



# KANORIA CHEMICALS & INDUSTRIES LIMITED

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Kolkata-700 019  
Tel : +91-33-4031-3200  
CIN : L24110WB1960PLC024910  
E-mail : calall@kanoriachem.com  
Website : www.kanoriachem.com

KC-13/

8<sup>th</sup> September, 2023

The Manager  
Listing Department  
National Stock Exchange of India Limited,  
"Exchange Plaza",  
Plot No. C/1, "G" Block,  
Bandra-Kurla Complex, Bandra (E),  
**Mumbai - 400 051**

**Symbol: KANORICHEM**

DCS-CRD  
BSE Limited,  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building, P.J. Towers,  
Dalal Street, Fort,  
**Mumbai - 400 001**

**Code No. 50 6525**

Dear Sir,

**Sub : AGM Presentation.**

Please find attached a presentation made to the Shareholders at the 63<sup>rd</sup> Annual General Meeting of the Company today, i.e. 8<sup>th</sup> September, 2023 for your records. The same will also be hosted on the website of the Company.

Thanking you,

Yours sincerely,  
For Kanoria Chemicals & Industries Limited

Neha Saraf  
Company Secretary

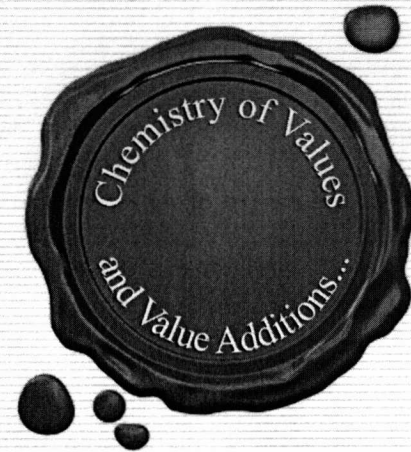
Encl : as above



**Kanoria Chemicals**  
& Industries Limited

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**63<sup>rd</sup> Annual General Meeting**  
**September 08, 2023**





# Disclaimer

**Except for historical information and discussions contained herein, statements included in this presentation may constitute “forward looking statements”. These statements involve a number of risks, uncertainties and other factors that could cause actual results to differ from those that may be projected by these forward looking statements. Kanoria Chemicals & Industries Limited undertakes no obligation to update forward looking statements to reflect events and circumstances after the date thereof.**





# KEY HIGHLIGHTS FY' 2022-23



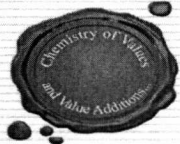


# Kanoria Chemicals & Industries Limited



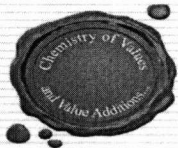
- Improved production efficiencies & Sales volumes in most of the products
- Revenue growth by 4%
- Volatility in the prices of key input and more importantly dumping of Pentaerythritol from China, Taiwan, Saudi Arabia and Russia at a steeply reduced prices led to a significant reduction in EBITDA & Net Profit
- Anti Dumping Petition filed by the Company is under investigation by the Ministry of Commerce & Industry
- Commissioned PF Resin Plant (6600 TPA) and pilot plant for Triacetin during the year

	<b>Summary PL</b>	
	(INR in lakhs)	
	<b>FY'2023</b>	<b>FY'2022</b>
<b>Operating Revenue</b>	67,521	64,913
Other Income	2,077	1,099
<b>EBITDA</b>	<b>3,962</b>	<b>7,036</b>
Finance Cost	950	913
<b>EBTDA</b>	<b>3,012</b>	<b>6,122</b>
Depreciation	2,119	2,112
<b>EBT</b>	<b>892</b>	<b>4,010</b>
Tax	299	1,512
<b>Net Profit/(Loss)</b>	<b>593</b>	<b>2,499</b>
OCI	11	8
<b>TCI</b>	<b>604</b>	<b>2,506</b>
<b>Earnings per Share (INR)</b>	<b>1.36</b>	<b>5.72</b>



- Revenue grew by 23% with somewhat improved supply of semi-conductors.
- EBITDA more than doubled
- Higher finance cost due to increasing interest rates globally and increased finance requirement resulting from higher inventory which was due to mismatch in supply of all the raw materials led to lower than expected improvement in Cash Profit and reduction in Net Loss

	Summary PL	
	(INR in lakhs)	
	FY'2023	FY'2022
<b>Operating Revenue</b>	<b>72,499</b>	<b>59,177</b>
Other Income	61	173
<b>EBITDA</b>	<b>1,720</b>	<b>655</b>
Finance Cost	1,396	831
<b>EBTDA</b>	<b>324</b>	<b>(176)</b>
Depreciation	2,615	2,543
<b>EBT</b>	<b>(2,291)</b>	<b>(2,718)</b>
Tax	(232)	(422)
<b>Net Profit/(Loss)</b>	<b>(2,058)</b>	<b>(2,297)</b>





