

**Date: 24.05.2024**

<b>To, The General Manager, Department of Corporate Services, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001</b>	<b>To, Listing Department, National Stock Exchange of India Limited, Exchange plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400051</b>
<b>Scrip Code: 500284</b>	<b>Scrip Code: LORDSCHLO</b>

**Dear Sir/Madam,**

**Sub: Investor Presentation– Q4 FY 24.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Listing Regulations”), please find attached herewith Investor Presentation for Q4 FY 24.

The same will also be available on the website of the Company at [www.lordschloro.com](http://www.lordschloro.com).

This is for your information and record.

Thanking you.

**For Lords Chloro Alkali Limited**



**Hitesh Kumar**  
**(Company Secretary & Compliance officer)**

**Encl: A/a**

# *Lords Chloro Alkali Limited*

Investor Presentation – Q4 & FY24





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# At a Glance



Rich heritage and legacy

**4+**  
decades

In chemical industry



Capacity

**~77,000**  
tonnes

In-house modern and  
tech enabled  
manufacturing



Strong Workforce

**300+**  
Employees

Contributing to  
our success



Diverse Product Range

**6**  
product category

Broader Market  
Appeal

Financial  
Parameters



**13%**

Revenue CAGR  
(FY22-24)



**0.22**

Debt to Equity as on  
FY24

# About Us

## Background

- Established in 1979, is one of leading chemical manufacturer with strong focus on producing diverse range of high-quality chemicals

## Capabilities

- Specializing in production of caustic soda and various other chemicals,
- It has earned reputation for its exceptional product offerings
- Product offering includes Caustic Soda Lye, Sodium Hypo, Hydrogen Gas, Liquid Chlorine, HCL, CPW, etc.

## Accreditation

- ISO 9001
- ISO 14001
- ISO 45001

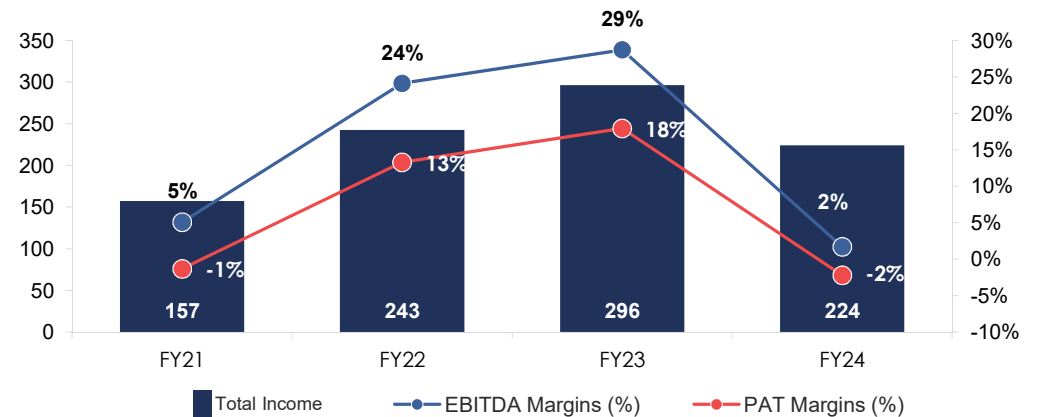
## Vision

To become India's leading commodity and speciality chemical company, recognized for its unwavering commitment to quality, sustainability, and stakeholder satisfaction.

