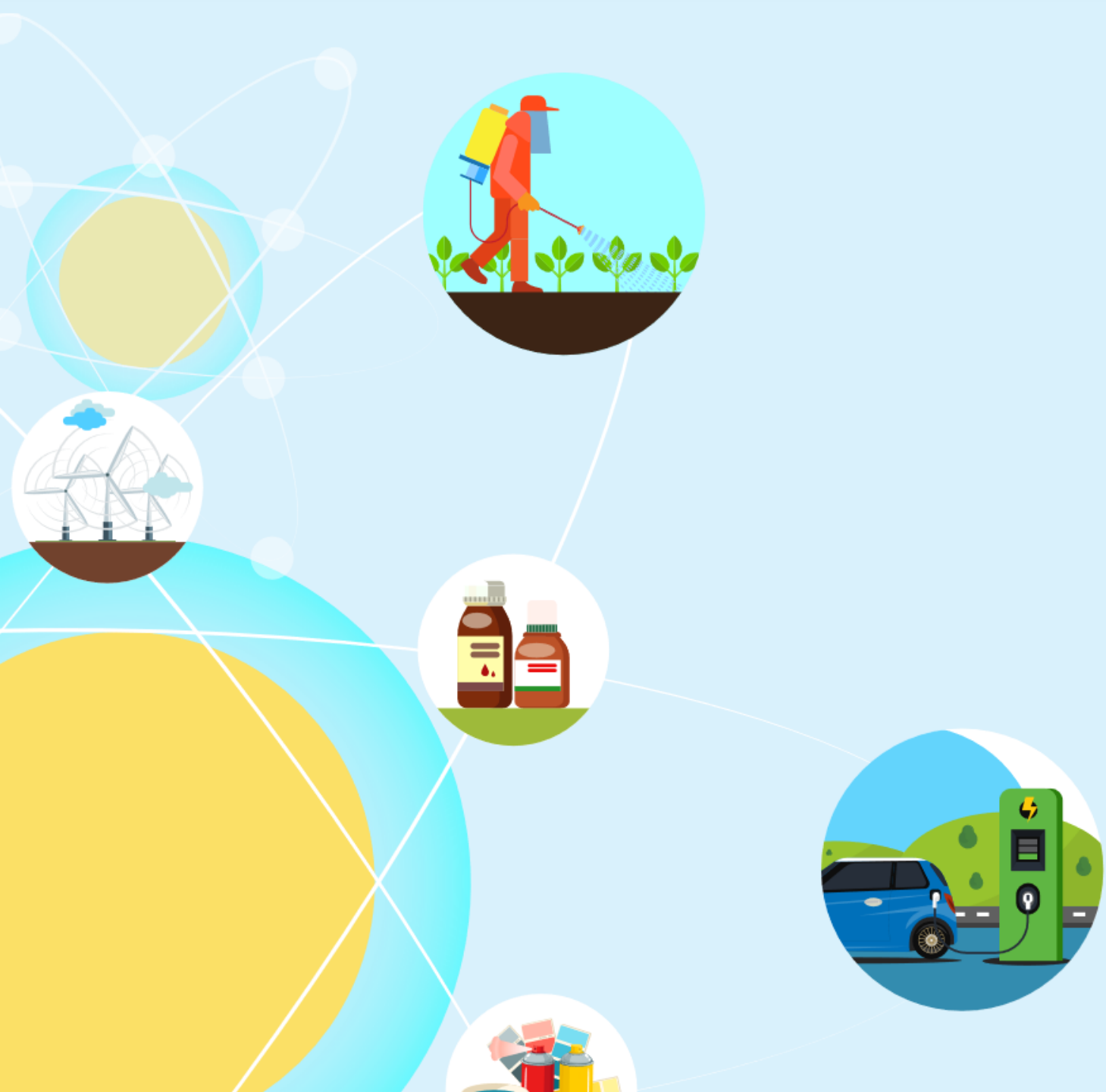
...With a focus on 'green' chemistry processes

Tatva Chintan's 'green' chemistry is based on the principles of clean chemistry, minimum requirement of auxiliary substances, minimum waste and by-products and safe chemistry

