



Excel Industries Ltd.



IS/ISO9001:2015  
IS/ISO14001:2015  
IS18001:2007  
Certified by BIS.

10<sup>th</sup> November, 2023

BSE Ltd.  
Listing Department,  
Pheeroze Jeejeebhoy Towers,  
Dalal Street,  
Fort,  
Mumbai-400 001

National Stock Exchange of India Ltd.  
Listing Department,  
Exchange Plaza,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai-400 051

**Sub: Investor Presentation**

**Ref:** BSE Scrip Code: 500650; NSE Scrip Code: EXCELINDUS

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Unaudited Financial Results for the quarter and half year ended September 30, 2023. The Investor Presentation will also be available on the website of the Company i.e. [www.excelind.co.in](http://www.excelind.co.in).

We request you to take the above information on record.

Thanking you,

Yours faithfully,

**For Excel Industries Limited**

S K Singhvi  
**Company Secretary**  
Encl: As above



# EXCEL INDUSTRIES LIMITED

Q2 & H1 FY24 INVESTOR PRESENTATION





# Safe Harbour

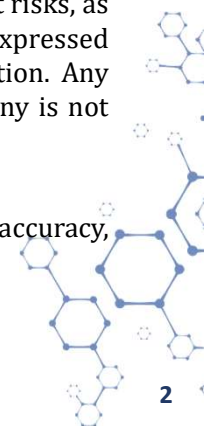


This presentation and the accompanying slides (the “Presentation”), which have been prepared by Excel Industries Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



## Q2 & H1 FY24 Financial Performance





## Q2 & H1 FY24 Results Highlights (Standalone)



### Q2 FY24

₹ 198.0 Cr

Revenue

₹ 2.7 Cr

EBITDA

(₹ 0.6 Cr)

PAT

### H1 FY24

₹ 412.3 Cr

Revenue

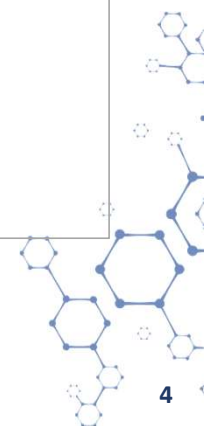
₹ 9.5 Cr

EBITDA

₹ 5 Cr

PAT

- In Q2 FY24, Excel Industries generated a revenue of ₹ 198 Cr, reflecting a 8% decline from Q1 FY 24 due to adverse global economic conditions, conflicts in various regions and significant price reductions.
- Amid the challenging conditions as stated above, the company continues to maintain market share in certain key products.
- The company's strategy focuses on diversification of the product portfolio and on new products.
- The export market contributed 16.7% and 16.5% of revenue in both Q2 FY24 and H1 FY24 respectively.
- The company's EBITDA margins stood at 1.4% for Q2 FY24 and 2.3% for H1 FY24. Q2 saw subdued margins due to challenges in the international business and sharp fall in realizations.

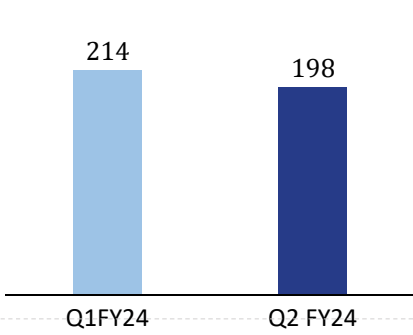




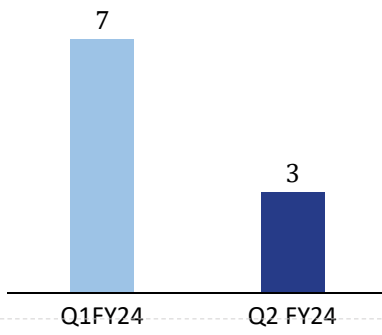
# Standalone performance in Q2 FY24



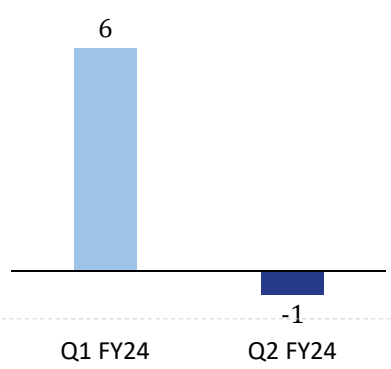
Revenue (₹ in Crs)



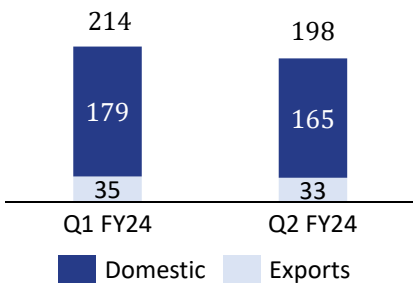
EBITDA (₹ in Crs)