## Mission

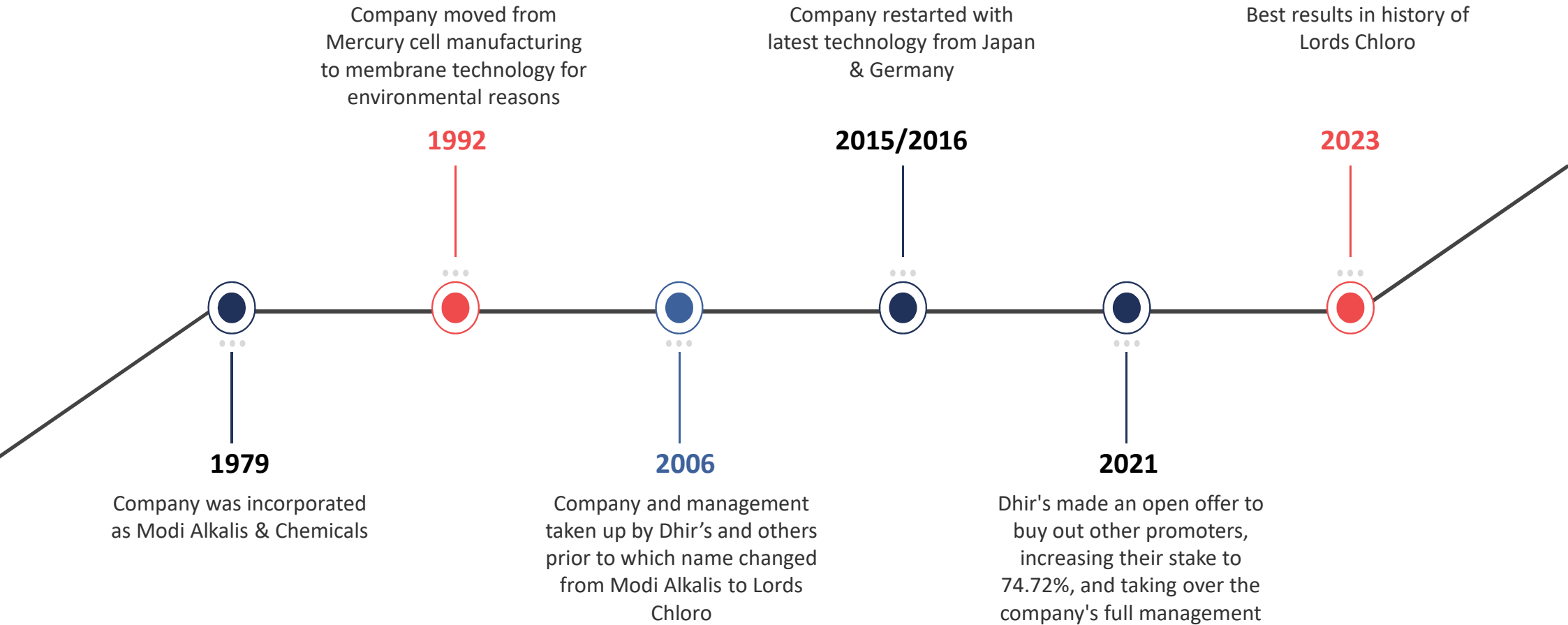
To nurture LCAL's growth and profitability through a culture of innovation, processes development and research that improve the product range & production capabilities whilst enhancing renewable energy for sustainable development.

## Financial Glance





# Journey so Far





# Our Team



## Ajay Virmani, Managing Director

- › Chartered Accountant by profession
- › 15 years of experience in the Chloro Alkali industry, he not only serves as President of AMAI but also brings wealth of industry knowledge and leadership

## Madhav Dhir, Executive Director

- › BA in Business Management, MSc in Economics, LLB, Graduate from Imperial College London
- › Director of Lords Chloro Alkali Limited for over 8 years, focuses on Company's future, expanding business, adding new chemicals, and charting growth trajectory



## Deepak Mathur, Technical Director

- › B.Tech. in Chemical Engineering from Punjab University, Chandigarh
- › Boasting more than 40 years of experience in chloro-alkali plants across India, is a seasoned expert in this field

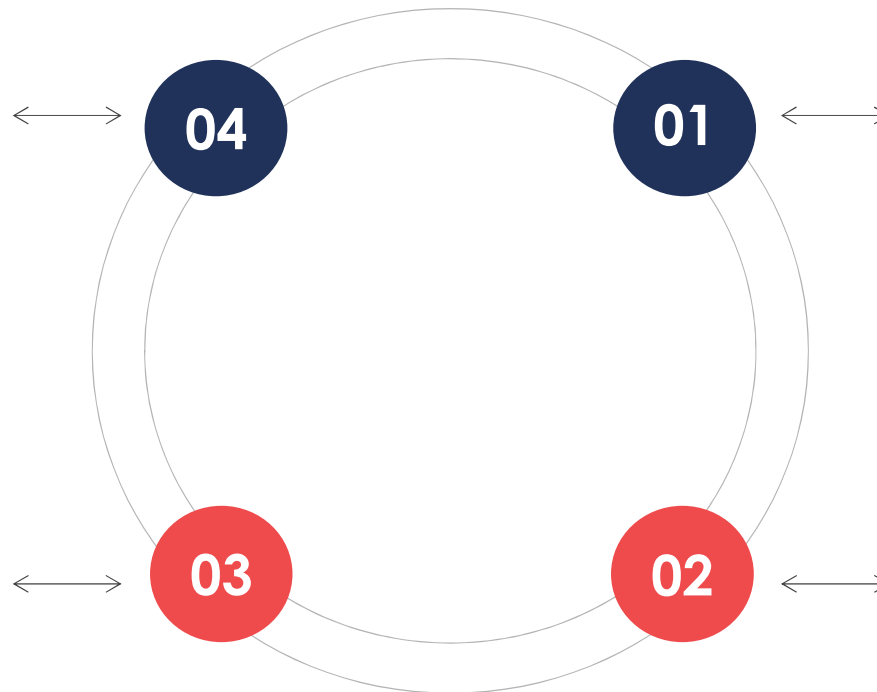
# Key Strengths

## ***Strong and experienced management***

- Decades of relevant experience in chemical space
- Committed team of highly experienced individuals from technical and commercial sectors of organization

