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20th May, 2024

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 Q4/ FY '24.

Copy of Investor Presentation will also be available on the website of the company at www.chemplastsanmar.com.

Date & Time of occurrence of the event/information: 20th May, 2024;
6.48 PM (IST)

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

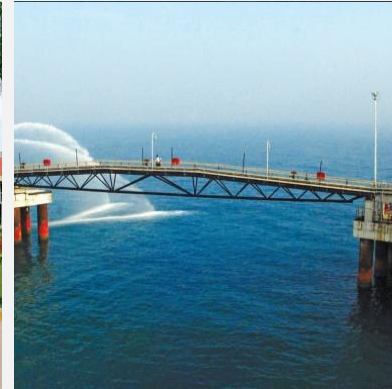
Investor Presentation – Q4 and FY '24

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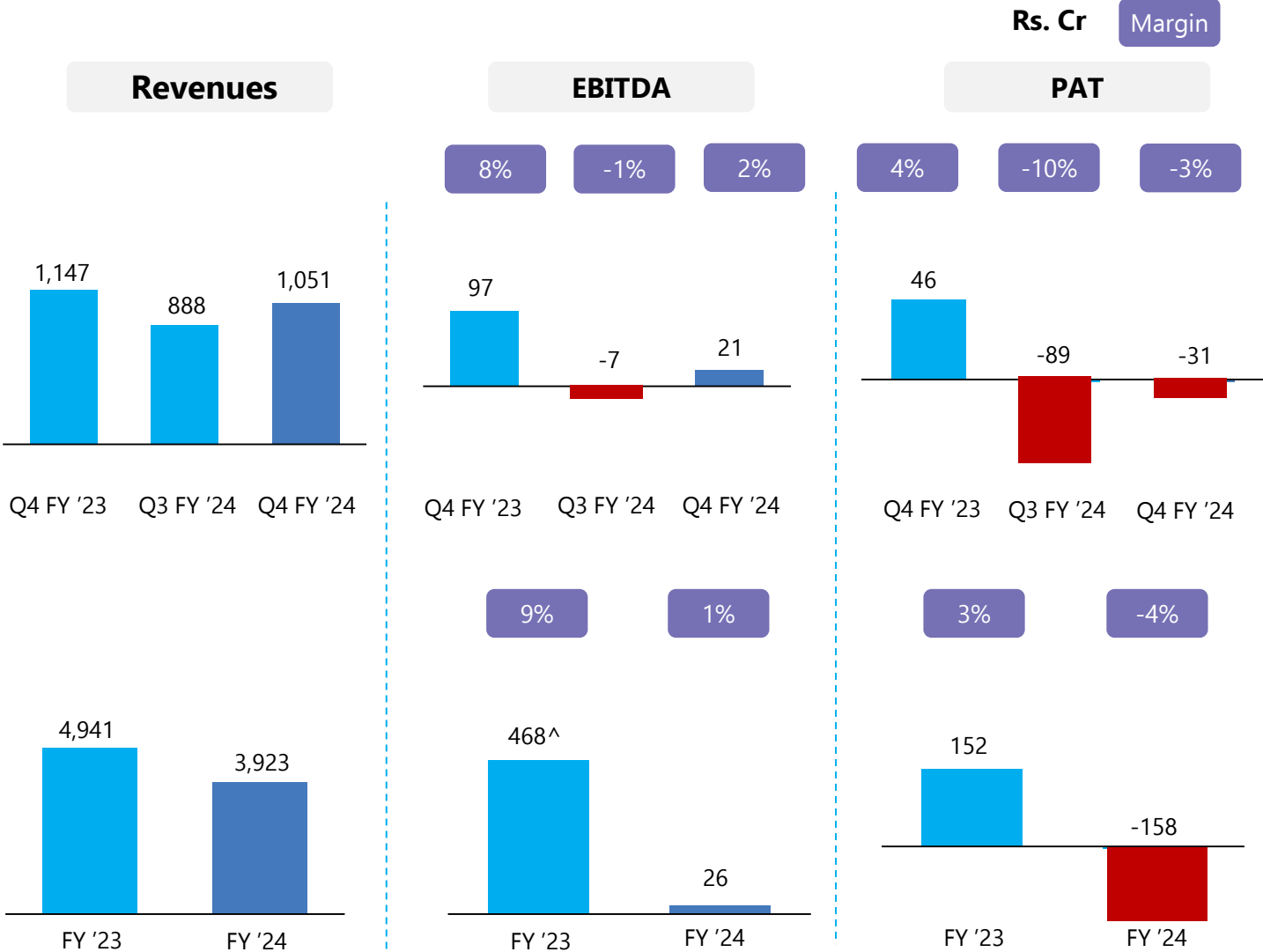
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Performance Highlights



Performance Highlights: Q4 & FY '24



Key Highlights

- Prices of both Suspension PVC and Paste PVC were lower by 19% and 12% respectively in FY '24 as compared to FY '23. Some signs of revival were however witnessed on a q-o-q basis with a marginal increase in prices
- Chloromethanes and Caustic Soda prices in FY '24 have been the lowest over the last three years; these witnessed further correction on a q-o-q basis
- Feedstock (VCM and EDC) prices have tracked PVC prices directionally in FY '24
- Custom Manufactured Chemicals ('CMC') business was adversely impacted during the year by the overall slowdown in the global agrochemicals industry. The impact was partly offset by commencement of supplies of new products under the first two LoIs signed in the last 12-15 months. As a result, CMC division's revenues were lower by ~13% compared to the last fiscal. The positive impact of the new products will be seen in the upcoming quarters.
- CMC division signed the 4th LoI with an agrochemical innovator for an advanced intermediate for a new Active Ingredient ('AI')

Projects Update

- 41 kt Paste PVC expansion project was commissioned in Q4-FY '24
- CMC Phase 2 expansion project is on track for completion in Q1-FY '25

All computations are on Consolidated basis

[^] Excludes negative impact of ~ Rs. 81 Cr in Q1 FY '23 due to write down in the carrying value of stock of major intermediates and finished products



Ramkumar Shankar
Managing Director

"From a financial performance perspective, FY '24 has been one of the toughest years for the Company in recent times. The year was marked with challenges on all fronts including pricing and margin pressures due to excessive dumping of PVC resins by China and other countries, sharp correction in prices of Caustic Soda and Chloromethanes due to the over-supply situation in the country and slow-down in the agrochemicals sector resulting in deferment of supplies by the CMC division. Amidst these headwinds, we closed FY '24 with a topline of Rs. 3,923 crores and an EBITDA of Rs. 26 crores.

There are, however, a number of positive factors which bode well for the future – these include the continuing strong demand outlook for PVC resins resulting from a boom in real estate and infrastructure sectors, issue of a Quality Control Order on PVC resin and the significant progress in the investigation for imposition of ADD on PVC imports. Collectively, these are likely to lead to a correction in PVC prices over the next 2-3 quarters. The Other Chemicals# business is likely to stabilise over the next 3-4 quarters. CMC division is also expected to see the positive impact of the new products in the upcoming quarters.