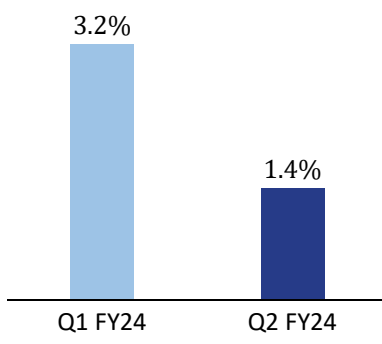
PAT (₹ in Crs)



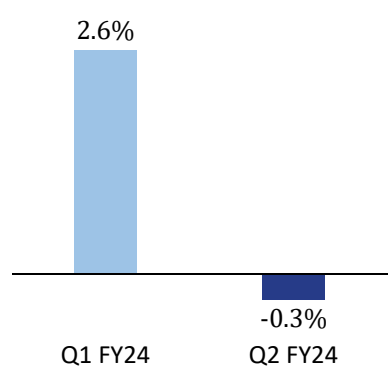
Revenue Profile (₹ in Crs)



EBITDA Margin (%)



PAT Margin (%)

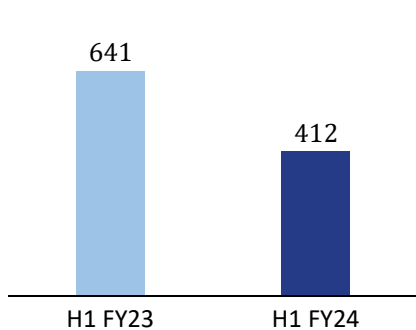




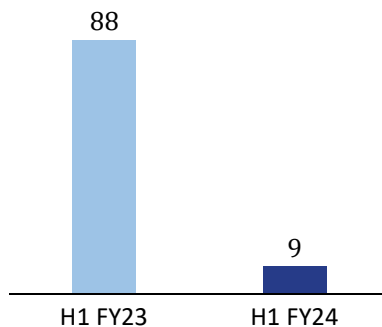
# Standalone performance in H1 FY24



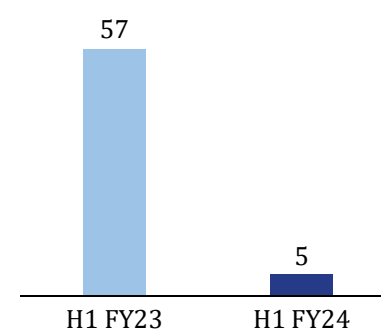
Revenue (₹ in Crs)



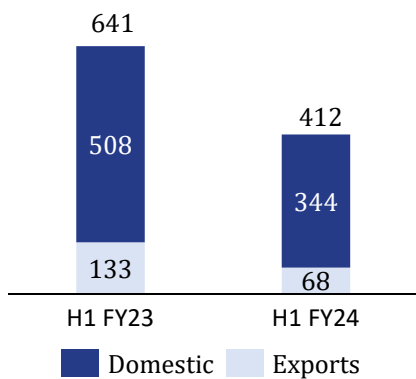
EBITDA (₹ in Crs)



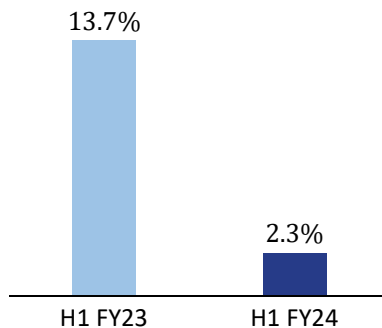
PAT (₹ in Crs)



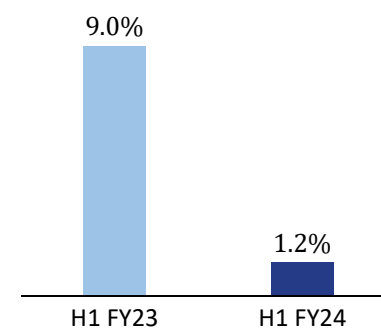
Revenue Profile (₹ in Crs)



EBITDA Margin (%)



PAT Margin (%)