## ***Strategically located manufacturing plant***

- Proximity to end-user industry
- Easy availability of raw materials and essential inputs



## ***Technology driven with robust In-house R&D***

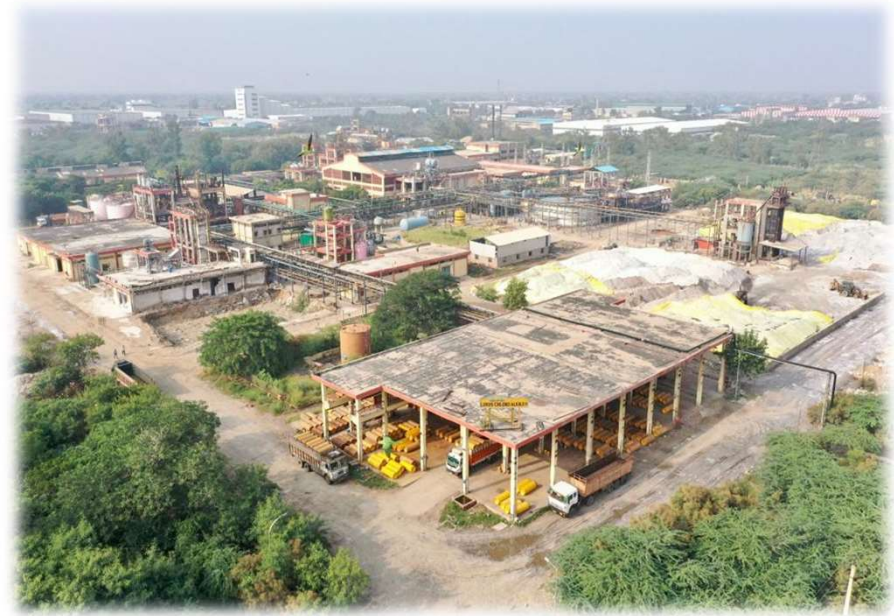
- Infrastructure mechanized with state of the art technology and machineries from Japan, Germany and Switzerland