- Undertaking various 'green' chemistry processes such as electrolysis - apart from a single starting raw material, the process largely uses only water and electricity. Since no additional solvents or other chemicals are used, minimum waste or by-products are generated
- Use of PNG as the boiler fuel at Ankleshwar manufacturing facility
- Continuous Flow Chemistry being developed which would involve manufacturing large volumes, receiving benefits viz. minimum waste, less treatment cost, lowest process mass intensity that leads to higher margins



- By deploying electrolysis for the manufacture of products, the Company believes they achieve the lowest possible process mass intensity (ratio of the weights of all raw materials to the weight of the product manufactured)
- Successfully converted the Ankleshwar Manufacturing Facility into a 'zero liquid effluent discharge' facility from January 2020, aided by MEEs and a reverse osmosis ETP
- The sustainability performance as monitored by EcoVadis and TfS has been above the industry average score on their sustainability performance



**Expansive
international
presence with
Marquee
clientele**

Fostered long term relationship with marquee clientele while continuously expanding presence in global market

ESTEEMED CUSTOMERS

MERCK

LAURUS Labs
Knowledge. Innovation. Excellence

Divis

Atul

SRF

BAYER

MOL

Navin Fluorine
International Limited

Firmenich

TOSOH

Otsuka

Oriental Aromatics

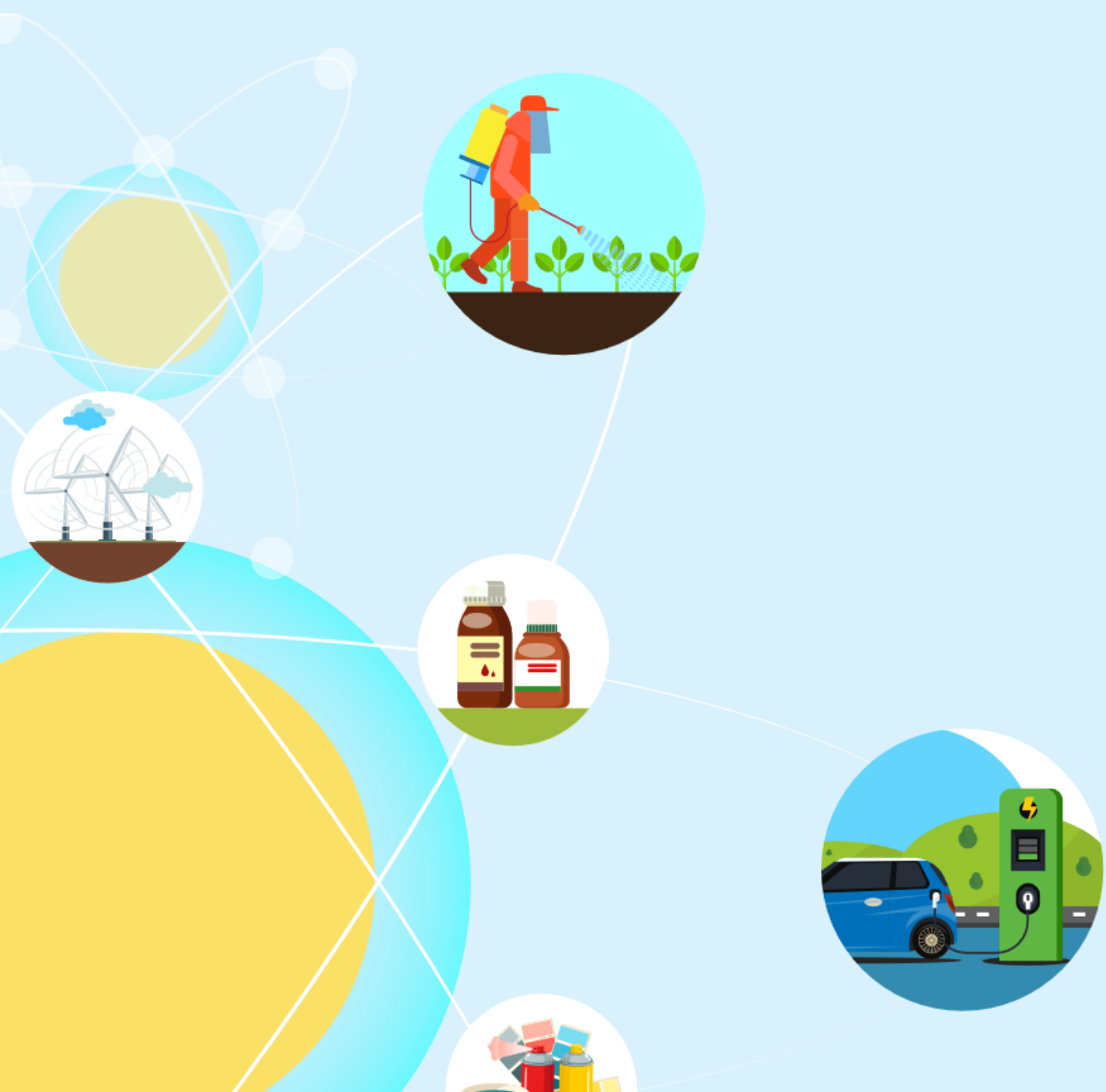
asianpaints

Hawks
Chemical

EXPORTS

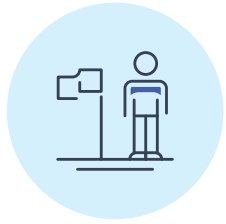


- Tatva Chintan exports products to over 25 countries viz. USA, China, Germany, Japan, South Africa and UK.
- Subsidiaries facilitates overseas operations:-
 - Tatva Chintan USA Inc. and,
 - Tatva Chintan Europe BV, Netherlands
- TCPCL has successfully maintained long term relationships with its customers
- Warehousing facilities at Amsterdam, The Netherlands and Savanna & Houston, USA to facilitate business operations.



Why TATVA CHINTAN

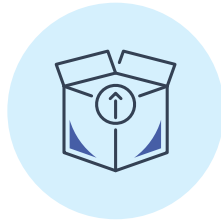
Investment Rationale



Strong position in the niche specialty chemicals space with limited competitors in this product profile.



Successful track record on widening product basket, expanding to different geographies and showcasing technical expertise to create products with low impurities which leads to higher customer retention.



Wide basket of products are used in varied industries which reduces risk of dependence on a single industry.



Continuous focus on R&D and in house developed technology creates a differentiated moat for the future.



High industry barriers as new entrant will have to wait from 1 to 6 years for different product approvals.



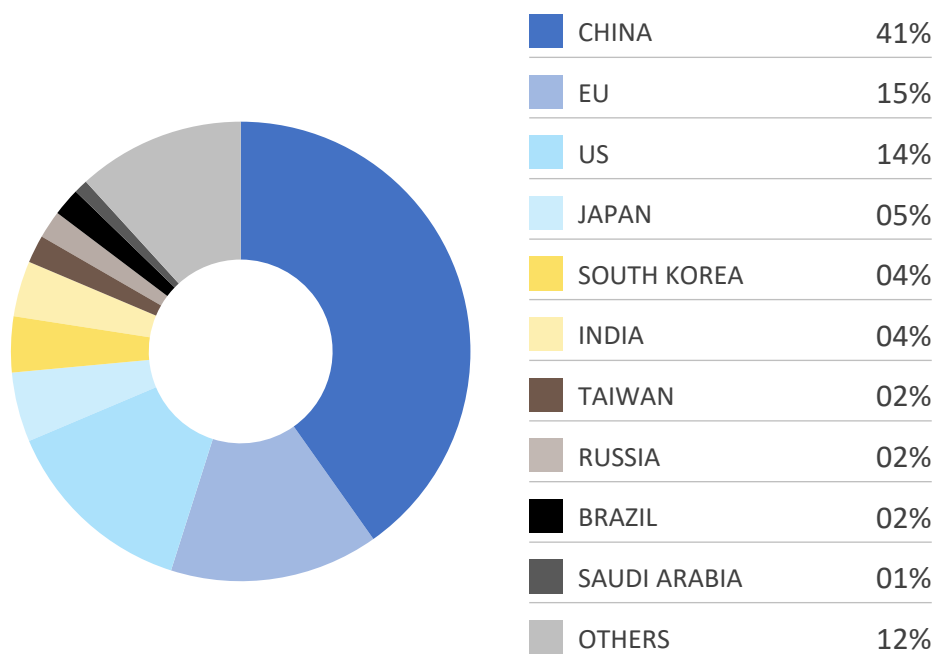
Capex to boost the capacities and pave the way for higher revenues.

