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10th August, 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 Q1 & 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 – Q1 FY '24

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Performance Highlights



Completed Phase 1 of Custom Manufactured Chemicals Division's new multi-purpose block

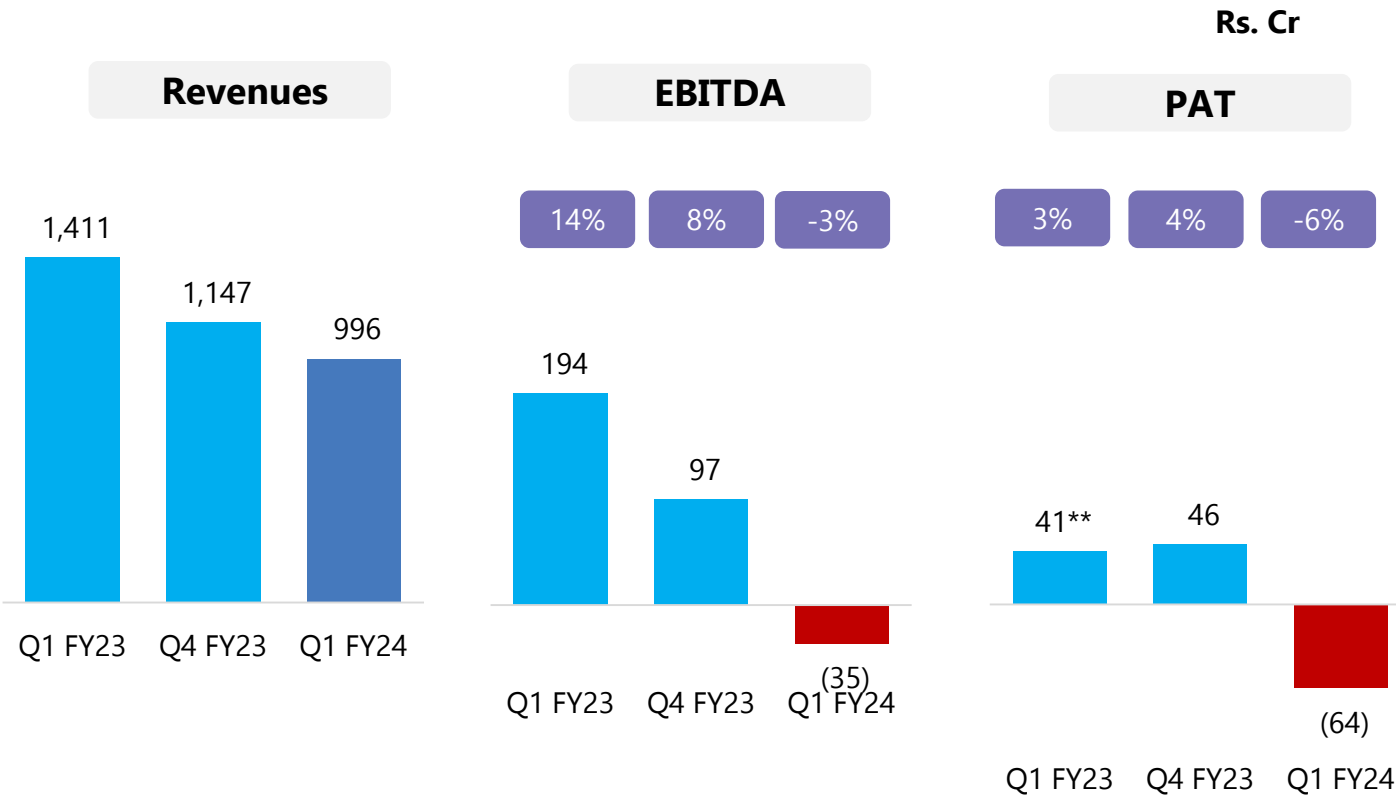


1st phase of the new multi-purpose production block project was dedicated on 10th August 2023, by Mr. Vijay Sankar, Chairman of the Company, in the presence of the Board of Directors

Performance Highlights: Q1 FY '24

Key Highlights

- Prices of both Suspension PVC and Speciality Paste PVC in Q1 FY '24 have been the lowest over the last 8-10 quarters – prices witnessed around 10% fall sequentially
- Suspension and Speciality Paste PVC prices bottomed out at the end of Q1 FY '24 and have started recovering from July onwards – this is mainly due to the strong domestic demand combined with a fall in import arrivals in the latter part of Q1 FY '24 consequent on the reduction in operating rates of PVC plants In North-East Asia
- Feedstock (VCM and EDC) prices have also corrected in the latter part of the quarter and this benefit is likely to accrue in Q2
- Paste PVC project is on track for commissioning in H2 FY '24
- Phase 1 of the new multi-purpose block in the Custom Manufacturing business has been completed; Phase 2 is on track
- The Company has been selected by a global agrochemical innovator to manufacture a new Active Ingredient (AI) – this is the third new product (announced in the last 9 months) that will be manufactured in the new multi-purpose block
- A drop in Coal and Superior Kerosene prices was witnessed at the end of Q1 FY '24 – the benefits are expected to accrue in the ensuing quarters



Margin

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



Ramkumar Shankar
Managing Director

"With prices of both Suspension and Speciality Paste PVC being at the lowest level over the last 8-10 quarters, Q1 FY ' 24 has been one of the toughest quarters in recent times for Chemplast and the PVC industry as a whole. This is mainly due to the sluggishness in demand globally and the excessive dumping from China. However, the domestic demand for Suspension PVC and Speciality Paste PVC was strong through the quarter with increase in volumes both on y-o-y and sequential basis.