## ***Widespread geographical reach***

- Large market footprint with dealers presence at strategic locations



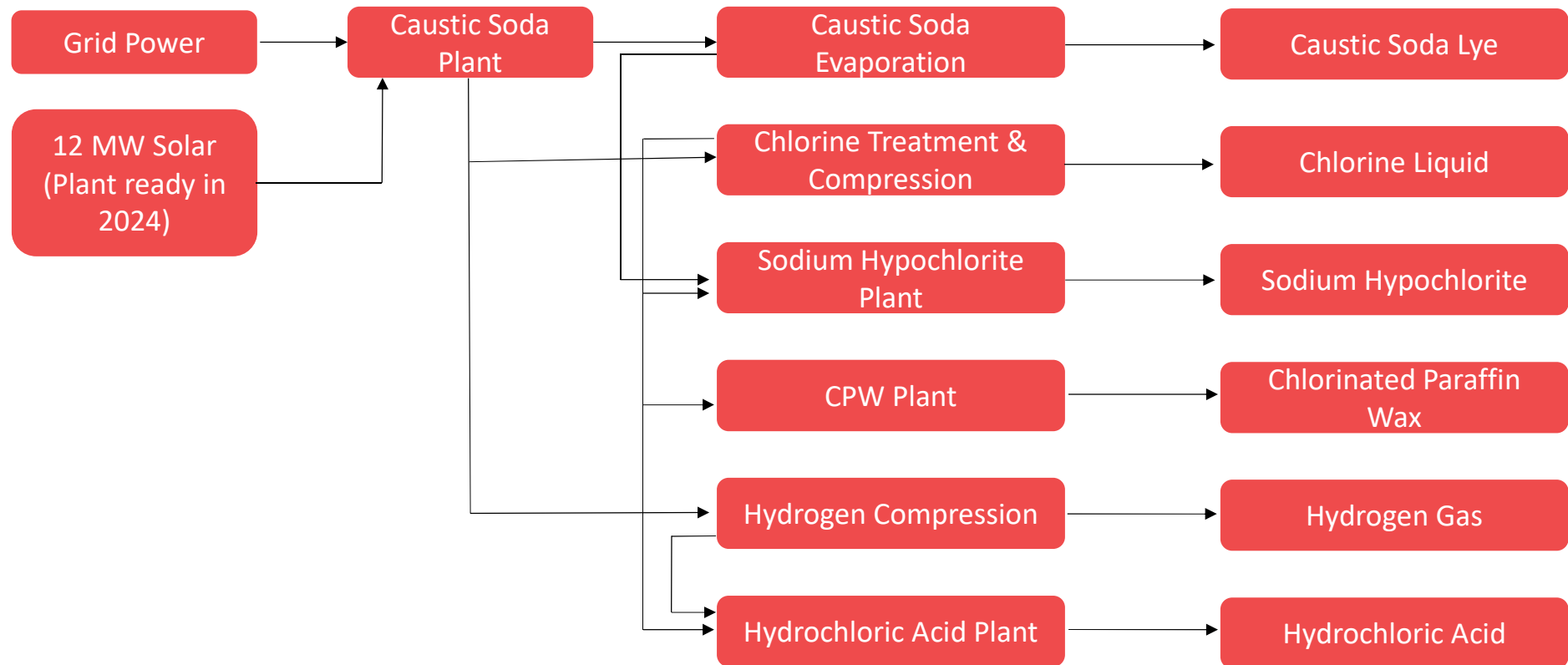
# Manufacturing Facilities



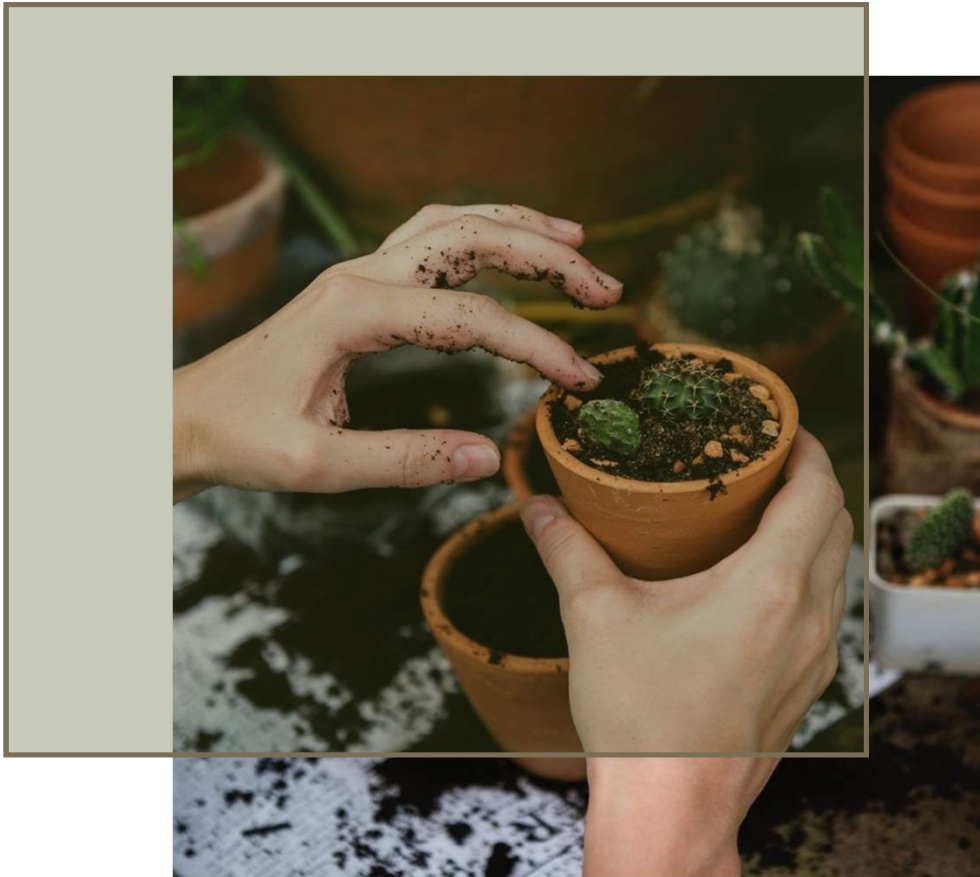
- Manufacturing facility is on 84 acres in Alwar at Matsya Industrial Area, Rajasthan, company boasts sophisticated manufacturing facilities with an installed capacity of 210 MT per day of Caustic Soda
- Additionally, Lords Chloro Alkali Ltd. has undertaken a capacity expansion, currently adding 90 TPD of caustic soda capacity and 30 TPD of CPW capacity



# Product Offerings



# Minimizing Waste, Maximize Value



1

## Closure of Mercury Cell Factory

- Proactive step towards environmental responsibility by permanently shutting down 200 Tons Per Day (TPD) mercury cell factory.
- Decision made to eliminate risk posed by release of hazardous mercury into water cycle.
- Demonstrate its commitment to safeguard environment from toxic pollutants.

2

## Transition to Cleaner Fuels

- Made significant shift in energy consumption practices. Instead of relying on more polluting fuels, now utilizes Hydrogen and LPG (Liquefied Petroleum Gas) in boilers.
- Reduces emissions but also promotes cleaner air quality and contributes to greener, healthier planet.