- Revenue grew by 39% despite being affected by the geo-political environment
- EBIDTA grew by 24%
- Higher finance cost due to increasing interest rates globally led to lower than expected improvement in Cash & Net Profit
- Availability of foreign currency required for import of inputs and repayment of debt worsened

	Summary PL	
	(INR in lakhs)	
	FY'2023	FY'2022
<b>Operating Revenue</b>	<b>17,823</b>	<b>12,821</b>
Other Income	152	945
<b>EBITDA</b>	<b>3,144</b>	<b>2,532</b>
Finance Cost	1,808	1,446
<b>EBTDA</b>	<b>1,336</b>	<b>1,087</b>
Depreciation	1,159	1,065
<b>EBT</b>	<b>177</b>	<b>21</b>
Tax	-	-
<b>Net Profit/(Loss)</b>	<b>177</b>	<b>21</b>

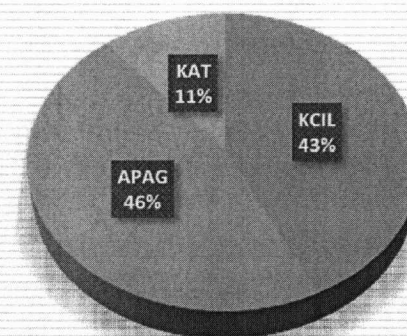




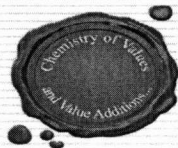
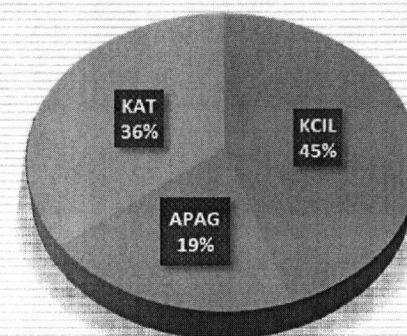
# Consolidated Profitability

	Summary Consolidated PL	
	(INR in lakhs)	
	FY'2023	FY'2022
<b>Operating Revenue</b>	<b>1,57,843</b>	<b>1,36,912</b>
Other Income	1,033	2,887
<b>EBITDA</b>	<b>8,269</b>	<b>9,702</b>
Finance Cost	3,597	2,669
<b>EBTDA</b>	<b>4,672</b>	<b>7,033</b>
Depreciation	5,893	5,720
<b>EBT</b>	<b>(1,221)</b>	<b>1,313</b>
Tax	67	1,090
<b>Net Profit/(Loss)</b>	<b>(1,288)</b>	<b>223</b>
OCI	1,757	648
<b>TCI</b>	<b>468</b>	<b>871</b>

Revenue



EBIDTA







# FUTURE OUTLOOK





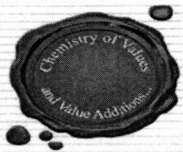
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- ❑ Setting up a 115,000 TPA Formaldehyde Plant and 6000 TPA Hexamine Plant at Ankleshwar with a capital outlay of INR 90 crores. The plant is expected to be commissioned in Q3 of next financial year
- ❑ Expecting significant growth in the user industry like Paints, Laminates, Refractories & Foundries
- ❑ A cost cutting programme with the help of a Big4 firm is underway and is expected to yield positive result
- ❑ Triacetin pilot plant is being tested for improvement in quality and reduction in cost in order to set up a full scale commercial plant on achieving desired results
- ❑ With huge growth in wood panel industry the Company is poised to further expand its Formaldehyde production capacity in its plants in eastern region
- ❑ Anti Dumping Duty on Pentaerythritol, if levied, will lead to better revenue and profitability





- ❑ Semiconductor availability improving
- ❑ Continues to maintain healthy order book of ~ CHF 300 mn. spread over next 3 years
- ❑ Raised additional equity of CHF 5 million from a strategic investor (a group company) to strengthen its working capital and meet capital expenditure programme
- ❑ Simultaneously KCIL also sold 42 equity shares out of 328 equity shares held by it in APAG which resulted in a gain of INR 15.12 crores in Q1 FY'2024 to KCIL
- ❑ Capital expenditure of ~ CHF 10 million in the current and next year planned to prepare for the new opportunities available







- ❑ With improvement in geo political environment, demand is picking up
- ❑ Plans are on to install some balancing and additional equipments (~ USD 5 mn.), with financing from local banks, to further improve production efficiency and product basket
- ❑ Efforts are on for a debt restructuring (converting foreign currency loan into local currency loan) and/or for bringing in a strategic partner
- ❑ With Ethiopia being now a part of BRICS and IMF considering a financial package for Ethiopia, the availability of foreign currency is expected to improve.







**THANK YOU**