The outlook for the PVC business is improving again, driven by the strong domestic demand, recovery in prices on account of fall in import arrivals into the country and reduction in feedstock prices. These factors, coupled with the softening energy costs, augur well for us and we expect better margins from Q2 onwards.

The Other Chemicals (Caustic Soda, Chloromethanes, Hydrogen Peroxide, Ref. gases) business also witnessed significant pricing pressures due to a combination of factors including weak demand, excess supply situation in India due to recent capacity additions and the global slowdown. These headwinds are likely to continue for a couple of quarters.

In this tough environment, our Custom Manufactured Chemicals Division continued to perform well and is on track to achieve over 25% revenue growth during the year as against the 10%-15% guidance given earlier. I am very pleased to inform that we have completed Phase 1 of the new multi-purpose block in a timely manner with an investment of around Rs. 300 Cr. With 2 LOIs in place and a strong pipeline of other products, we expect this capacity to reach peak utilization in the next 2-3 years.

The 41 ktpa Speciality Paste PVC and Phase 2 of the Custom Manufacturing expansion projects are on track and slated to meet expected timelines. While there are immediate-term challenges, we are very confident of all our businesses' prospects in the medium to long term."

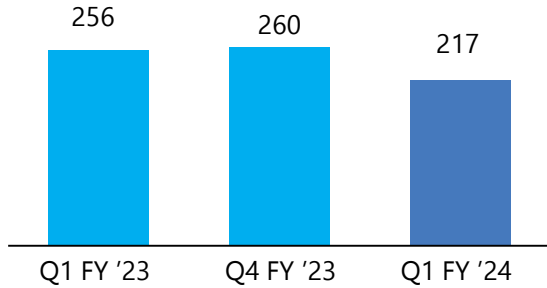
Segmental Highlights



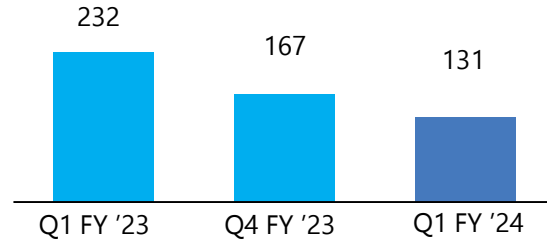
Rs. Cr

Revenue Breakup

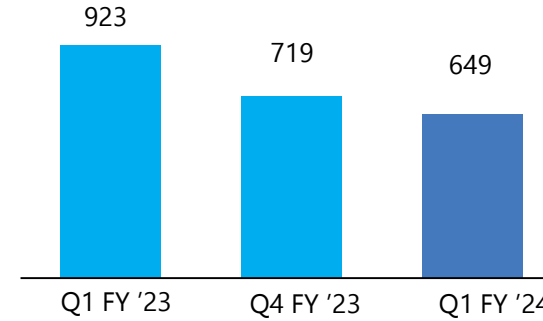
Speciality Chemicals



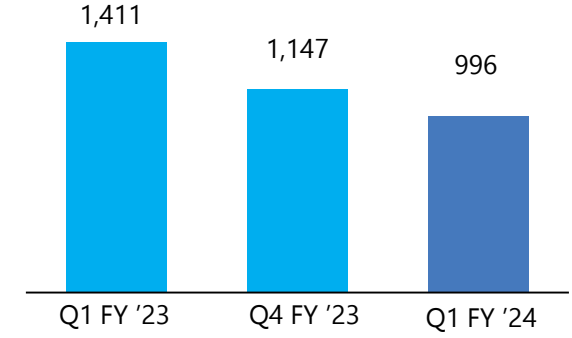
Other Chemicals#



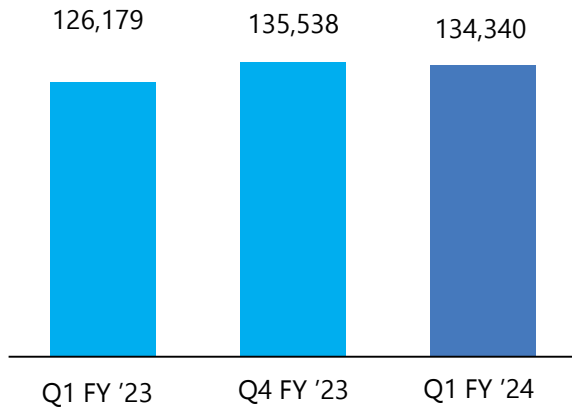
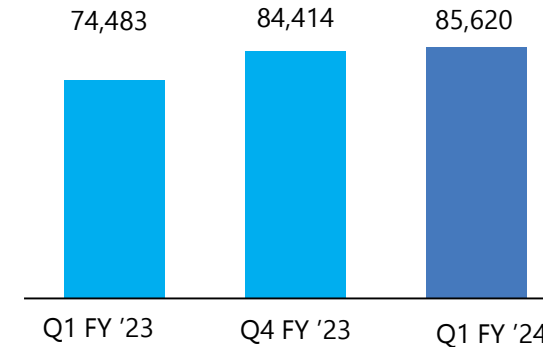