During this difficult period, the Company has been resilient and focused on setting up capacities and capabilities which are likely to bear fruit once the overall scenario improves. We added 41kt of Paste PVC capacity during the quarter. This capacity is aimed at fulfilling domestic demand via import substitution and is expected to be ramped up by Q2-FY '25. This additional capacity further strengthens our leadership position in Paste PVC in India. Further, construction of Phase 2 of the CMC expansion project is underway, and we expect to complete this by the end of Q1-FY '25. With the recent signing of the 4th LoI, the CMC division continues to make significant strides in growing the business. The pipeline of the CMC division continues to be robust.

While the short-term challenges persist, we have laid the foundation to capitalise on the long-term prospects of each of our businesses and are confident of delivering a stronger performance in the future."

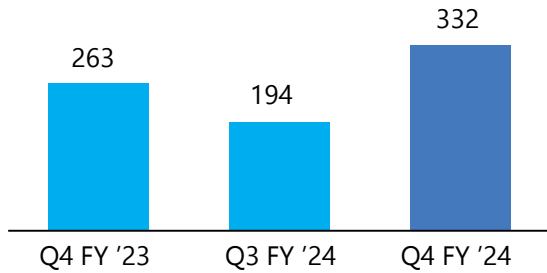
Segmental Highlights - Quarterly



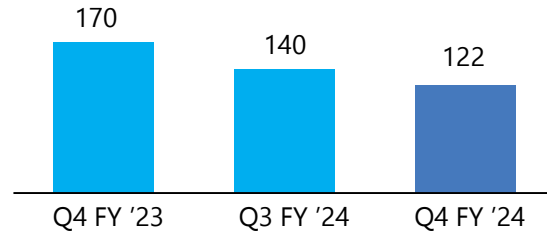
Rs. Cr

Revenue Break-up

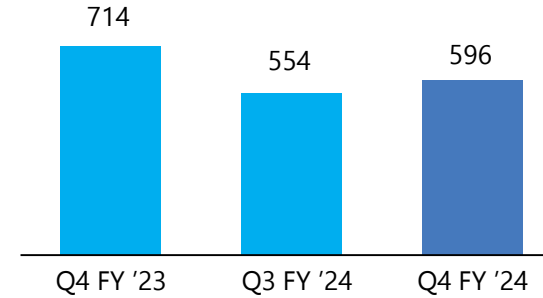
Speciality Chemicals



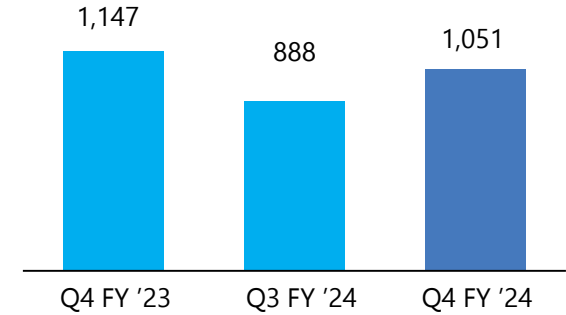
Other Chemicals#



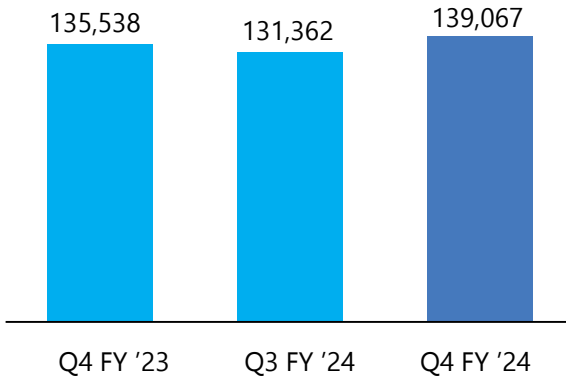
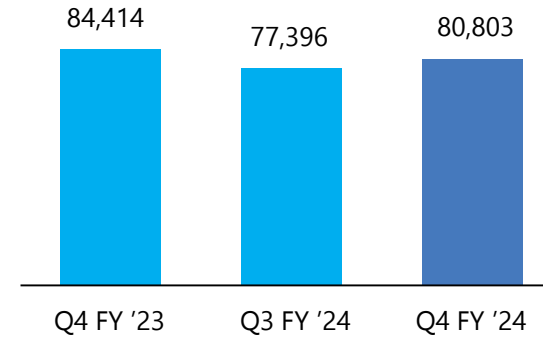
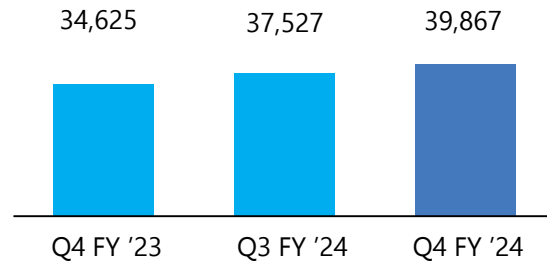
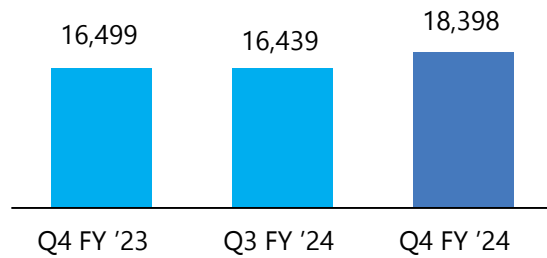
Suspension PVC