3

## Harnessing Solar Power

- Major stride towards sustainable energy generation, in process of establishing 12-megawatt solar power plant.
- This solar facility will supply more than 10% of energy requirements.
- By harnessing power of sun, the plan is to reduce reliance on non-renewable resources and significantly cutting our carbon footprint.

4

## Wastewater Recycling with RO Plants

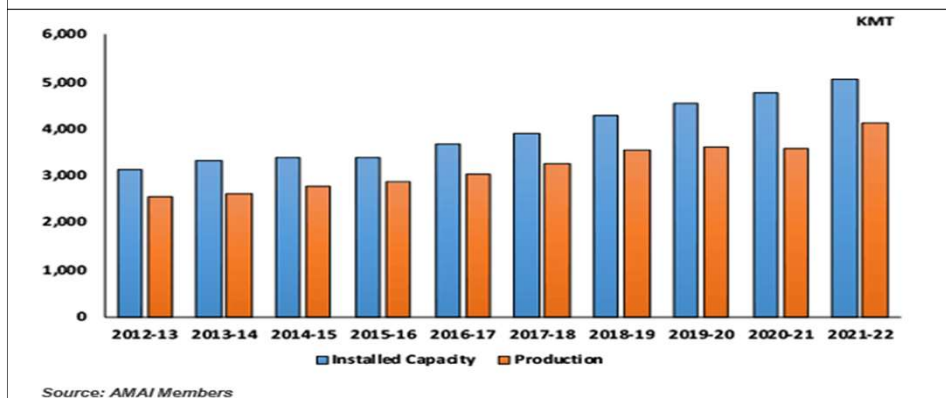
- To minimize water waste and promote responsible water management, installed state-of-art Reverse Osmosis (RO) plants.
- These plants efficiently treat and recycle wastewater, ensuring that water resources are conserved and reused responsibly.
- This initiative aligns with commitment to sustainable water usage and environmental stewardship

# Industry Overview

## Indian Chemical Industry\* –

- Global outperformer in terms of demand growth and shareholder value creation
- Projected growth at 11-12% during 2021–27 and by 7-10% during 2027–40 thereby tripling its global market share by 2040
- Increased domestic demand and a shift in supply chain are expected to boost growth even further.

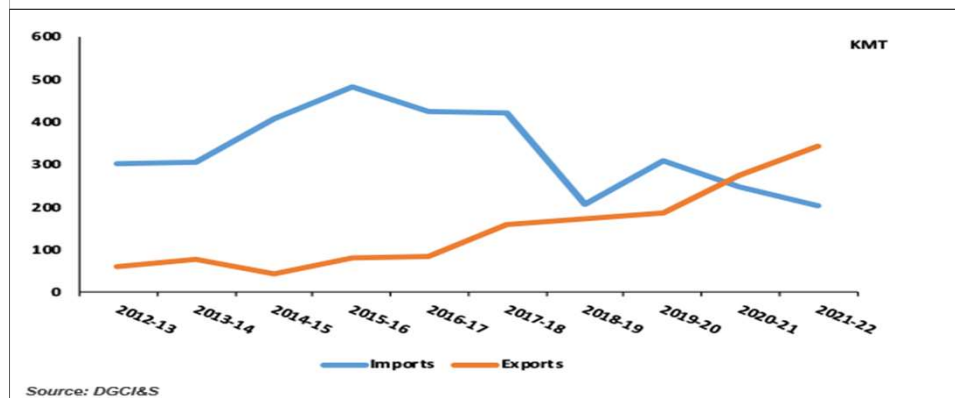
## Industry Installed capacity & production in last 10 years



## Indian Caustic Soda Industry\*\* –

- Annual capacity of ~6.1 million MT (increase of 20% YoY) accounting for around 5-6% of global capacity and is expected to grow in line with country's GDP
- India has become net exporter of Caustic soda from being an importer of ~17% of domestic consumption in last 5 years
- In FY23, total Imports of 1.4 KMT. Exports stood at 4.6 KMT
- FY23 production of caustic soda – 44.7 Lakh MT

## Imports & Exports in last 10 years



## Growth Prospects –

- Realizations fell in last quarter of FY23 due to softness caused by weaker demand and new capacity installed in domestic market
- India's GDP is expected to keep demand for caustic soda high due to growth in both domestic manufacturing and the underlying end user industries

## Commenting on the Q4 & FY24 financial results –

*“I am pleased to announce that after enduring a period of pricing pressure on caustic soda lye over the past few quarters, we are now experiencing a significant upturn in pricing. This positive trend has favourably impacted our Q4 FY24 performance, despite earlier expectations of a downturn in the product cycle. Encouragingly, we have witnessed consistent month-on-month price improvements in the past quarter, indicating strong positive momentum within the industry.*