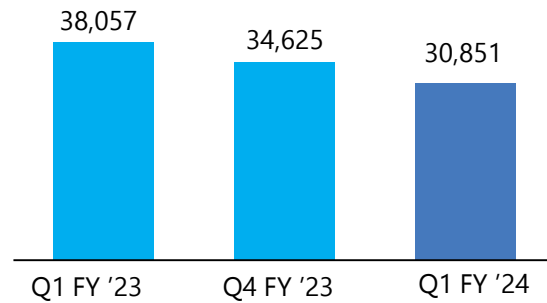
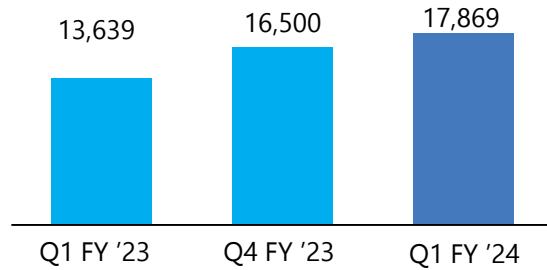
Suspension PVC



Consolidated



Sales Volume



"mt" stands for metric tons

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



Consolidated Profit & Loss Account

Rs. Cr

Particulars	Q1 FY '24	Q1 FY '23	Y-o-Y	Q4 FY '23	Q-o-Q
Revenue from Operations	996	1,411	-29%	1,147	-13%
Cost of Goods Sold	725	905		747	
Employee Cost	38	36		39	
Other Expenses	268	276		263	
EBITDA	(35)	194	nm	97	nm
EBITDA Margin %	-3%	14%		8%	
Other income	18	16		31	
Depreciation	32	41		33	
EBIT	(49)	169	nm	95	nm
Finance Cost	44	36		38	
Profit Before Tax and exceptional items	(93)	133	nm	56	nm
Exceptional Items**	-	(81)		-	
Profit Before Tax	(93)	53	nm	56	nm
Tax	(29)	12		10	
PAT	(64)	41	nm	46	nm
PAT Margin %	-6%	3%		4%	
Basic EPS (Rs. /share)	(4.05)	2.57		2.91	

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

***nm – Not meaningful

Stand-alone Profit & Loss Account

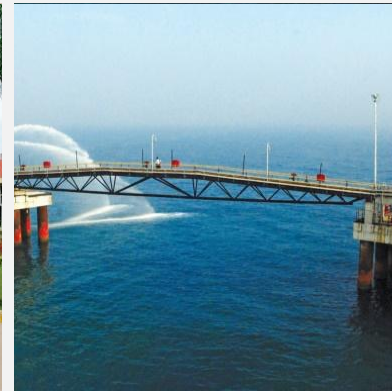
Rs. Cr

Particulars	Q1 FY '24	Q1 FY '23	Y-o-Y	Q4 FY '23	Q-o-Q
Revenue from Operations	350	570	-39%	428	-18%
Cost of Goods Sold	154	228		178	
Employee Cost	25	24		27	
Other Expenses	194	198		191	
EBITDA	(24)	121	nm	31	nm
EBITDA Margin %	-7%	21%		7%	
Other income	7	7		7	
Depreciation	21	25		23	
EBIT	(39)	103	nm	16	nm
Finance Cost	5	5		6	
Profit Before Tax and exceptional items	(44)	98	nm	10	nm
Exceptional Items**	-	(50)		-	
Profit Before Tax	(44)	49	nm	10	nm
Tax	-16	10		1	
PAT	(28)	39	nm	8	nm
PAT Margin %	-8%	7%		2%	
Basic EPS (Rs. /share)	(1.77)	2.44		0.52	

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

***nm – Non meaningful

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










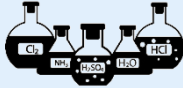










Note:

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)