## Standalone Profit and loss Statement



Particulars (₹ in Crs)	Q2 FY24	Q1 FY24	Q-o-Q	Q2 FY23	Y-o-Y	H1 FY24	H1 FY23	Y-o-Y
<b>Revenue from Operations</b>	<b>198.0</b>	<b>214.3</b>	<b>-7.6%</b>	<b>311.9</b>	<b>-36.5%</b>	<b>412.3</b>	<b>640.8</b>	<b>-35.7%</b>
<b>Cost of goods sold</b>	<b>125.1</b>	<b>133.8</b>		<b>188.3</b>		<b>258.9</b>	<b>370.4</b>	
<b>Gross Profit</b>	<b>72.9</b>	<b>80.5</b>	<b>-9.4%</b>	<b>123.6</b>	<b>-41.0%</b>	<b>153.4</b>	<b>270.4</b>	<b>-43.3%</b>
<b>Gross Margin (%)</b>	<b>36.8%</b>	<b>37.6%</b>		<b>39.6%</b>		<b>37.2%</b>	<b>42.2%</b>	
Employee Expenses	25.3	25.8		27.5		51.1	54.3	
Other Expenses	45.0	47.9		63.6		92.8	128.2	
<b>EBITDA</b>	<b>2.7</b>	<b>6.8</b>	<b>-60.5%</b>	<b>32.6</b>	<b>-91.8%</b>	<b>9.5</b>	<b>87.8</b>	<b>-89.2%</b>
<b>EBITDA Margin (%)</b>	<b>1.4%</b>	<b>3.2%</b>		<b>10.5%</b>		<b>2.3%</b>	<b>13.7%</b>	
Other Income	4.4	9.0		3.5		13.4	6.2	
Depreciation	7.8	7.8		7.9		15.6	15.7	
<b>EBIT</b>	<b>-0.7</b>	<b>8.0</b>	<b>-</b>	<b>28.2</b>	<b>-</b>	<b>7.3</b>	<b>78.3</b>	<b>-90.7%</b>
<b>EBIT Margin (%)</b>	<b>-0.4%</b>	<b>3.7%</b>		<b>9.0%</b>		<b>1.8%</b>	<b>12.2%</b>	
Finance Cost	0.3	0.6		0.9		0.8	1.4	
<b>Profit/(Loss) before Tax</b>	<b>-1.0</b>	<b>7.4</b>	<b>-</b>	<b>27.3</b>	<b>-</b>	<b>6.4</b>	<b>76.9</b>	<b>-91.6%</b>
<b>Profit/(Loss) before Tax(%)</b>	<b>-0.5%</b>	<b>3.5%</b>		<b>8.7%</b>		<b>1.6%</b>	<b>12.0%</b>	
Tax	-0.3	1.8		7.0		1.5	19.5	
<b>Profit/(Loss) After Tax</b>	<b>-0.6</b>	<b>5.6</b>	<b>-</b>	<b>20.3</b>	<b>-</b>	<b>5.0</b>	<b>57.4</b>	<b>-91.3%</b>
<b>PAT Margin (%)</b>	<b>-0.3%</b>	<b>2.6%</b>		<b>6.5%</b>		<b>1.2%</b>	<b>9.0%</b>	
Earnings / (Loss) per share (EPS) (Rs.)	-0.5	4.5		16.1		4.0	45.6	



# Standalone Balance Sheet



Assets (₹ in Crs)	H1 FY24	Mar'23
<b>Non-Current Assets</b>		
Property, plant and equipment	371.9	386.1
Right to use assets	21.3	21.5
Capital Work-in-Progress	26.8	19.3
Intangible Asset	19.1	19.2
Investment Properties	0.8	0.8
<b>Financial Assets</b>		
(i) Investments	358.4	306.0
(ii) Loans	0.1	0.0
(iii) Other Financial Assets	7.8	7.9
Non-Current tax assets	25.7	20.5
Other Non Financial Assets	2.7	1.6
<b>Total Non-Current Assets</b>	<b>834.6</b>	<b>782.9</b>
<b>Current Assets</b>		
Inventories	66.8	131.4
<b>Financial Assets</b>		
(i) Investments	195.0	53.0
(ii) Trade Receivable	166.6	156.5
(iii) Cash and Cash Equivalents	2.4	3.3
(iv) Bank balances other than above	1.1	83.2
(v) Loans	0.4	0.2
(vi) Other financial assets	6.3	6.4
Other current assets	9.9	7.8
<b>Total Current Assets</b>	<b>448.7</b>	<b>441.8</b>
<b>Total Assets</b>	<b>1,283.2</b>	<b>1,224.8</b>