Consolidated



Sales Volume



mt

"mt" stands for metric tons

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



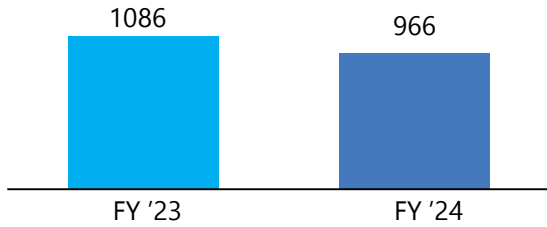
Segmental Highlights – Yearly



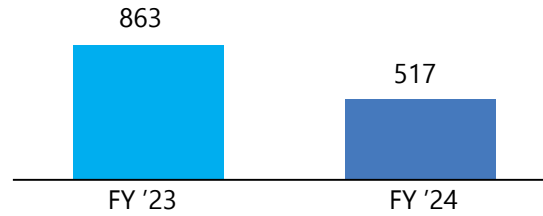
Rs. Cr

Revenue Break-up

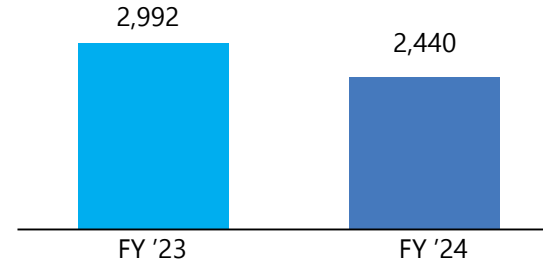
Speciality Chemicals



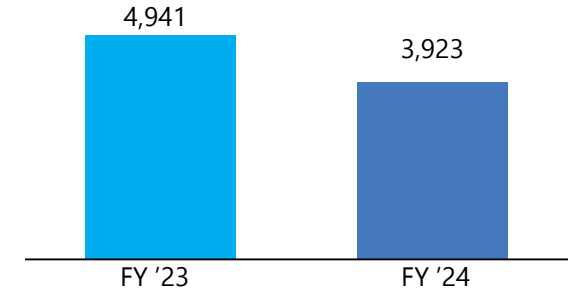
Other Chemicals#



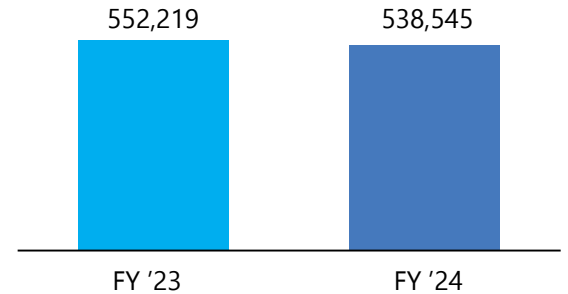
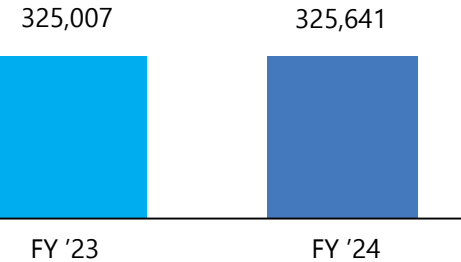
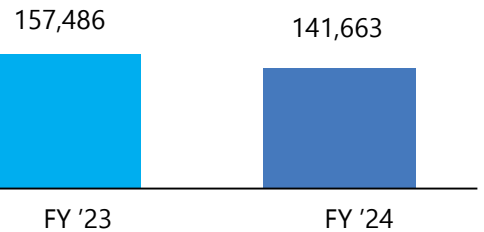
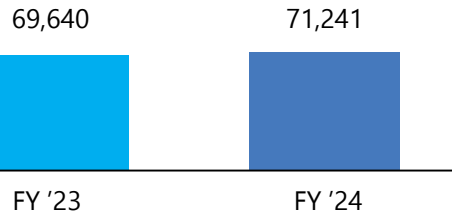
Suspension PVC



Consolidated



Sales Volume



mt

"mt "stands for metric tons

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



Consolidated Profit & Loss Account

Rs. Cr

Particulars	Q4 FY '24	Q4 FY '23	Y-o-Y	Q3 FY '24	Q-o-Q	FY '24	FY '23	Y-o-Y
Revenue from Operations	1,051	1,147	-8%	888	18%	3,923	4,941	-21%
Cost of Goods Sold	724	747	-3%	603	20%	2,708	3,212	-16%
Employee Cost	51	39	31%	42	22%	170	147	16%
Other Expenses	255	263	-3%	249	2%	1,019	1,114	-9%
EBITDA	21	97	-79%	(7)	n.a.	26	468	-94%
EBITDA Margin %	2%	8%		-1%		1%	9%	
Other income	13	31	-59%	13	0%	80	80	1%
Depreciation	46	33	37%	38	22%	151	142	7%
EBIT	(12)	95	n.a.	(32)	n.a.	(45)	406	n.a.
Finance Cost	51	38	33%	47	9%	181	154	17%
Profit Before Tax and exceptional items	(63)	56	n.a.	(78)	n.a.	(226)	252	n.a.
Exceptional Items**	-	-		-		-	(81)	
Profit Before Tax	(63)	56	n.a.	(78)	n.a.	(226)	172	n.a.
Tax	(32)	10		11		-67	19	
PAT	(31)	46	n.a.	(89)	n.a.	(158)	152	n.a.
PAT Margin %	-3%	4%		-10%		-4%	3%	
Basic EPS (Rs. /share)	(1.97)	2.91		(5.65)		(10.02)	9.64	

** Write-down in the carrying value of stocks of major intermediates and finished products
n.a.- not applicable

Consolidated Balance Sheet



Rs. Cr

Assets	Mar '24	Mar '23
Non-Current Assets		
a) Property, Plant And Equipment	3,846	3,124
b) Capital Work in Progress	190	402
c) Right Of Use Asset	60	62
d) Investments	-	-
e) Other Financial Assets	36	28
f) Other Non-Current Assets	57	76
Sub-Total - Non-Current Assets	4,189	3,691
Current Assets		
a) Inventories	569	643
b) Financial Assets		
i) Trade Receivables	190	143
ii) Cash And Cash Equivalents	724	1,111
iii) Bank Balances	77	81
iv) Other Financial Assets	109	102
c) Other Current Assets	172	66
d) Derivative assets	0	0
Sub-Total - Current Assets	1,841	2,146
Total - Assets	6,030	5,837

Equity And Liabilities	Mar '24	Mar '23
Equity		
a) Equity Share Capital	79	79
b) Other Equity	1,587	1,745
c) Instruments entirely equity in nature	34	34
Total Equity	1,701	1,858
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	1,102	929
ii) Lease Liabilities	1	8
b) Other Non current Liabilities	91	90
c) Deferred Tax Liabilities (Net)	652	717
Sub-Total - Non-Current Liabilities	1,846	1,744
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	440	79
ii) Trade Payables	1,746	1,862
iii) Other Financial Liabilities	215	197
iv) Lease Liabilities	4	3
b) Other Current Liabilities	56	63
c) Derivative liabilities	5	9
Current tax liabilities (net)	18	21
Sub-Total - Current Liabilities	2,484	2,234
Total - Equity And Liabilities	6,030	5,837

Consolidated Cashflow Statement

Rs. Cr

Particulars	Mar '24	Mar '23
Profit Before Tax	(226)	172
Adjustments for: Non Cash Items / Other Investment or Financial Items	247	290
Operating profit before working capital changes	22	461
Changes in working capital	(247)	(12)
Cash generated from Operations	(225)	449
Direct taxes paid (net of refund)	(20)	(93)
Net Cash from Operating Activities	(245)	355
Net Cash from Investing Activities	(524)	(217)
Net Cash from Financing Activities	382	(27)
Net Increase in Cash and Cash equivalents	(387)	111
Add: Cash & Cash equivalents at the beginning of the period	1,111	1,000
Cash & Cash equivalents at the end of the period	724	1,111