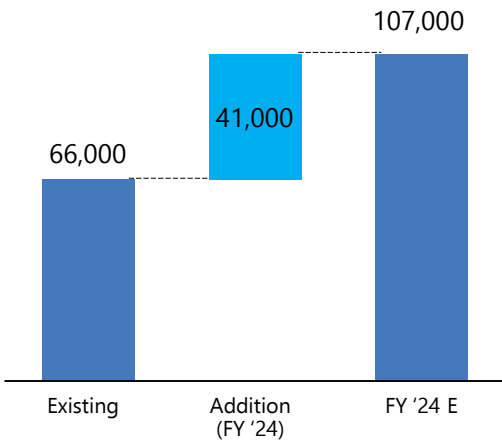
1. Paste PVC



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

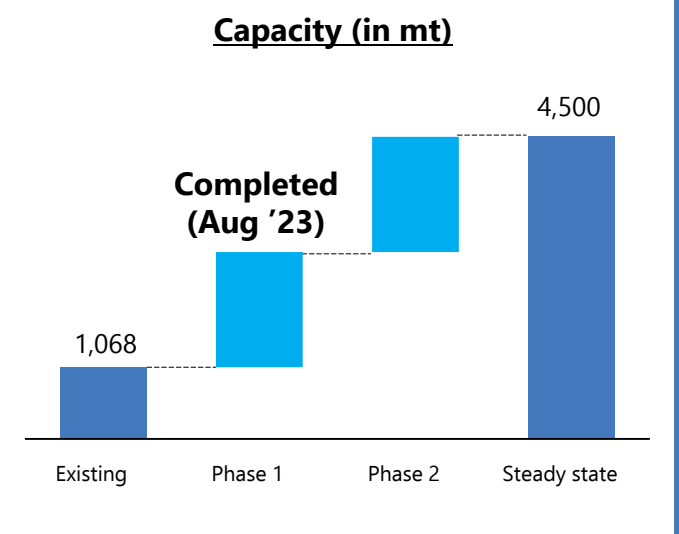


2. Custom Manufactured Chemicals



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

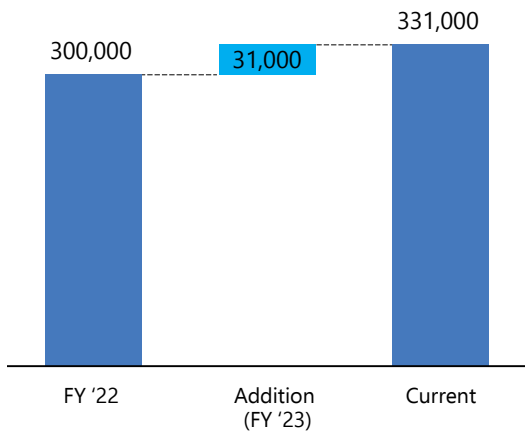
4. Suspension PVC



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

Commencement of manufacturing of PVC resins at Mettur facility

1967

Expansion of production capacity of PVC resins to 60,000 tpa

1997

Marine terminal facility and EDC Plant commissioned at Karaikal

2007

Capacity expansion: Paste PVC to 66,000 tpa at Mettur
S-PVC to 300,000 tpa at Cuddalore

2013

CCVL became a wholly owned subsidiary of our Company;
Listing on Indian stock exchanges, post IPO

2021

Completed Phase 1 of Custom Manufacturing Chemicals Division's new multi-purpose block

2023

1962

Incorporation of erstwhile Chemicals and Plastics India Ltd.

1988

Amalgamation of MCIC with erstwhile Chemicals and Plastics India Ltd.

2003

Acquisition of caustic soda facility at Karaikal from Kothari Petrochemicals

2009

Greenfield S-PVC facility commissioned at Cuddalore

2019

Commissioning of Hydrogen Peroxide plant at Mettur
Demerger of S-PVC Undertaking of the Company at Cuddalore
Amalgamation of Sanmar Speciality Chemicals Ltd. with our Company