Equity & Liabilities (₹ in Crs)	H1 FY24	Mar'23
<b>Equity</b>		
Equity Share Capital	6.3	6.3
Other Equity	1018.4	985.4
<b>Total Equity</b>	<b>1024.7</b>	<b>991.7</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
(i) Lease liabilities	1.8	1.8
Employees benefit obligations	13.2	13.1
Deferred tax Liabilities (Net)	105.4	95.1
<b>Total Non-Current Liabilities</b>	<b>120.4</b>	<b>110.0</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	0.0	0.9
(ii) Trade Payables	120.4	106.8
(iii) Lease Liabilities	0.0	0.0
(iv) Other Financial Liabilities	2.8	5.5
Employees benefit obligations	6.7	5.0
Current tax liabilities (net)	0.5	0.5
Other Current Liabilities	7.7	4.3
<b>Total Current Liabilities</b>	<b>138.1</b>	<b>123.0</b>
<b>Total Equity &amp; Liabilities</b>	<b>1,283.2</b>	<b>1,224.8</b>



## Consolidated Profit and loss Statement



Particulars (₹ in Crs)	Q2 FY24	Q1 FY24	Q-o-Q	Q2 FY23	Y-o-Y	H1 FY24	H1 FY23	Y-o-Y
<b>Revenue from Operations</b>	<b>198.0</b>	<b>214.3</b>	<b>-7.6%</b>	<b>311.9</b>	<b>-36.5%</b>	<b>412.3</b>	<b>640.8</b>	<b>-35.7%</b>
<b>Cost of goods sold</b>	<b>125.1</b>	<b>133.8</b>		<b>188.3</b>		<b>258.9</b>	<b>370.4</b>	
<b>Gross Profit</b>	<b>72.9</b>	<b>80.5</b>	<b>-9.4%</b>	<b>123.6</b>	<b>-41.0%</b>	<b>153.4</b>	<b>270.4</b>	<b>-43.3%</b>
<b>Gross Margin (%)</b>	<b>36.8%</b>	<b>37.6%</b>		<b>39.6%</b>		<b>37.2%</b>	<b>42.2%</b>	
Employee Expenses	25.3	25.8		27.5		51.1	54.3	
Other Expenses	45.0	47.9		63.6		92.9	128.3	
<b>EBITDA</b>	<b>2.7</b>	<b>6.7</b>	<b>-60.5%</b>	<b>32.6</b>	<b>-91.8%</b>	<b>9.4</b>	<b>87.8</b>	<b>-89.3%</b>
<b>EBITDA Margin (%)</b>	<b>1.3%</b>	<b>3.1%</b>		<b>10.4%</b>		<b>2.3%</b>	<b>13.7%</b>	
Other Income	7.4	9.3		5.7		16.7	8.4	
Depreciation	7.8	7.8		7.9		15.6	15.7	
<b>EBIT</b>	<b>2.3</b>	<b>8.2</b>	<b>-72.1%</b>	<b>30.4</b>	<b>-92.5%</b>	<b>10.5</b>	<b>80.5</b>	<b>-86.9%</b>
<b>EBIT Margin (%)</b>	<b>1.2%</b>	<b>3.8%</b>		<b>9.8%</b>		<b>2.6%</b>	<b>12.6%</b>	
Finance Cost	0.3	0.6		0.9		0.8	1.4	
Share of net profit/(loss) of associate	-0.1	0.1		-0.0		0.0	-0.0	
<b>Profit before Tax</b>	<b>2.0</b>	<b>7.7</b>	<b>-74.7%</b>	<b>29.5</b>	<b>-93.4%</b>	<b>9.7</b>	<b>79.0</b>	<b>-87.8%</b>
<b>Profit before Tax(%)</b>	<b>1.0%</b>	<b>3.6%</b>		<b>9.5%</b>		<b>2.3%</b>	<b>12.3%</b>	
Tax	0.2	1.8		7.5		2.0	19.9	
<b>Profit After Tax</b>	<b>1.8</b>	<b>5.9</b>	<b>-69.6%</b>	<b>22.0</b>	<b>-91.9%</b>	<b>7.7</b>	<b>59.1</b>	<b>-87.0%</b>
<b>PAT Margin (%)</b>	<b>0.9%</b>	<b>2.7%</b>		<b>7.1%</b>		<b>1.9%</b>	<b>9.2%</b>	
Earnings per share (EPS) (Rs.)	1.4	4.7		17.5		6.1	47.0	