Stand-alone Profit & Loss Account

Rs. Cr

Particulars	Q4 FY '24	Q4 FY '23	Y-o-Y	Q3 FY '24	Q-o-Q	FY '24	FY '23	Y-o-Y
Revenue from Operations	516	428	21%	439	18%	1,656	2,197	-25%
Cost of Goods Sold	307	178	73%	235	31%	848	977	-13%
Employee Cost	37	27	36%	29	26%	118	100	18%
Other Expenses	188	191	-2%	184	2%	748	814	-8%
EBITDA	(16)	31	n.a.	(10)	65%	(58)	306	n.a.
EBITDA Margin %	-3%	7%		-2%		-4%	14%	
Other income	5	7	-25%	4	21%	42	26	62%
Depreciation	35	23	53%	27	29%	107	92	15%
EBIT	(46)	16	n.a.	(32)	n.a.	(123)	239	n.a.
Finance Cost	13	6	120%	11	20%	33	23	44%
Profit Before Tax and exceptional items	(59)	10	n.a.	(43)	n.a.	(156)	216	n.a.
Exceptional Items**	-	-		-		-	(50)	
Profit Before Tax	(59)	10	n.a.	(43)	n.a.	(156)	167	n.a.
Tax	(29)	1		17		(52)	21	
PAT	(30)	8	n.a.	(60)	n.a.	(104)	146	n.a.
PAT Margin %	-6%	2%		-14%		-6%	7%	
Basic EPS (Rs. /share)	(1.88)	0.52		(3.79)		(6.57)	9.21	

** Write-down in the carrying value of stock of major intermediates and finished products
n.a. - not applicable

Stand-alone Balance Sheet



Rs. Cr

ASSETS	Mar '24	Mar '23
Non-Current Assets		
a) Property, Plant And Equipment	2,918	2,187
b) Capital Work in Progress	186	388
c) Right Of Use Asset	11	13
d) Investments	1,556	1,556
e) Other Financial Assets	26	19
f) Other Non-Current Assets	26	51
g) Investment in Associate and JV	-	-
Sub-Total - Non-Current Assets	4,723	4,214
Current Assets		
a) Inventories	382	393
b) Financial Assets		
i) Trade Receivables	183	256
ii) Cash And Cash Equivalentents	283	512
iii) Bank Balances	4	15
iv) Other Financial Assets	105	57
c) Other Current Assets	152	47
d) Derivative assets	-	-
Sub-Total - Current Assets	1,108	1,280
Total - Assets	5,830	5,494

EQUITY AND LIABILITIES	Mar '24	Mar '23
Equity		
a) Equity Share Capital	79	79
b) Other Equity	3,761	3,865
c) Instruments entirely equity in nature	-	-
Total Equity	3,840	3,944
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	499	204
ii) Lease Liabilities	1	8
b) Other Non current Liabilities	58	54
c) Deferred Tax Liabilities (Net)	470	521
Sub-Total - Non-Current Liabilities	1,028	787
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	151	3
ii) Trade Payables	595	568
iii) Other Financial Liabilities	159	139
iv) Lease Liabilities	4	3
b) Other Current Liabilities	34	26
c) Derivative liabilities	1	3
Current tax liabilities (net)	18	21
Sub-Total - Current Liabilities	962	763
Total - Equity And Liabilities	5,830	5,494

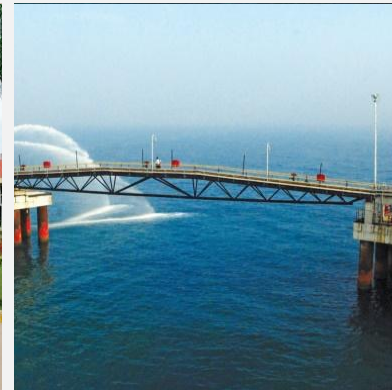


Stand-alone Cashflow Statement

Rs. Cr

Particulars	Mar '24	Mar '23
Profit Before Tax	(156)	167
Adjustments for: Non Cash Items / Other Investment or Financial Items	96	142
Operating profit before working capital changes	(60)	308
Changes in working capital	(29)	10
Cash generated from Operations	(89)	318
Direct taxes paid (net of refund)	(9)	(48)
Net Cash from Operating Activities	(98)	271
Net Cash from Investing Activities	(537)	(286)
Net Cash from Financing Activities	406	171
Net Increase in Cash and Cash equivalents	(230)	155
Add: Cash & Cash equivalents at the beginning of the period	512	357
Cash & Cash equivalents at the end of the period	283	512

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 '24

Rs. 3,923 Cr
Revenue

Rs. 26 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



... with a Diversified Product Portfolio

	Chemplast Sanmar					CCVL (1)
	Speciality Chemicals		Other Chemicals			Suspension PVC
End-user industries	<p>Speciality Paste PVC resin</p> Footwear Auto and Furniture upholstery Artificial leather products Mats	<p>Custom Manufacturing</p> Pharma Agrochemicals Fine Chemicals	<p>Caustic Soda</p> Paper Textile Organic and Inorganic Chemicals	<p>Hydrogen peroxide</p> Paper Textiles Effluent treatment at refineries Disinfectants	<p>Chloromethanes</p> Pharma Agro-Chemicals Refrigerants (HFOs)	Irrigation Urban infra Real estate
Capacity	107,000 mtpa	1,068⁽²⁾ mtpa	119,000 mtpa	34,000⁽³⁾ mtpa	35,000 mtpa	331,000 mtpa
FY '24 Sales split	25%		13%			62%

Note:

1. Wholly-owned subsidiary of Chemplast Sanmar Ltd.
2. Excluding capacity of the Phase 1 expansion; post completion of Phase 2, the overall capacity will be ~ 4,500 mtpa
3. The Hydrogen Peroxide capacity is calculated at 50% concentration level, in line with industry standards. ('mtpa' stands for metric tons per annum)

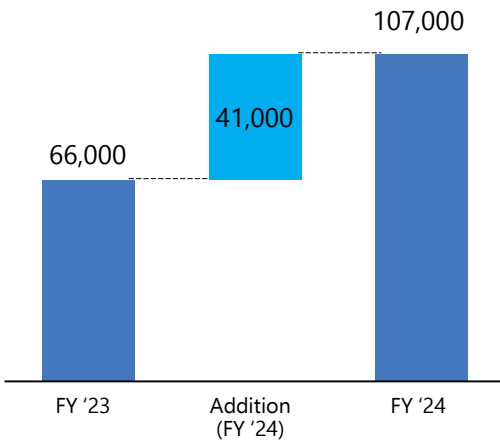
1. Speciality Paste PVC



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 one-step process capacity added at Cuddalore in Q4-FY '24
- Primary raw materials include EDC, Ethylene, Chlorine and VCM (for 41 ktpa - Cuddalore facility)
- In-house capacity to manufacture significant portion of EDC and all of VCM requirements for the backward integrated capacity of 66 ktpa. 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 is **backward integrated**