2022

S-PVC capacity enhanced to 331,000 tpa by way of debottlenecking

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



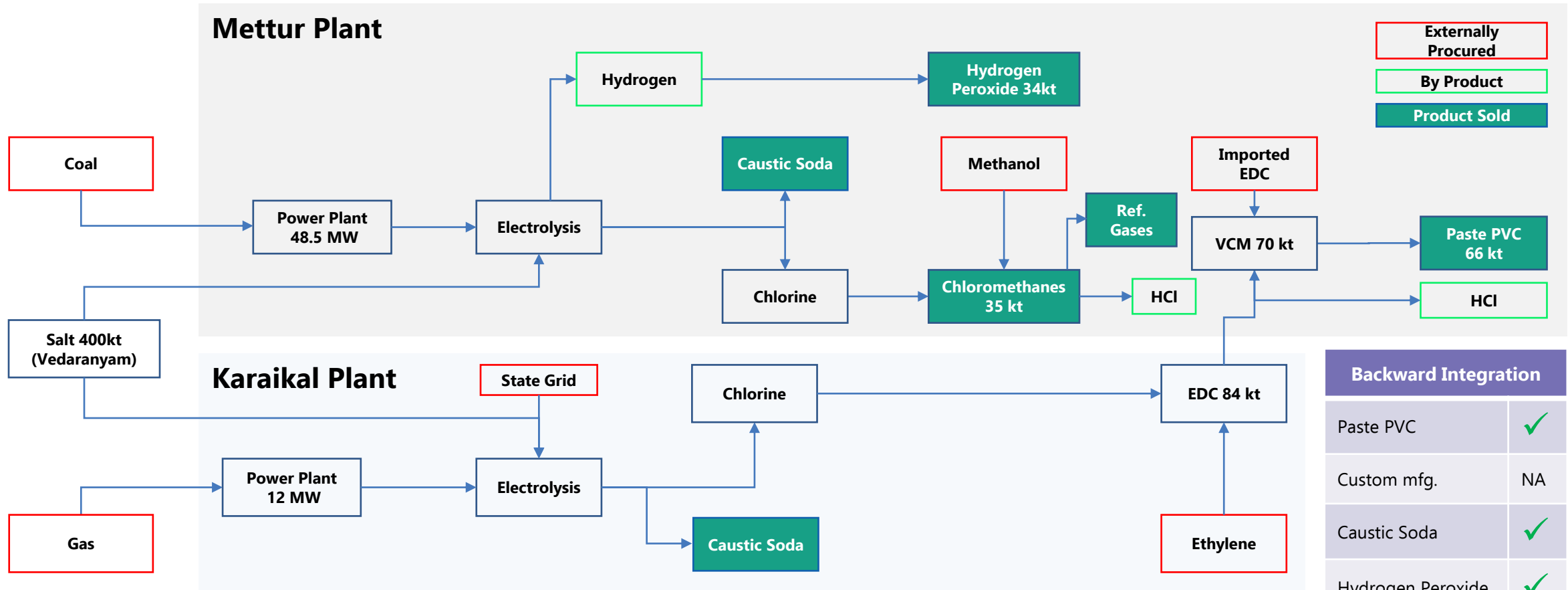
04 Cuddalore, Tamil Nadu

- 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	✗

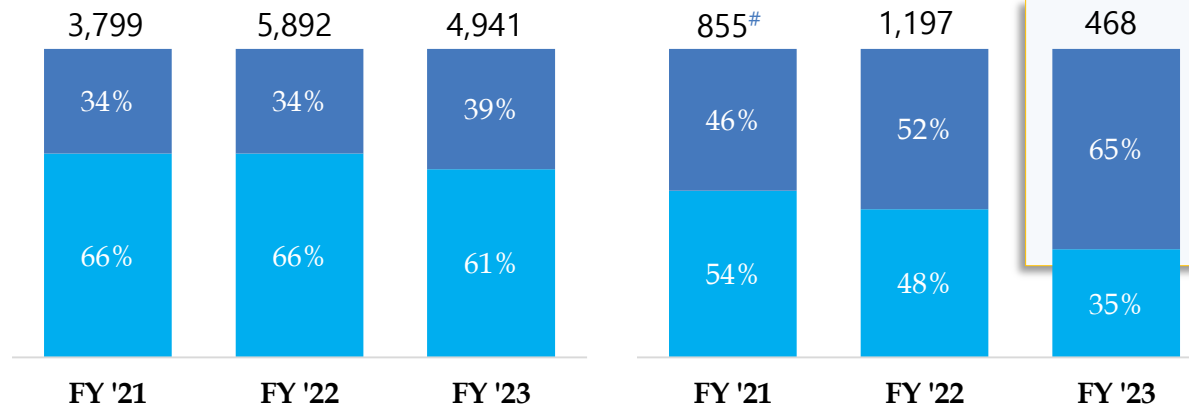
Quantity of EDC manufactured at Karaikal plant/EDC imported, depends on the relative pricing vis-à-vis International Markets

3. Improving Product Mix...

Total Revenue

EBITDA

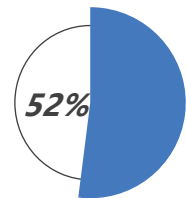
Rs. Cr



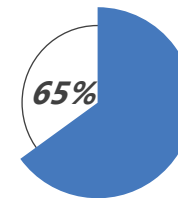
Currently, Suspension PVC dominates the sales mix. However, in terms of profitability, share of Speciality vehicle is larger