# Consolidated Balance Sheet



Assets (₹ in Crs)	H1 FY24	Mar'23
<b>Non-Current Assets</b>		
Property, plant and equipment	371.9	386.1
Right to use assets	21.3	21.5
Capital Work-in-Progress	26.8	19.3
Investment Properties	0.8	0.8
Intangible Asset	19.1	19.2
Investments accounted using equity method	0.1	0.0
<b>Financial Assets</b>		
(i) Investments	749.0	568.2
(ii) Loans	0.1	0.0
(iii) Other Financial Assets	7.8	7.9
Non-Current tax assets	25.7	20.5
Other Non Financial Assets	2.9	1.6
<b>Total Non-Current Assets</b>	<b>1225.5</b>	<b>1045.2</b>
<b>Current Assets</b>		
Inventories	66.8	131.4
<b>Financial Assets</b>		
(i) Investments	198.2	56.4
(ii) Trade Receivable	166.6	156.5
(iii) Cash and Cash Equivalents	3.7	3.6
(iv) Bank balances other than above	1.3	83.4
(v) Loans	1.4	1.2
(vi) Other financial assets	6.9	6.5
Other current assets	9.9	8.4
<b>Total Current Assets</b>	<b>454.9</b>	<b>447.4</b>
<b>Total Assets</b>	<b>1,680.5</b>	<b>1,492.6</b>

Equity & Liabilities (₹ in Crs)	H1 FY24	Mar'23
<b>Equity</b>		
Equity Share Capital	6.3	6.3
Other Equity	1383.4	1235.5
<b>Total Equity</b>	<b>1389.6</b>	<b>1241.7</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
(i) Lease liabilities	1.8	1.8
(ii) Employees benefit obligations	13.2	13.1
Deferred tax Liabilities (Net)	137.2	112.5
<b>Total Non-Current Liabilities</b>	<b>152.2</b>	<b>127.5</b>
<b>Current Liabilities</b>		
Financial Liabilities		
(i) Borrowings	0.0	0.9
(ii) Trade Payables	120.4	106.8
(iii) Lease Liabilities	0.0	0.0
(iv) Other Financial Liabilities	2.8	5.5
Employees benefit obligations	6.7	5.0
Current tax liabilities (net)	0.9	0.8
Other Current Liabilities	7.7	4.3
<b>Total Current Liabilities</b>	<b>138.6</b>	<b>123.4</b>
<b>Total Equity &amp; Liabilities</b>	<b>1680.5</b>	<b>1,492.6</b>



**Excel Industries Ltd.**

**Pioneer in Chemical and Environment Management business**



# Diversified Business Segments...



## Excel Industries Limited





# ... Diversified Product Portfolio



## Chemicals

### 01 Agrochemical intermediates

- P2S5, PCI3, PCI5, PSCI3, DETC, DMTC, DMPAT, NaTCP

### 02 Speciality Chemicals

- HEDP, ATMP, DTPMP, Acetyl Chloride, Specialty mining additives, Phenolic & Non-Phenolic Biocides, Phenyl Hydrazine

### 03 Polymer Additives

- Property modifiers and functional additives

### 04 Pharma Intermediates & API

- Febuxostat, Teneligliptin API and Butaphosphan

## ENVIRON - BIOTECH

### 01 Integrated MSW

- Manufacturing of Compost, Refuse derived fuel (RDF), Recovery of Metals and Plastics recovery & recycling

### 02 Excel OWC

- The machine takes organic waste and Excel Bioculum as input and to create manure starter

### 03 Sanitreat

- A non hazardous mixture of mineral and herbal components that control the putrefaction process of organic waste materials

### 04 Bioculum

- Bioculum speeds up natural composting process and rapidly converts waste into a rich manure





# ... Diversified Product Applications



**Agrochemical Intermediates**



**Corrosion Inhibitors & Chelating Agents**



**Polymer Aids and Property modifiers**



**Pharma & Veterinary**



**Other Organic Intermediates**

Organophosphorus Insecticides and Herbicides	Water treatment	Soaps & Detergents	Oilfield and Lube additive chemicals	Mining additives
Hospital and Industrial & Institutional cleaning	Textiles	Polymer product manufacturing or as property modifiers	API for Gout, Diabetics and veterinary nutritional supplements	Phosphorus based Organic and Inorganics for downstream manufacturing



Responsible Care®  
FOR CHEMISTRY'S CONTRIBUTION



## EXCEL ORGANIC WASTE CONVERTOR

### Description

- Can handle waste quantities up to 2 MT per day.
- Decentralized organic waste treatment system.
- Processes organic waste into rich compost
- Convert spoil to soil.