Leadership position in Indian market; With the 41 ktpa expansion, CSL has ~83% of domestic production capacity and ~66% market share with the downstream capacities configured to CSL's resin quality

Long-standing customer relationships

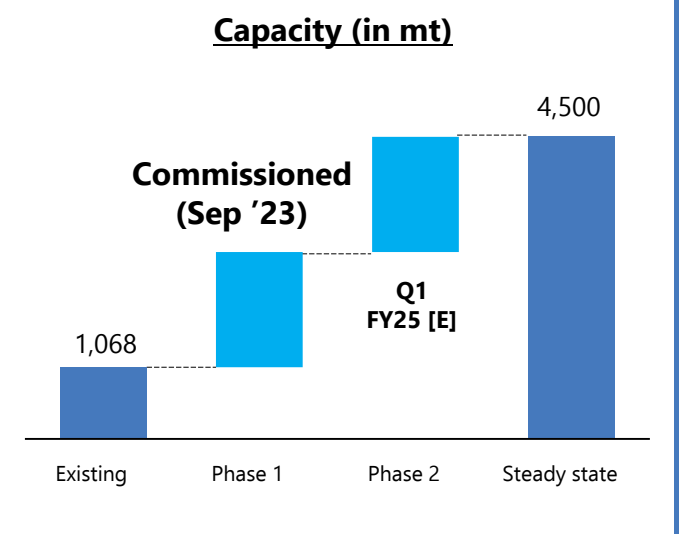


2. Custom Manufactured Chemicals



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	<ul style="list-style-type: none"> Generated as a joint product in the process of manufacture of chlorine Sold at 48-50% concentration to customers 	<p>Capacity</p> <p>119,000 mtpa</p>
Hydrogen Peroxide	<ul style="list-style-type: none"> 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 	<p>Capacity</p> <p>34,000 mtpa</p>
Chloromethanes	<ul style="list-style-type: none"> 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 	<p>Capacity</p> <p>35,000 mtpa</p>
Refrigerant Gas	<ul style="list-style-type: none"> Primarily used as a cooling agent in air-conditioning systems. CSL uses chloromethanes captively to manufacture R-22 	<p>Capacity</p> <p>1,700 mtpa</p>

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; 331 ktpa capacity
- This facility has a captive import terminal facilitating VCM imports for PVC production
- One-step non-integrated manufacturing process

Key growth drivers

- **Significant gap between demand and supply:** Despite new capacity addition announcements, India will continue to be a 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



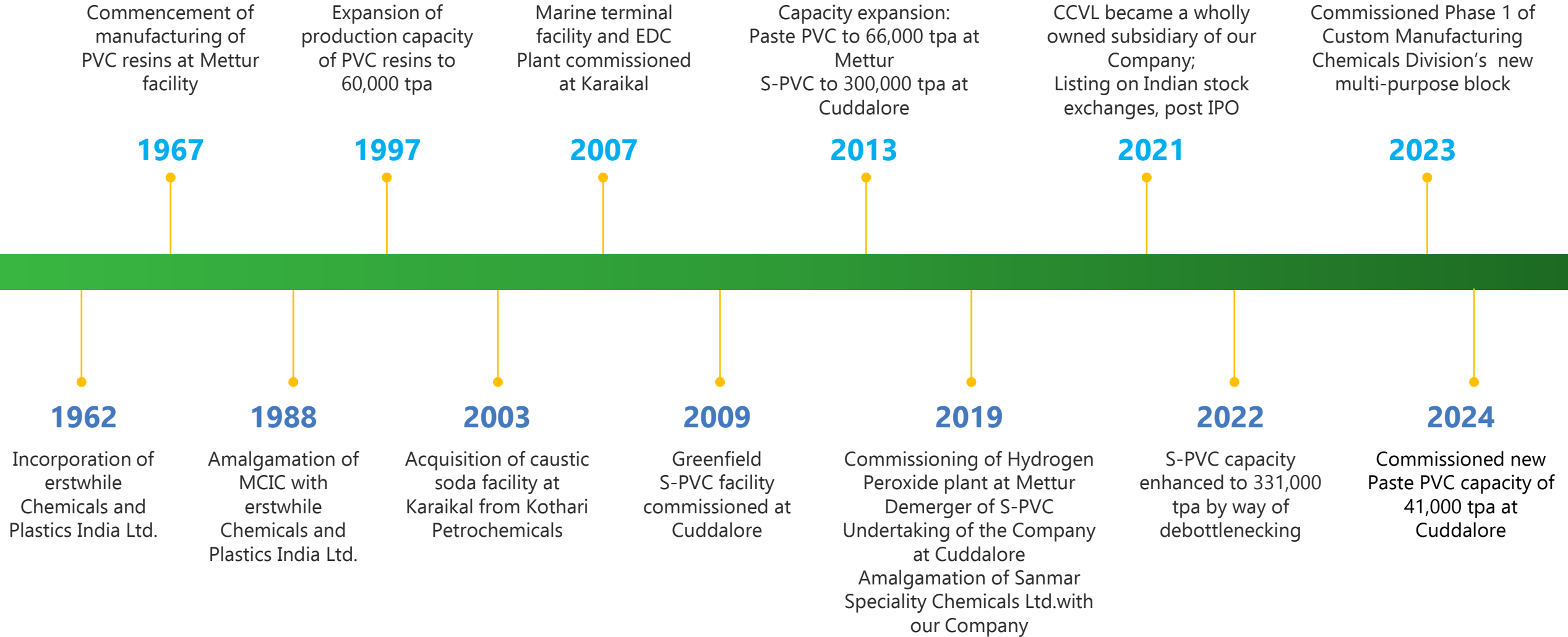
Well Positioned to Capture Growth





- ▶ Five decades track record
- ▶ State-of-the-art manufacturing units at strategic locations
- ▶ Significant capital commitment
- ▶ High growth industry
- ▶ Strong focus on sustainability
- ▶ Committed leadership team with eminent board