Industry Outlook



India's rapidly expanding footprint in Global Chemical Market

SHARE OF COUNTRIES IN GLOBAL CHEMICAL INDUSTRY (IN %)



Source: CEFIC, IBEF, As on 2019 data

TRENDS IN SPECIALTY CHEMICALS LANDSCAPE

Indian Chemical Industry got Advantage vs China due to:

- Trade sanctions between China and US
- Stringent environmental regulations since 2015 and Large-scale shutdowns in China
- Customers preference to de-risk the supply chain led to China+1 policy
- Geopolitical shift after the outbreak of Covid-19
- Increased cost of labour

Move towards sustainable product development:

- With an increasing awareness of the ill effects of certain chemicals on humans and the environment, there is a growing trend in the chemicals industry to shift towards what is known as “green” chemicals or more accurately sustainable chemistry

Opportunity for Indian Manufacturers:

- China holds 41% share in global chemical industry of which exportable specialty chemicals accounts for ~15-17% while India accounts for merely 1-2% indicating widespread opportunity
- The spill over impact of China’s declining competitiveness has set the stage for India to intensify its effort to capture larger market share

Global Chemical Industry

GLOBAL CHEMICAL INDUSTRY MARKET SIZE

4,738
2019 (USD Bn)

6,400
2024E (USD Bn)

↑
6.2%
CAGR

Commodity Chemicals

- Basic Chemicals
- Manufactured In large volumes
- Mkt Size USD 3,700bn
- ~Expected 6% CAGR

Speciality Chemicals

- Value Added
- Low volume, Niche Chemical
- Mkt Size USD 800bn
- ~17% share of Global Chemical market
- Expected 6% CAGR

Other Chemicals

PTC

1,031
Mkt Size
2019 (USD Mn)

1,328
Mkt Size
2024E (USD Mn)