### Product

### Uses

- Residential societies
- Hotels/Restaurants
- Educational Institutes
- Omce Canteens
- Hospital Kitchen/Canteen
- Industrial Canteens
- Agriculture Markets
- Places of Worship

### Process



Segregate



Input wet waste



Raw compost



Curing



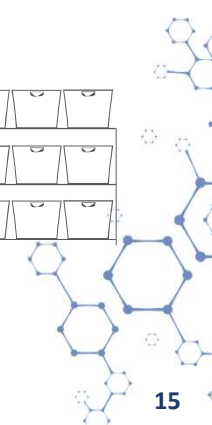
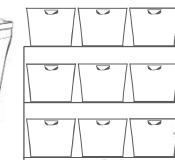
Application

## EXCEL ORCO

- Convert segregated organic waste to quality compost.
- Smart, robust and efficient solution to composting needs



- Small Residential societies
- Cafes/Restaurants
- Corporate Omces
- Places of Worship
- Schools/Colleges
- Clubs/Resorts



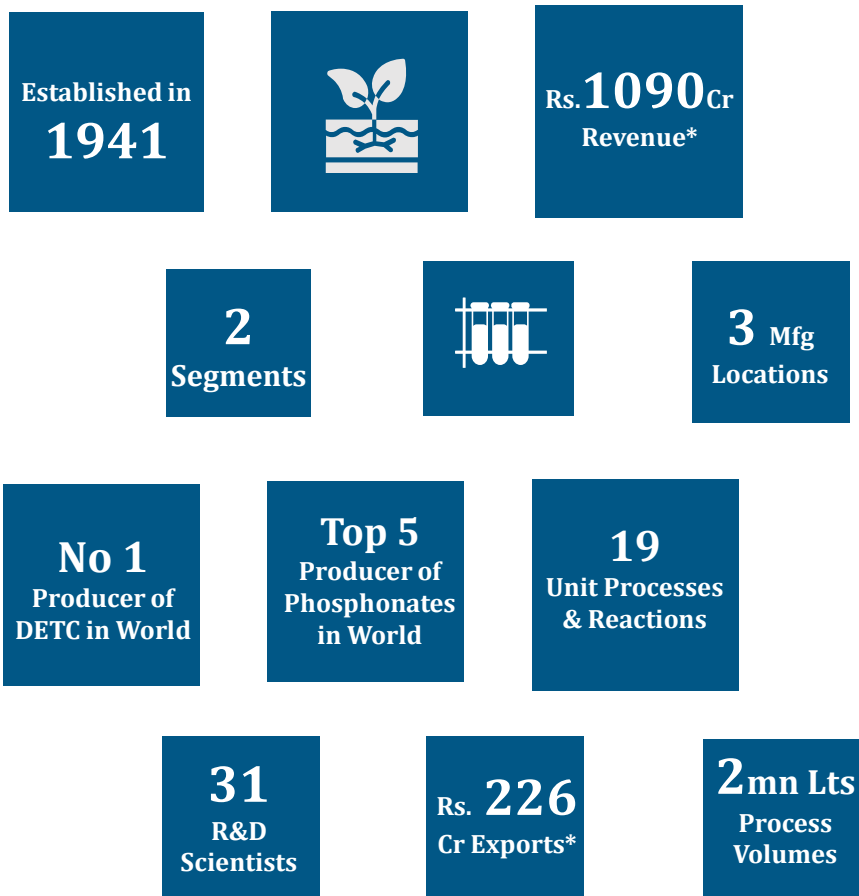


## Company Overview





# Excel Industries At Glance



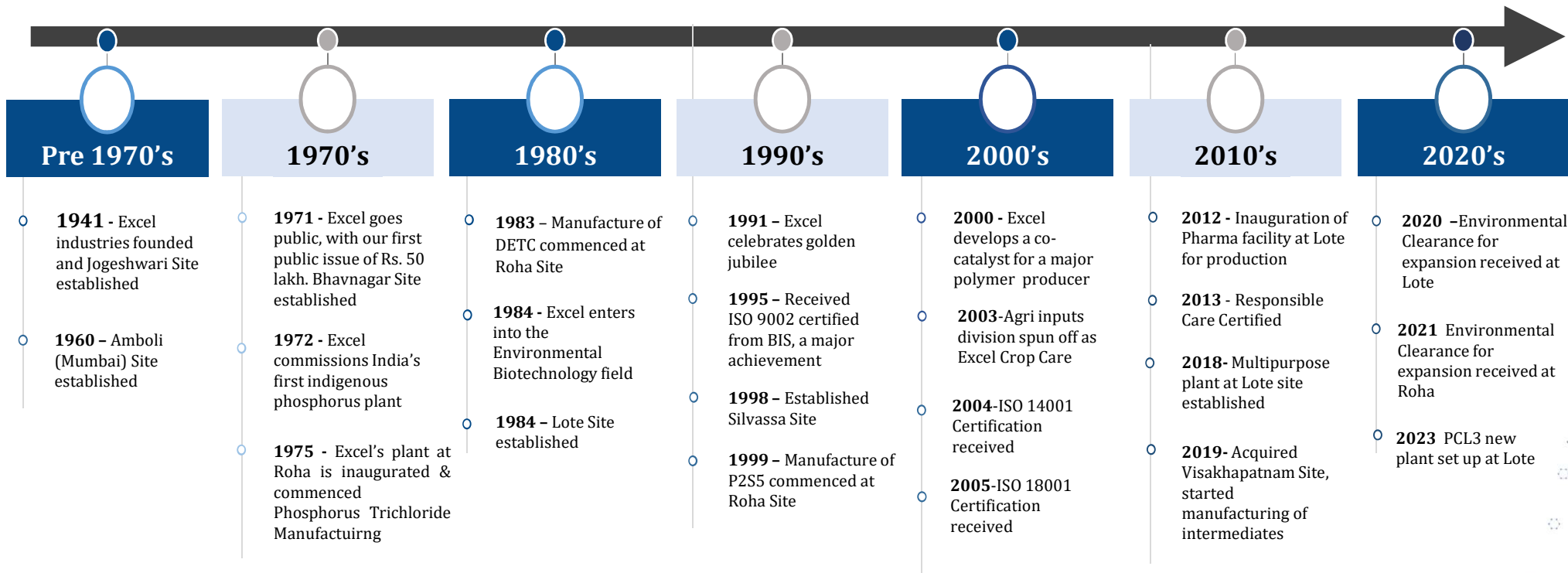
- Established in 1941 with an objective to make India self reliant in chemicals by developing indigenous chemical technologies
- Excel Industries manufactures complex products through the best-in-class technological setup
- Involved in manufacturing Agrochemical intermediates and Specialty Chemicals. Also manufactures polymer inputs, pharmaceutical intermediates and APIs (Active Pharma Ingredients)
- Pioneer in Organic Waste Management and Municipal Solid waste management in India
- Manufacturing facilities located at Roha, Lote, and Vishakhapatnam.

\* figures are of FY23





# Journey So Far



# Executive Leadership Team



## Mr. Ashwin C. Shroff

Executive Chairman

- He has been part of the Company since 1965 and his leadership continues to inspire the entire group to march ahead
- He has been richly recognized for his contributions to the growth of the Indian Chemical industry and received the ICC Lifetime achievement award in 2018
- He previously held the position of President for Indian Chemical Council and Chairman Environment Committee at Federation of Indian Chambers of Commerce & Industry (FICCI)



## Mr. Ravi A. Shroff

Managing Director

- He is a third generation industrialist who is qualified as a Chemical Engineer with Masters in Chemistry