1. Five decades track record



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



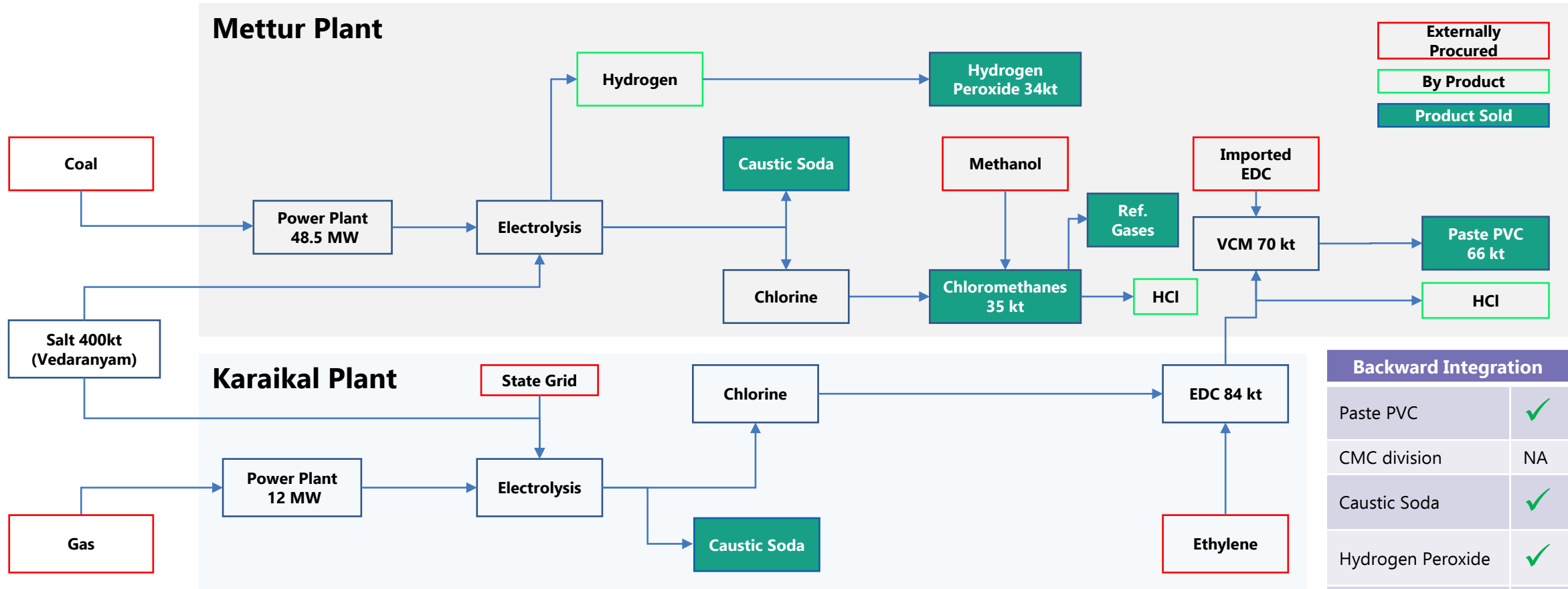
04 Cuddalore, Tamil Nadu

- Suspension PVC - 331 ktpa
- Paste PVC – 41 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



... with a High Degree of Backward Integration



Backward Integration	
Paste PVC	✓
CMC division	NA
Caustic Soda	✓
Hydrogen Peroxide	✓
Chloromethane	✓
Suspension PVC	✗
New Paste PVC (Cuddalore)	✗

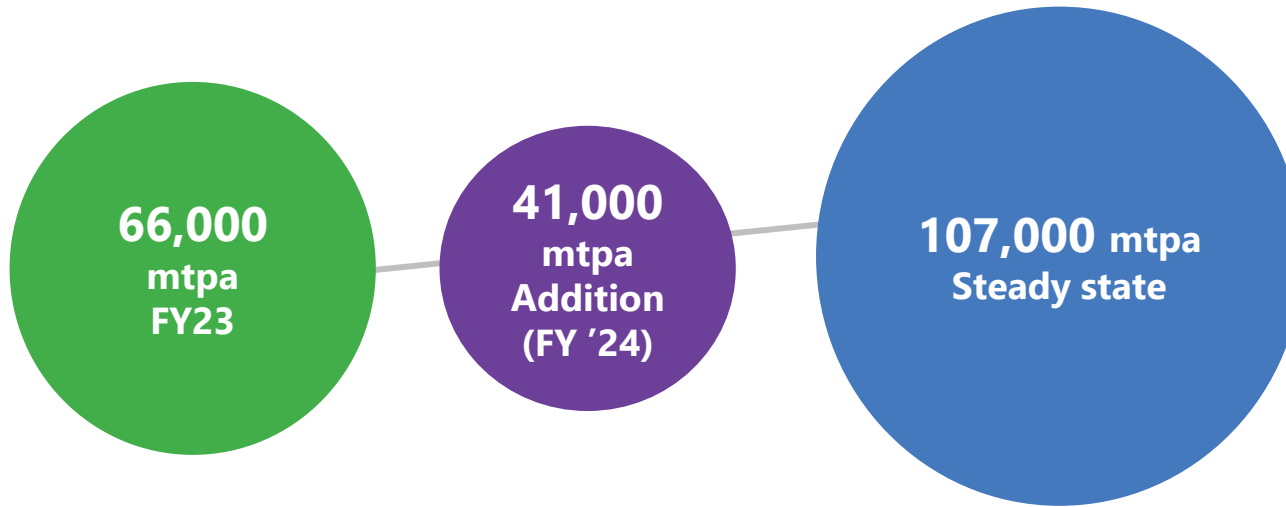
Quantity of EDC manufactured at Karaikal plant/EDC imported, depends on the relative pricing vis-à-vis International Markets



3. Significant capital commitment of over Rs. 1,000 Cr

**Speciality Paste
PVC**
Capex Outlay
Rs. 360 Cr

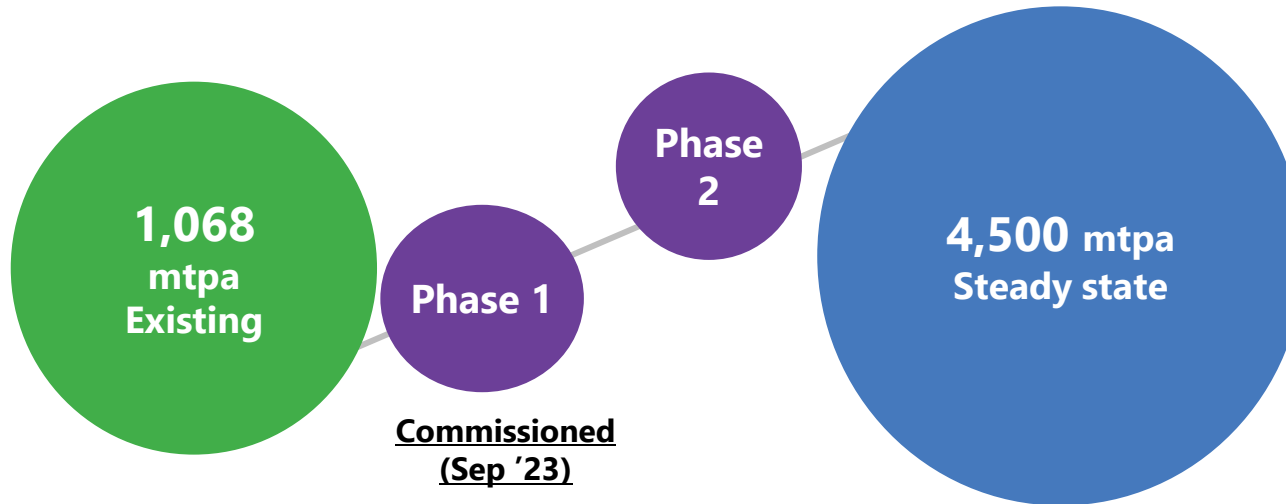
163 ktpa
Addressable market size*



- Brownfield project implemented at Cuddalore – this will leverage on CCVL’s existing Marine Terminal and other infrastructure
- 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
- **Commissioned Phase 1 in Sep '23**
- Target commissioning: Phase 2 – Q1 FY '25
- Facility being enhanced at Berigai – will leverage on the existing infrastructure available at the location
- LOIs signed for three 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 so far
in FY '23 - Rs. 296 Cr and in FY '24 - Rs. 508 Cr**