↑
5.1%
CAGR

SDA

964
Mkt Size
2019 (USD Mn)

1.4
Mkt Size
2024E (USD Bn)

↑
6.8%
CAGR

Electrolyte Salts

4.8
Mkt Size
2019 (USD Bn)

7.1
Mkt Size
2024E (USD Mn)

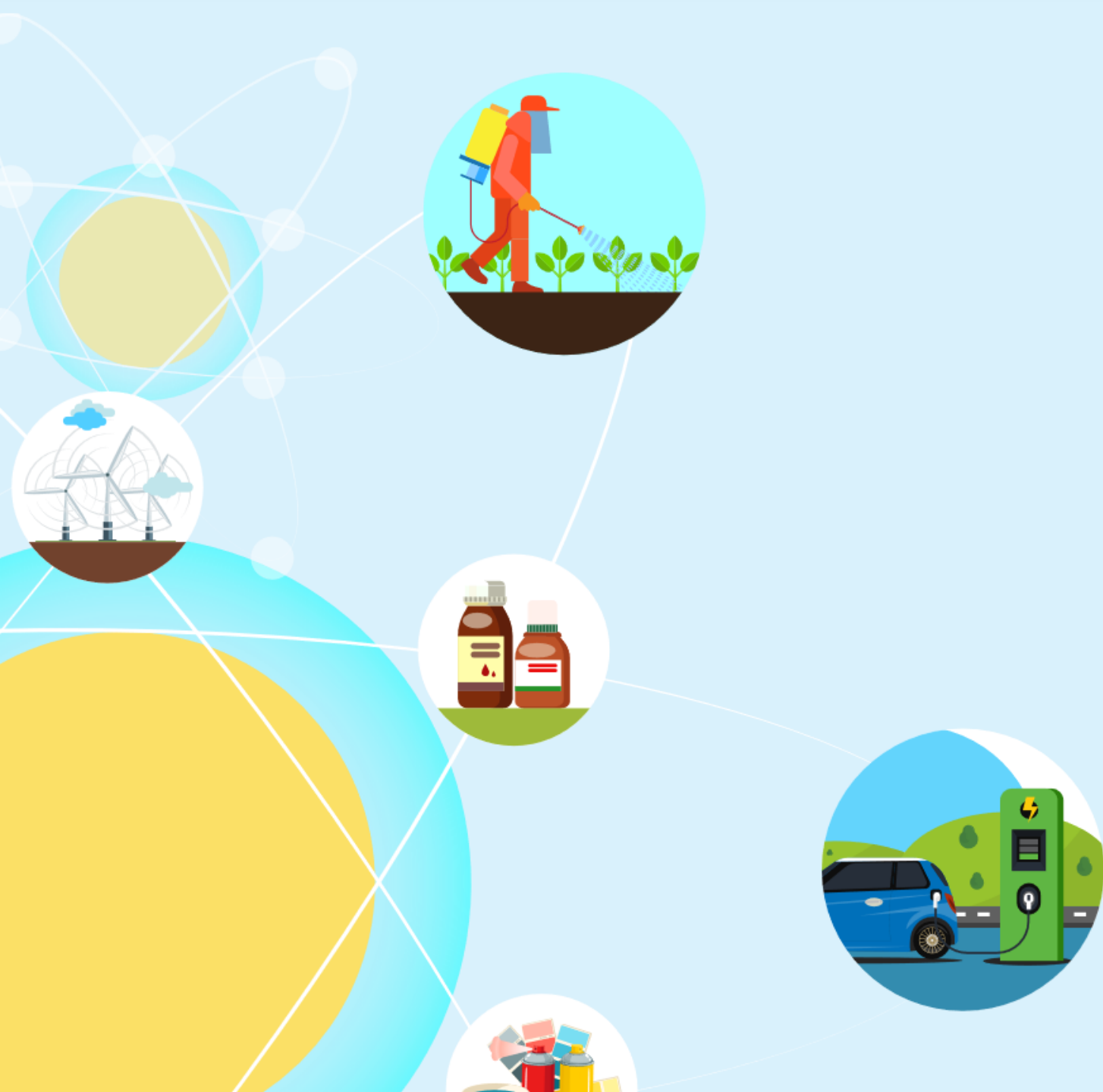
↑
8.2%
CAGR

Intermediates

115
Mkt Size
2019 (USD Bn)

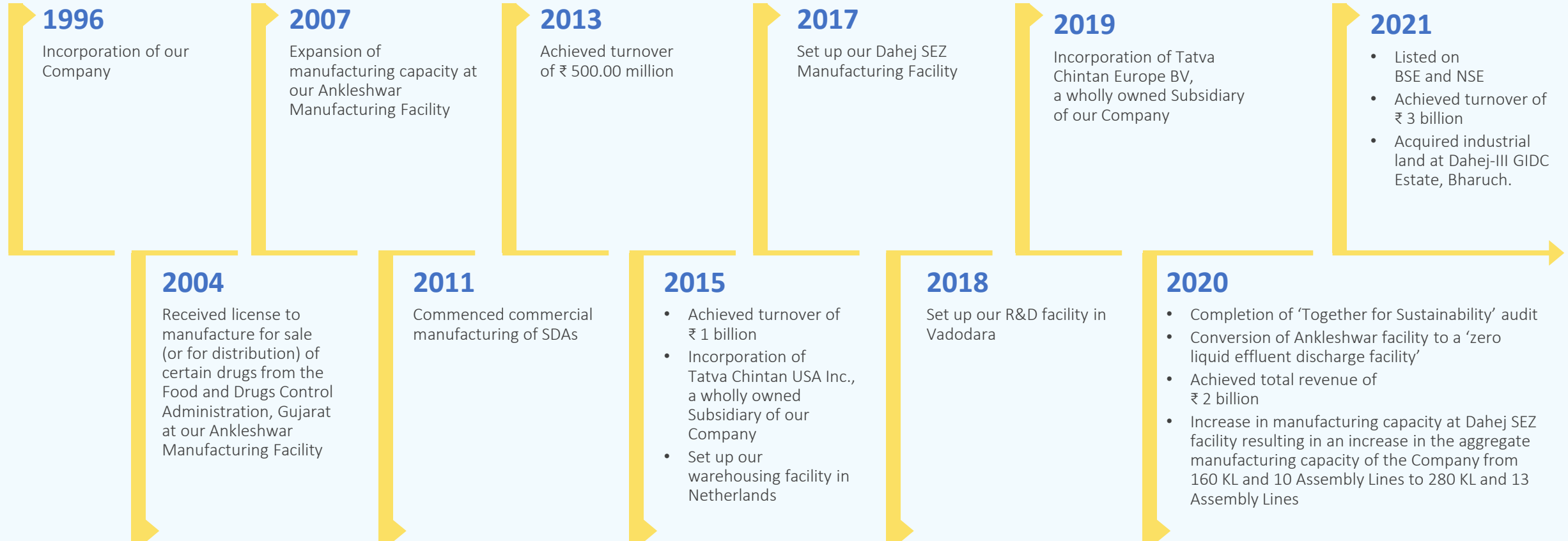
148
Mkt Size
2024E (USD Bn)