*We anticipate that this price recovery will persist into the current financial year, which should boost our profitability outlook. Despite the profitability decline in the previous fiscal year, we have maintained a robust capacity utilization rate of approximately 85%. This demonstrates the sustained demand for our products and the strength of our relationships with dealers and customers.*

*Over the past year, we successfully introduced a new product to our lineup, which has been well-received by our customers. This success underscores our confidence in our product expansion strategy and our ability to diversify our product offerings.*

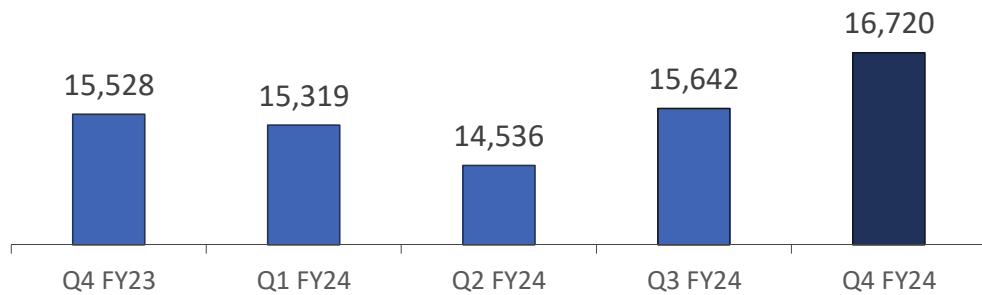
*Furthermore, our strategic initiatives to reduce power consumption costs are progressing well. We have completed land acquisition in Bikaner for our upcoming solar power plant. This new 16 MW electricity-generating facility will reduce our reliance on grid power, enhancing our operating margins and supporting our sustainability goals.”*



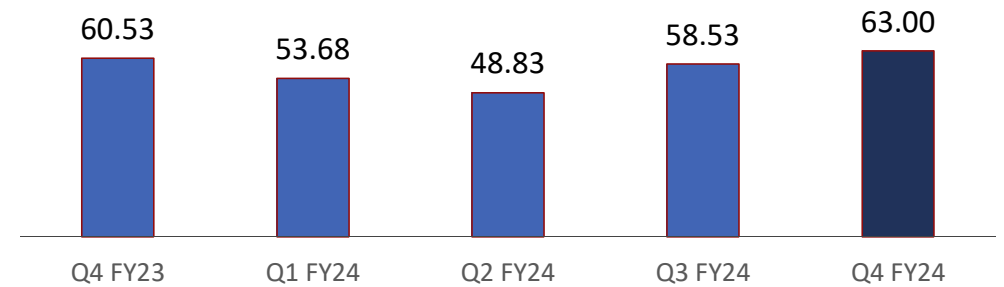
Mr Ajay Virmani, Managing Director

# Financial Highlights - Quarterly

### Caustic Soda Lye Volumes (in Tonnes)



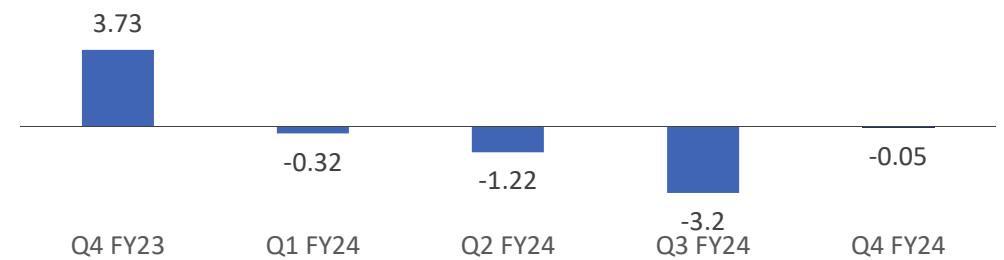
### Revenue from Operation (Rs. Crore)



### EBITDA (Rs. Crore)



### Profit After Tax (Rs. Crore)



# Profit & Loss Statement – Quarterly

All Figures in Rs. Crore	Q4 FY24	Q4 FY23	Q3 FY24
<b>Income from operations</b>	62.47	59.88	58.16
Other income	0.53	0.65	0.37
<b>Total income</b>	<b>63.00</b>	<b>60.53</b>	<b>58.53</b>
Cost of Raw Material	16.41	10.30	14.76
Changes in inventory	-0.98	(0.28)	1.22
Employee Cost	4.26	4.60	4.27
Power and Fuel Charges	36.05	34.46	34.91
Operating expenses	4.20	3.56	4.65
<b>Total Expenditure</b>	<b>59.93</b>	<b>52.65</b>	<b>59.81</b>
<b>EBITDA</b>	<b>3.07</b>	<b>7.88</b>	<b>(1.29)</b>
<b>EBITDA Margin %</b>	<b>4.88%</b>	<b>13.02%</b>	<b>(2.20%)</b>
Depreciation	2.41	2.06	2.37
Interest	0.61	0.46	0.62
<b>Profit Before Tax</b>	<b>0.05</b>	<b>5.36</b>	<b>(4.27)</b>
Tax	0.11	1.63	(1.07)
<b>Profit After Tax</b>	<b>(0.05)</b>	<b>3.73</b>	<b>(3.20)</b>
<b>Basic EPS (Rs.)</b>	<b>(0.02)</b>	<b>1.48</b>	<b>(1.27)</b>