4. High Growth Industry...



Products	Speciality Paste PVC	Suspension PVC	Custom Manufactured Chemicals
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	4.0 million mtpa	USD 2 billion
Chemplast Sanmar Position	<ul style="list-style-type: none"> Market leader in India (107 ktpa) – first to seed the product in India – Leadership position strengthened further post the 41 ktpa capacity addition in FY '24 	<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



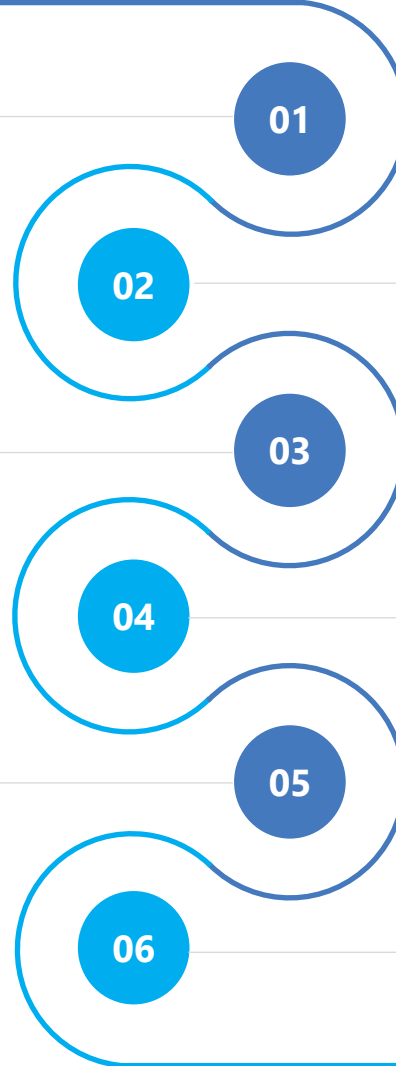
Technology not available on License

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...

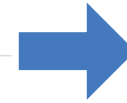
Environment Friendly Practices

- 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

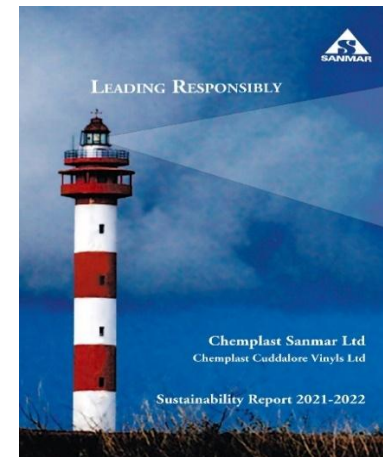
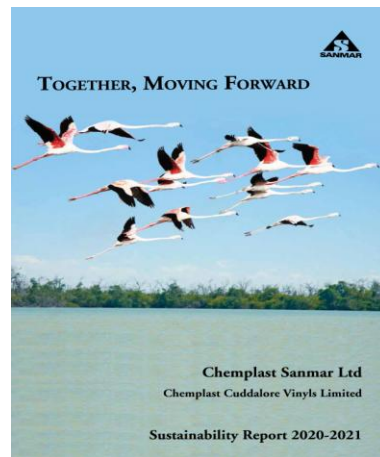


- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

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



Sword of Honor
British Safety Council
2020,
Cuddalore



Sword of Honor
British Safety Council
2021,
Mettur Plant 2



Responsible Care[®]
OUR COMMITMENT TO SUSTAINABILITY



Sword of Honor
British Safety Council
2023,
Plant 1 & 4, Mettur & Karaikal



5-Star Rating
British Safety Council

Cuddalore, Mettur (All Plants)



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

Key Awards

 <p style="text-align: center;">ECOVADIS SILVER MEDAL</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">Safety</p>	 <p style="text-align: center;">Star Award from National Safety Council</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">Safety</p>
 <p style="text-align: center;">FICCI Safety system Excellence Award 2019</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">Safety</p>	 <p style="text-align: center;">FICCI Sustainability Award Excellence in Safety (Petrochemicals) 2017</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">Sustainability</p>
 <p style="text-align: center;">ICC's Award for Excellence in Management of Environment 2021</p> <p style="text-align: center; background-color: #0070C0; color: white; padding: 2px;">CSR</p>	