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

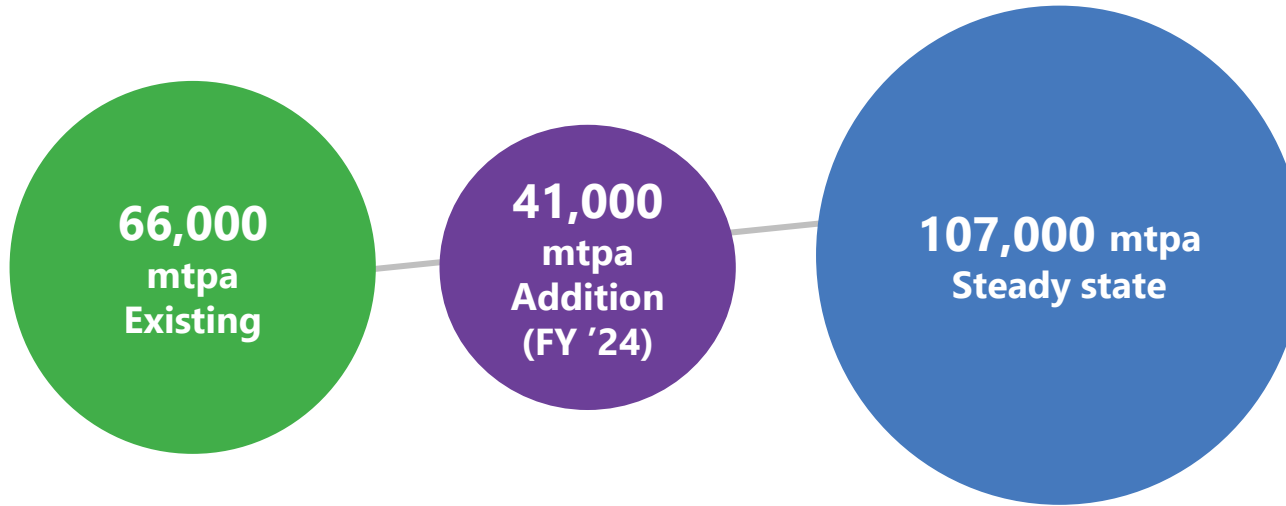
Excludes positive impact on account of inventory write down of Rs.107 Cr made in FY '20

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



Speciality Paste
PVC
Capex Outlay
Rs. 360 Cr

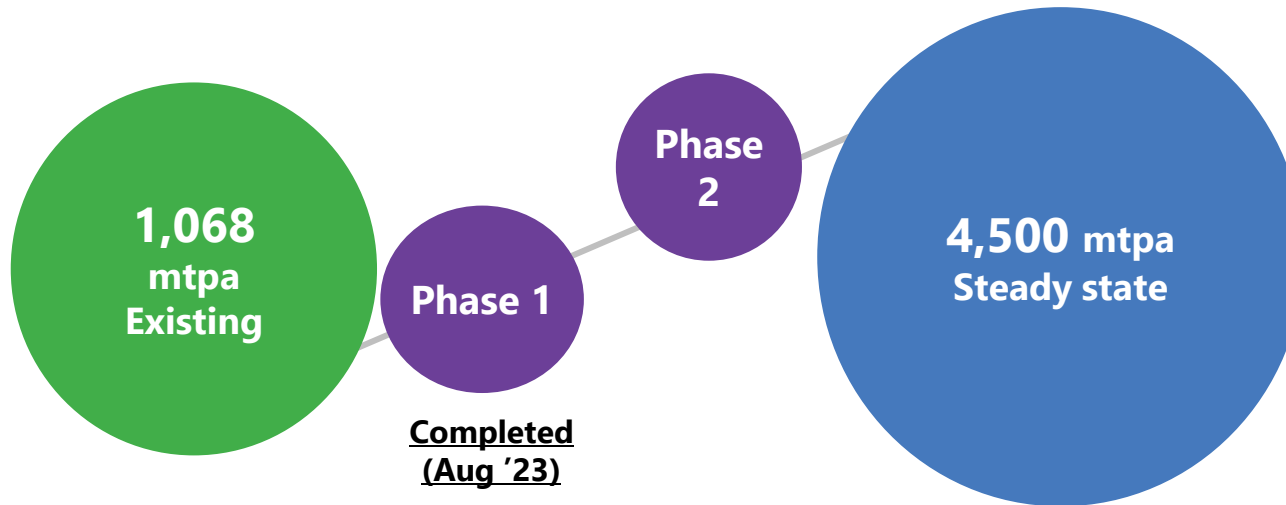
163 ktpa
Addressable market size*



- 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
- **Completed Phase 1 in Aug '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 two 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



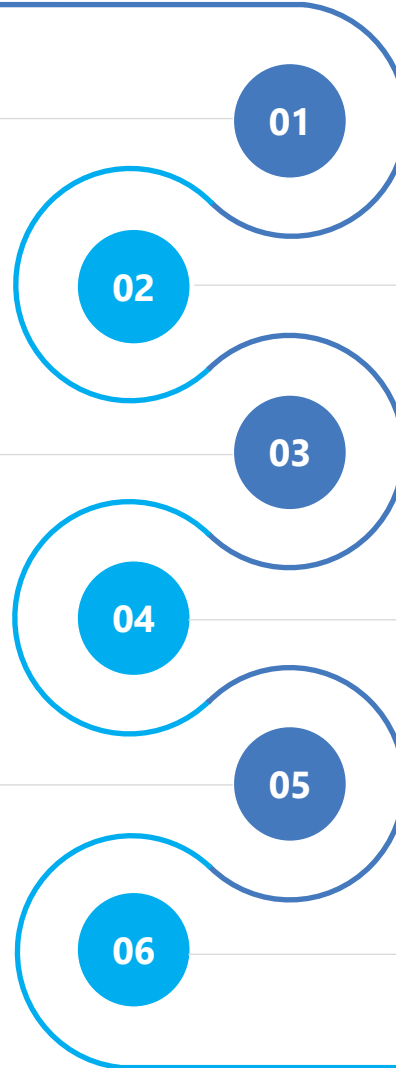
Technology not available on License

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



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...