↑
5.2%
CAGR



Our Business

Major Events & Milestones



Leadership and Management



Chintan Nitinkumar Shah

MANAGING DIRECTOR

A Graduate in Engineering with a specialization in Computer Science, from Maharaja Sayajirao University of Baroda, Mr. Chintan Shah carries an experience of over 25 years and is responsible for the Business Development, Finance and information Services in our Company.



Ajaykumar Mansukhlal Patel

WHOLE TIME DIRECTOR

A passionate Chemical Engineer from Maharaja Sayajirao University of Baroda, with an experience of over 26 years, he takes care of Project Engineering & Development and implementation of new Technology in our Company.



Shekhar Rasiklal Somani

WHOLE TIME DIRECTOR

A Bachelor in Pharmacy from Maharaja Sayajirao University of Baroda, Mr. Shekhar Somani looks after Business Development, Production Controlling, Quality and Supply Chain Management in our Company. He has over 25 years of experience.



Dr. Manher Chimanlal Desai

INDEPENDENT DIRECTOR

He is a Postgraduate in Organic Chemistry and holds Doctorate in Science from the University of Mumbai. He carries a rich experience of over 3 decades in Specialty Chemicals Industry.



CA Subhash Ambubhai Patel

INDEPENDENT DIRECTOR

A Chartered Accountant by profession and a Commerce Graduate from Maharaja Sayajirao University of Baroda Mr. Subhash Patel is a Fellow Member of the Institute of Chartered Accountants of India and has an experience of over 3 decades.