# Profit & Loss Statement – Annual

All Figures in Rs. Crore	FY21	FY22	FY23	FY24
Income from operations	154.10	240.08	295.05	221.11
Other income	3.23	2.52	1.44	2.93
<b>Total income</b>	<b>157.33</b>	<b>242.61</b>	<b>296.49</b>	<b>224.04</b>
Cost of Raw Material	26.47	34.46	44.00	53.59
Changes in inventory	-5.19	5.92	2.78	(2.07)
Employee Cost	10.27	13.07	20.97	16.31
Power and Fuel Charges	106.46	114.49	125.33	136.06
Operating expenses	11.04	16.05	18.23	16.43
<b>Total Expenditure</b>	<b>149.32</b>	<b>184.06</b>	<b>211.31</b>	<b>220.33</b>
<b>EBITDA</b>	<b>8.01</b>	<b>58.55</b>	<b>85.20</b>	<b>3.71</b>
<b>EBITDA Margin %</b>	<b>5.09%</b>	<b>24.13%</b>	<b>28.73%</b>	<b>1.65%</b>
Depreciation	6.41	7.26	8.08	9.00
Interest	3.99	4.77	2.41	2.11
<b>Profit Before Tax</b>	<b>(2.39)</b>	<b>46.52</b>	<b>74.71</b>	<b>(7.40)</b>
Tax	(0.35)	14.23	21.49	(2.61)
<b>Profit After Tax</b>	<b>(2.04)</b>	<b>32.28</b>	<b>53.22</b>	<b>(4.80)</b>
<b>PAT Margin</b>	<b>(1.30%)</b>	<b>13.31%</b>	<b>17.95%</b>	<b>(2.14%)</b>
<b>Basic EPS</b>	<b>(0.81)</b>	<b>12.83</b>	<b>21.16</b>	<b>(1.91)</b>



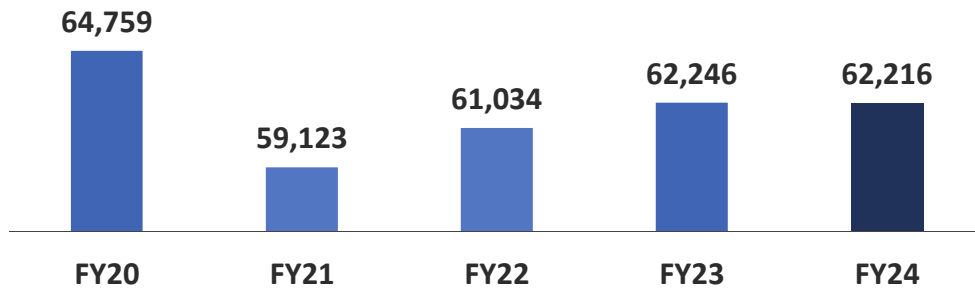
# Balance Sheet as on 31<sup>st</sup> March

Equity & Liabilities (Rs. Crore)	As on 31 <sup>st</sup> Mar'24	As on 31 <sup>st</sup> Mar'23
<b>Shareholders Funds</b>	<b>164.49</b>	<b>169.29</b>
Share Capital	25.15	25.15
Other Equity	139.33	144.14
Non Controlling Interest	0.00	0.00
<b>Non Current Liabilities</b>	<b>64.59</b>	<b>42.32</b>
Long Term Borrowings	24.77	6.46
Lease Liability	5.70	6.06
Provisions	1.67	1.69
Deferred Tax Liabilities	15.17	18.84
Other non-current Liabilities	17.27	9.27
<b>Current Liabilities</b>	<b>33.28</b>	<b>26.06</b>
Short term Borrowings	12.07	9.50
Trade Payables	8.85	1.08
Lease Liability	0.57	0.45
Other Financial Liabilities	1.42	0.91
Other Current Liabilities	7.38	11.63
Short term Provisions	3.00	2.47
Current Tax Liability (Net)		0.01
<b>Total Equity &amp; Liabilities</b>	<b>262.35</b>	<b>237.66</b>