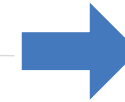
Environment Friendly Practices

- 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

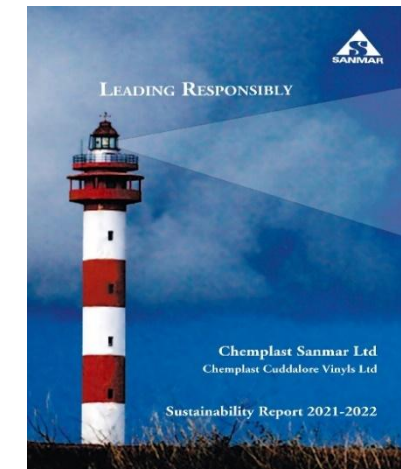
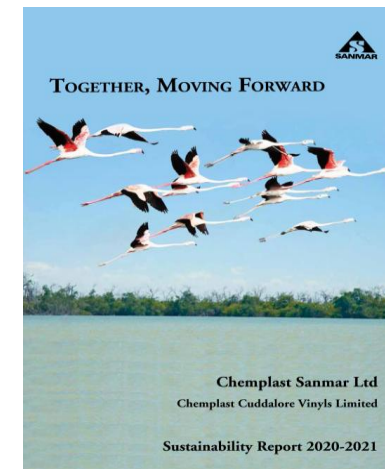
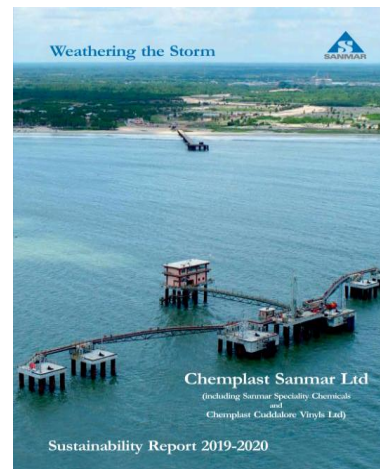


- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

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



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



ECOVADIS SILVER MEDAL

Safety



Star Award from National Safety Council

Safety




FICCI Safety system Excellence Award 2019

Safety



FICCI Sustainability Award Excellence in Safety (Petrochemicals) 2017

Sustainability



ICC's Award for Excellence in Management of Environment 2021

CSR

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



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



Chandran Ratnaswami
Non-Executive Director



Dr. Lakshmi Vijayakumar
Independent Director



N Muralidharan
Chief Financial Officer



Aditya Jain
Independent Director



Sanjay Bhandarkar
Independent Director



M Raman
*Company Secretary & Compliance
Officer*



Prasad Menon
Independent Director



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



N Krishnamoorthy
*Deputy Managing Director -
Commercial*



M N Bhaskaran
*Executive Director - Head of
Operations*

Distinguished Board of Directors

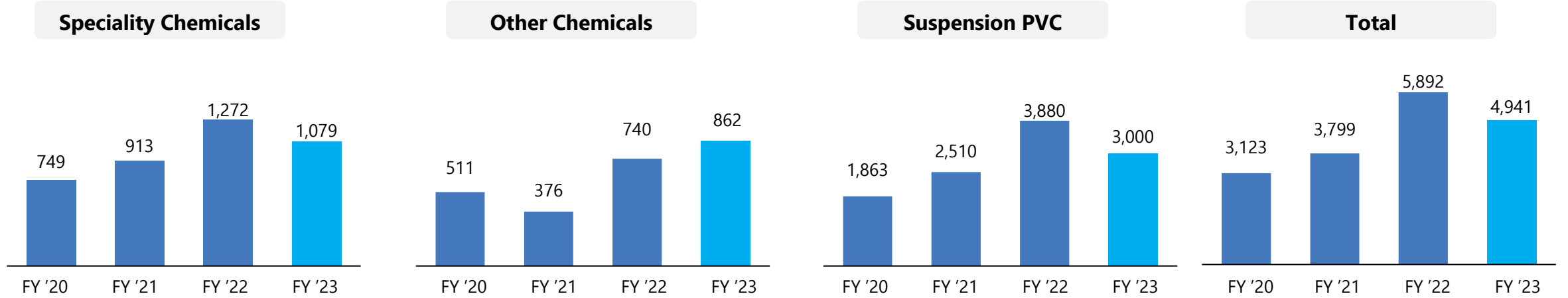
Experienced Management Team

Historical Financials



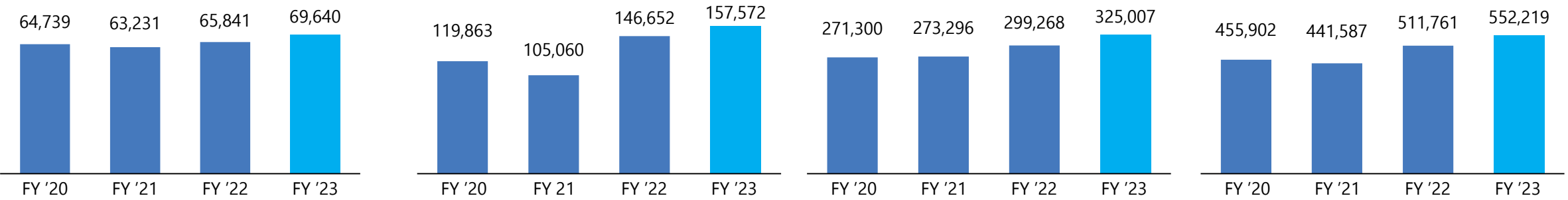
Historical Segmental Highlights

Revenue Breakup



mt

Sales Volume



"mt" stands for metric tons

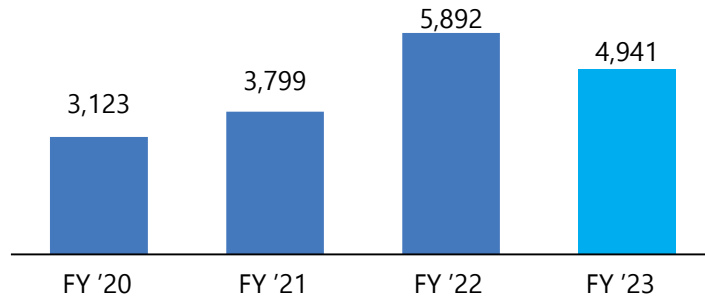
- Includes Caustic Soda, Chloromethanes, Refrigerant gases and Hydrogen Peroxide

Performance Trend

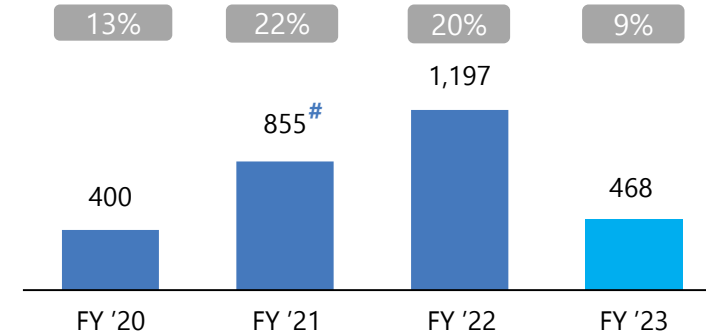
Rs. Cr

Margin

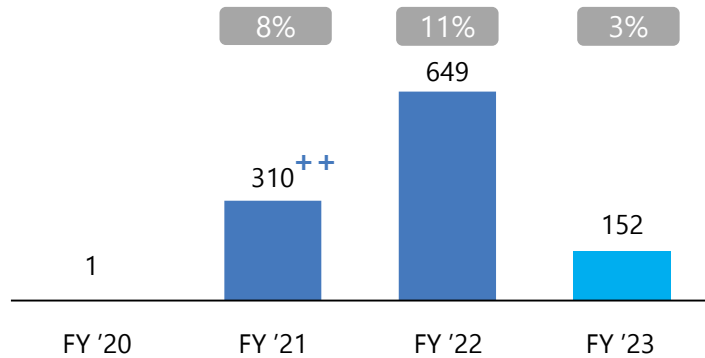
Revenue



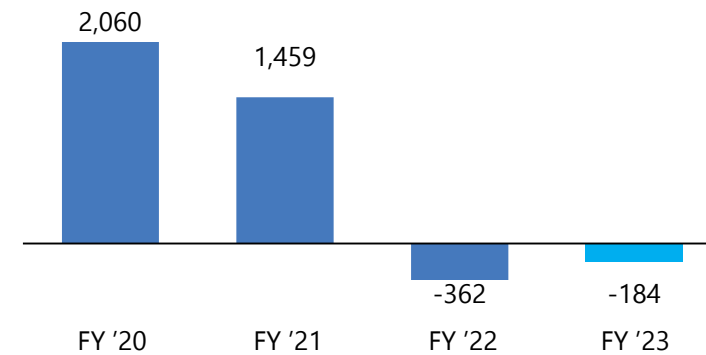
EBITDA



PAT



Net Debt



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

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