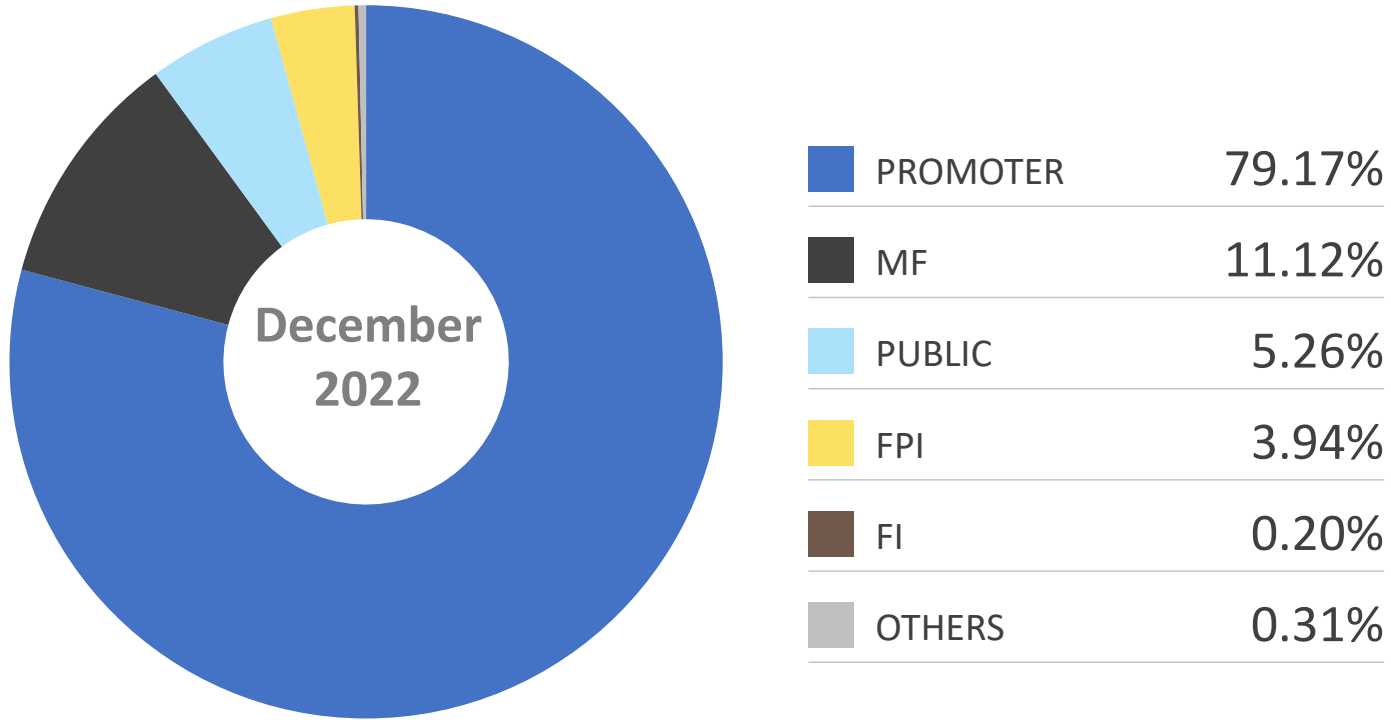
Dr. Avani Rajesh Umatt

INDEPENDENT DIRECTOR

She holds doctorate in chemistry from the Sardar Patel University. She has over 19 years of experience in research and academia. She is currently associated with Team Lease Skills University as Associate Professor, Dean Academics.

Shareholder Information

SHAREHOLDING PATTERN- DECEMBER 2022 (IN %)

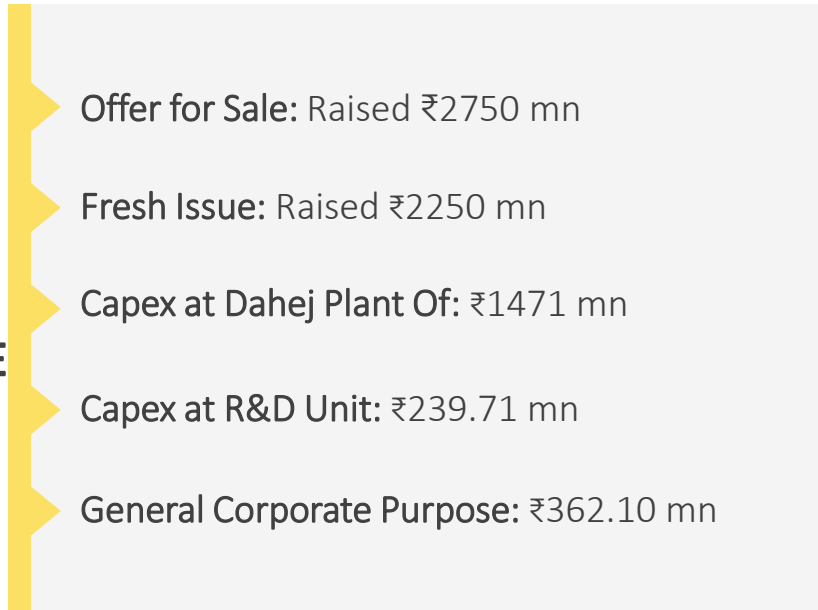


NSE Ticker	TATVA
BSE Ticker	543321
IPO Listing Date	29 July 2021
Share Price (₹)^	2,150
Market Cap (₹ Mn)^	47,669
% Free Float^	20.8%
Free float market cap (₹ Mn)^	9,929
Shares outstanding^	2,21,65,062
3M ADTV (Shares)	10,869
3M ADTV (₹ Mn)	25
Industry	Specialty Chemical