- His areas of strengths are Strategy, New business development, R&D and Finance
- He is currently the Managing Director of Excel Industries and also on Board of other companies
- He is well connected with Startup Ecosystems and actively participates in it
- He is also Executive Committee member of Indian Chemical Council (ICC)



## Mr. Hrishit A. Shroff

Executive Director

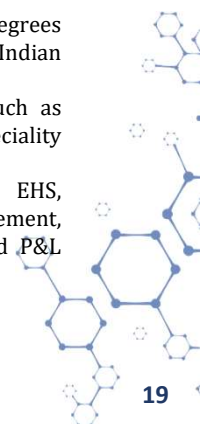
- He is a Chartered Accountant and an alumni of Harvard Business School having completed the Owner President Management program
- Has a prior business leadership experience in Agrochemicals as Executive Director of erstwhile Excel Crop Care Ltd
- He is currently the Executive Director of Excel Industries Ltd and also on Board of other companies
- He has been heading and steering the Environment and Biotech Division in addition to Human resources and people development in the Company
- He is Co-chair of CII'S National Committee of Waste to Worth



## Mr. N. R. Kannan

Chief Executive Officer

- He is holding B.Sc & B. Sc Tech (UDCT) degrees and has over 34 years of experience in Indian and MNC Chemical companies
- He worked with reputed companies such as Cibatul, Hoechst, ICI, Atul & Sanmar Speciality Chemicals
- His experience includes Production, EHS, Custom Manufacturing, Strategic procurement, Marketing & Business Development and P&L responsibility





## Eminent Board



### Mr. Dipesh K. Shroff

An industrialist with vast experience in the Chemicals and Agrochemicals Industries, Mr. Dipesh K Shroff serves as the Non-Executive Director, he holds diploma in civil Engineering and Owners'/ Presidents' Management Programme from Harvard Business School

### Mr. Atul G. Shroff

A highly experienced Industrialist, Mr. Atul Shroff is the promoter Director of Transpek Industry Limited. He is actively involved with the Excel Group. He is part of the Board of Transchem Agritech Private Limited and Madison Investments Private Limited