6. Committed Leadership Team With Eminent Board



Vijay Sankar
*Chairman &
Non Executive Director*



Ramkumar Shankar
Managing Director



Aditya Jain
Independent Director



Dr. Lakshmi Vijayakumar
Independent Director



Prasad Menon
Independent Director



Sanjay Bhandarkar
Independent Director



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



Sumit Maheshwari
*Non-Executive &
Non-Independent Director*



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



N Krishnamoorthy
*Deputy Managing Director -
Commercial*



N Muralidharan
Chief Financial Officer



Mukund Iyer
Deputy Managing Director



M Raman
*Company Secretary &
Compliance Officer*



M N Bhaskaran
*Executive Director –
Head of Operations*

Distinguished Board of Directors

Experienced Management Team



Historical Financials



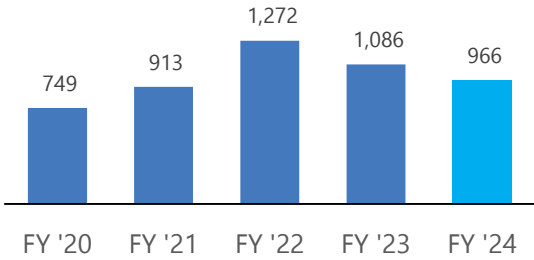
Historical Segmental Highlights



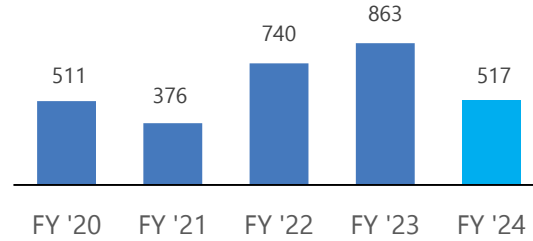
Rs. Cr

Revenue Break-up

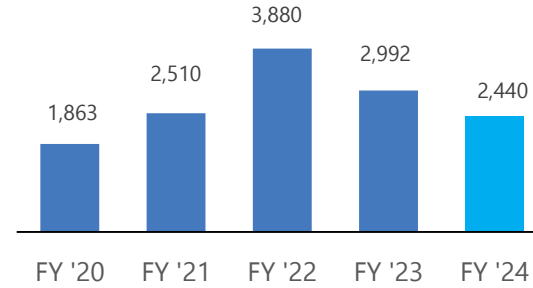
Speciality Chemicals



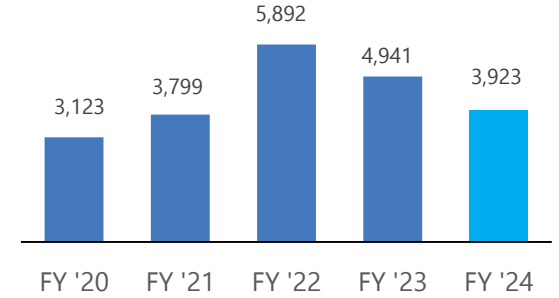
Other Chemicals



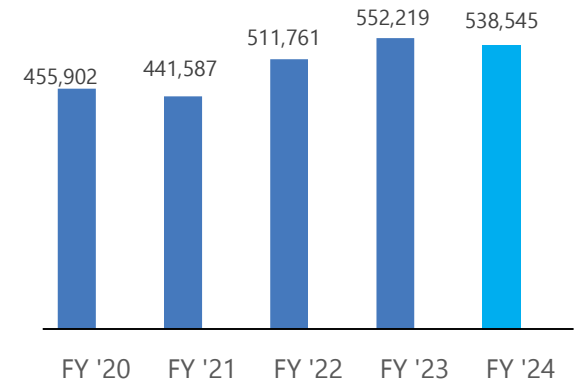
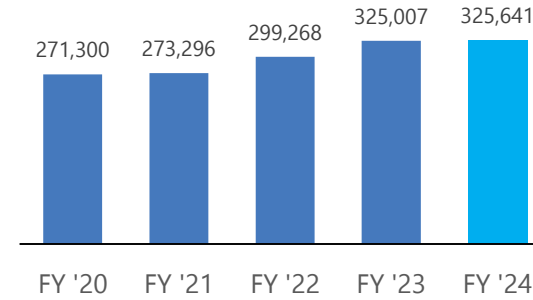
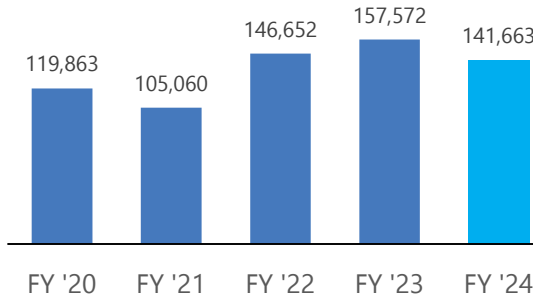
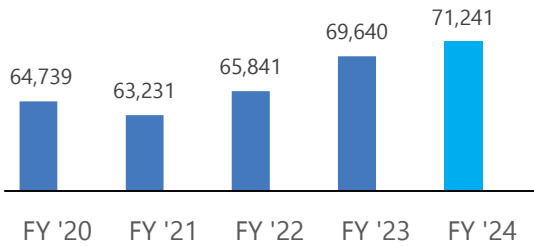
Suspension PVC



Total



Sales Volume



mt

"mt" stands for metric tons

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

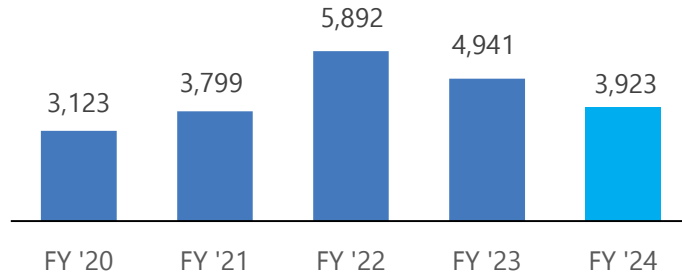


Performance Trend

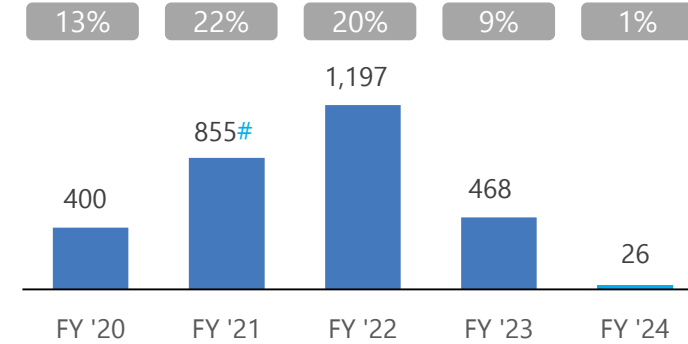
Rs. Cr

Margin

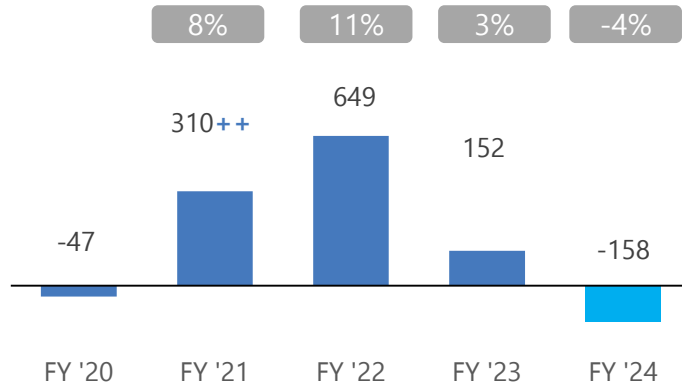
Revenue



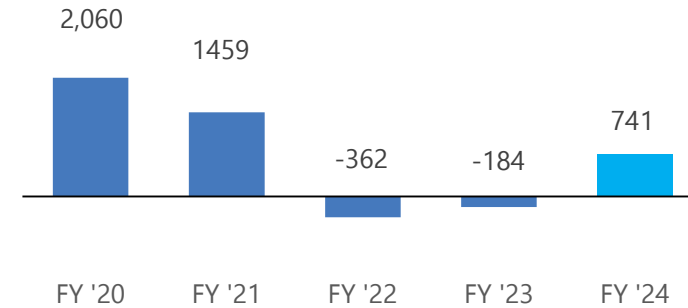
EBITDA



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.

Speciality Paste PVC

1



The Company expects margins to improve 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 with the commissioning of the new multi-purpose facility, signing of LoIs 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 and sustain over the medium to long term given the global imbalance with demand growth expected to exceed supply growth

Hydrogen peroxide

6



In the short-term, realisations are under pressure and expect to stabilise in the medium-term

Thank You



Company

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CIN- L24230TN1985PLC011637

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Investor relations advisor

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