Source: NSE, ^As on 31 December 2022

Net IPO Proceeds

ISSUE SIZE
₹5,000 MILLION
AT ₹1,083/SHARE

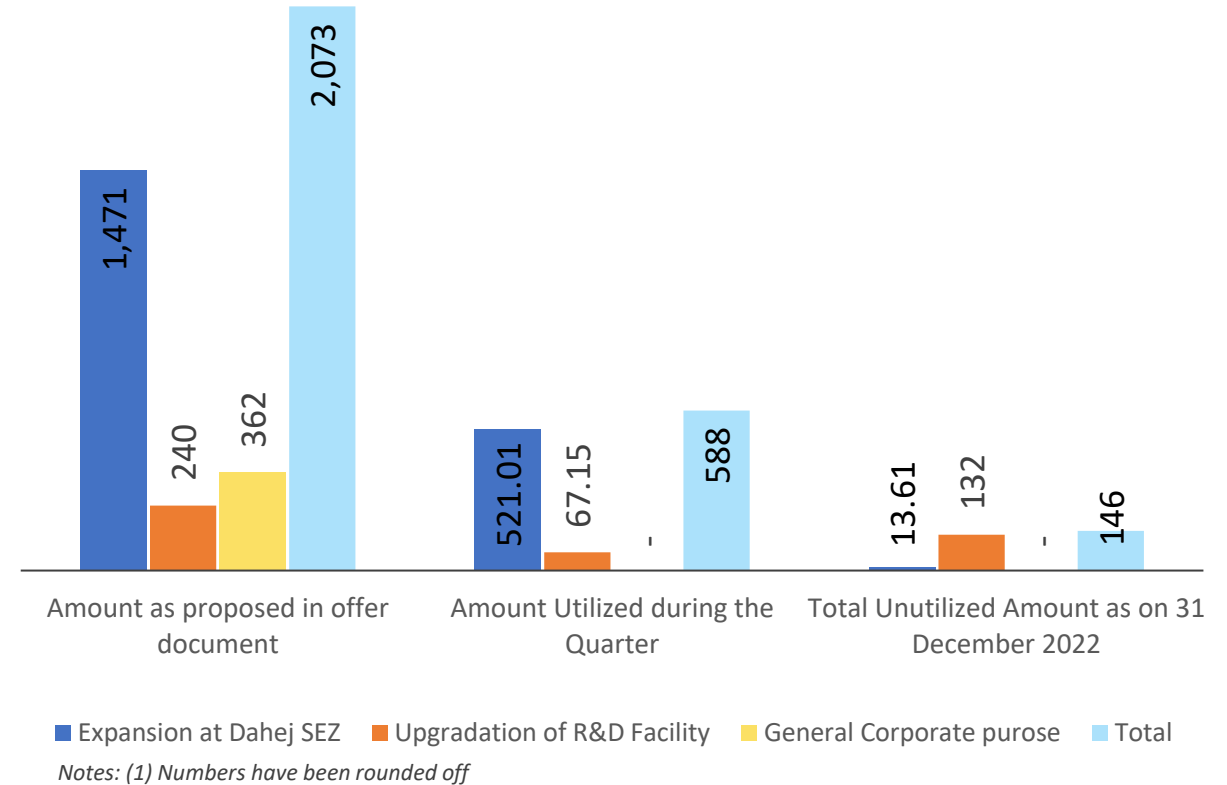


CAPACITY EXPANSION

Capacities post expansion	500KL, 39 Assembly Lines
Expected Date of Completion	
Of Expansion at Dahej SEZ	Capex completed, trial runs are underway
Of R&D Facility at Vadodara	End of FY23

USE OF NET IPO PROCEEDS¹ (IN ₹ MN)

The Net Proceeds are utilized in accordance with the details provided in the following chart:



Safe Harbor

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The company's results may be affected by factors including, but not limited to, the risks and uncertainties in research and development; competitive developments; regulatory actions; the extent and duration of the effects of the COVID-19 pandemic; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations.

Tatva Chintan Pharma Chem Limited will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances

JAN
2023

Thank You



TATVA CHINTAN PHARMA CHEM LIMITED

CORPORATE OFFICE

Plot No. 353, G.I.D.C,
Makarpura, Vadodara – 390 010, Gujarat, India

BSE: 543321

NSE: TATVA

CIN: L24232GJ1996PLC029894

www.tatvachintan.com

INVESTOR RELATIONS AT

TATVA CHINTAN

Mr. Ashok Bothra
finance@tatvachintan.com

EY

Ms. Krishna Patel, Mr. Rahul Thakur
Krishna.patel2@in.ey.com,
Rahul.thakur@in.ey.com