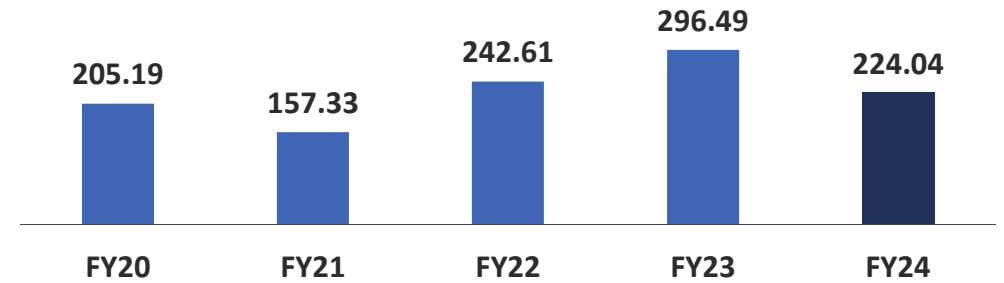
Assets (Rs. Crore)	As on 31 <sup>st</sup> Mar'24	As on 31 <sup>st</sup> Mar'23
<b>Non Current Assets</b>	<b>175.57</b>	<b>148.17</b>
Property, plant & Equipment	128.77	116.84
Capital work-in-progress	24.09	10.85
Right-of-use assets	6.30	6.87
Intangible Assets under development	0.06	0.00
Intangible Assets	0.00	0.00
FA - Investments	0.35	0.27
FA - Loans	0.06	0.03
Other Non-Current Assets	15.94	13.31
<b>Current Assets</b>	<b>86.78</b>	<b>89.50</b>
Inventories	21.83	12.56
FA - Trade Receivables	25.70	12.22
FA - Cash & cash equivalents	0.23	0.15
FA - Bank balances	33.62	60.96
FA - Loans	0.13	0.06
Current Tax Assets	0.47	0.00
Other Current Assets	4.81	3.54
<b>Total Assets</b>	<b>262.35</b>	<b>237.66</b>

# Financial Highlights

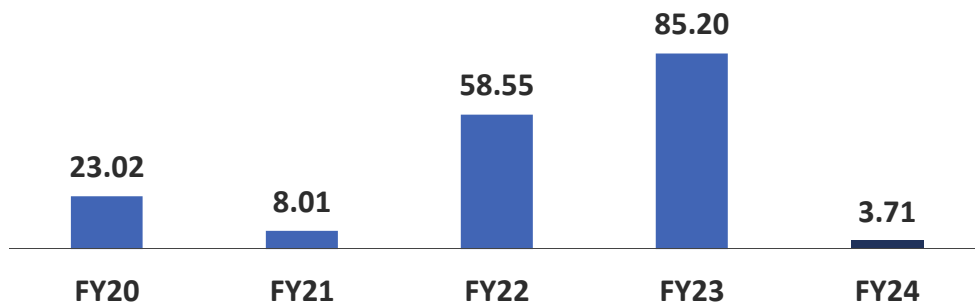
### Volumes (in Tonnes)



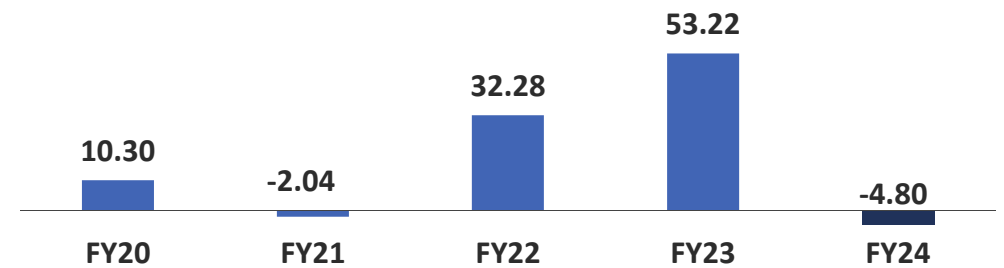
### Revenues (Rs. Crore)



### EBITDA (Rs. Crore)



### Profit After Tax (Rs. Crore)





# New initiatives



## Increase production capacity

- Started its ambitious expansion plans with future growth in mind
  - Working on increasing Caustic Soda production capacity by about 43%, to 300 TPD
- 

## Further expand product portfolio & market presence

- Plans to broaden its product portfolio by increasing **Chlorinated Paraffin Wax** from 20 tons per day to 50 tons per day in near future.
  - Further consolidate its position in North Indian market and actively work in building new markets
- 

## Initiatives toward sustainability and cost savings

- Planned captive solar power plant of 16 MW in Rajasthan
  - Shall lower carbon footprint
  - Improve entire cost structure
-



# Thank You

Mr. Madhav Dhir, Executive Director  
Lords Chloro Alkali Limited  
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