### Mr. Harish N. Motiwalla

Mr. Motiwalla is a Chartered Accountant and a highly respected professional in corporate India. He serves as an Independent Director for Excel Industries and also is a senior partner of H. N. Motiwalla & Co. and Chajjed & Doshi. Mr. Motiwalla has vast experience in the field of Accounting, Audit, Finance, Taxation, Corporate Governance and Company Law

### Mr. Priyam S. Jhaveri

Mr. Jhaveri is an industrialist with vast experience in chemicals and textile auxiliary industry. He has been a Director of Excel Industries Limited since 20th October, 2002. Apart from serving as the Chairman and Managing Director of Phthalo Colours & Chemicals (I) Limited he also holds directorship in quite a few companies

### Mr. Ramchandra N. Bhogale

Mr. Bhogale holds a Bachelor's degree in Mechanical Engineering and has a vast experience in auto components and kitchenware industries. He is an Independent Director with Excel Industries Ltd. He is an eminent industrialist and possesses versatile skills, experience and knowledge in the field of management and administration

### Mr. Rajeev M. Pandia

Mr. Rajeev M. Pandia is a highly respected corporate professional in the chemical industry and is well known for his contribution to the industry through various forums. He is a graduate in Chemical Engineering from Indian Institute of Technology (IIT), Mumbai, India and holds the Master's degree in the same field from Stanford University, California

### Mr. Shailesh S. Vaidya

Mr. S. S. Vaidya is a practicing advocate and solicitor. He is a partner in Messrs. Kanga and Company, a 125-year-old reputed law firm of advocates and solicitors. He was the President of Indian Merchants' Chamber. He has been an Independent Director on the Board of the Company since 8th August 2014.

### Mr. Madhukar B. Parekh

Mr. M. B. Parekh holds a Post Graduate degree in Chemical Engineering from University of Wisconsin, USA, and he is an industrialist with rich experience in the chemical industry and consumer products. He is the Executive Chairman of Pidilite Industries Limited and Chairman and Managing Director of Vinyl Chemicals

### Dr. Meena A. Galliara

Dr. Meena A. Galliara was appointed as an Independent Director with effect from 27th June 2019. She is a Director at Jasani Center for Social Entrepreneurship & Sustainability Management, Narsee Monjee Institute of Management Studies (NMIMS). She is alumna of Tata Institute of Social Sciences (TISS).

### Mr. Dinesh Kumar Bhagat

Mr. Dinesh Kumar Bhagat is appointed as an additional Director with effect from on 24th March, 2023 by the BOD of the Company. He is presently working as Zonal Manager, Northern Zone, Life Insurance Corporation of India. During his illustrious stint in LIC, he has largely contributed in key areas of Marketing and Personnel HR Development. He has been richly recognized for his contributions for the growth of Pension & Group Schemes in the LIC. He is also a Director in LIC of Bangladesh Ltd.





# State Of The Art Manufacturing Facilities



## ROHA

- One of Excel's first large scale facilities.
- The Roha site is the main production hub of a number of key phosphorus-based products, and it handles one of the highest quantities of yellow phosphorus in India.
- Wide range of chemical inputs and Veterinary APIs are manufactured at Roha along with key polymer additives and specialty chemicals.

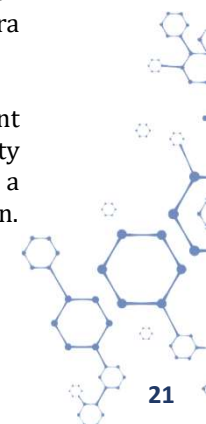
## LOTE

- This site is a leading producer of Organo phosphonates which are used as chelating agents in a wide range of applications including water treatment, soaps and detergents, textile auxiliaries and I & I cleaners.
- Products manufactured in this site are also used as Biocides and find application in Coatings, MDF Boards and Adhesives.

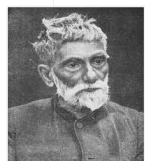


## VIZAG

- This site was acquired in 2019 and is located in Special Economic Zone (SEZ, Atchutapuram) near Visakhapatnam in Andhra Pradesh.
- Currently the Plant Manufactures Specialty Intermediates and it has a potential for future expansion.



# Awards & Accolades



**PC Ray award for Indigenous Technology**  
1965



**Jamnadal Bajaj fair business Practices Award**  
1992



**ENCON, Govt of India Award for Energy Efficiency**  
2004



**ICC Lifetime Achievement Award to Mr. Ashwin Shroff**  
2018



**JSW Earth Care Award to Excel's NGO ,VRTI for CSR Initiatives**  
2018



**ICC Product Stewardship Award**  
2019



**National Safety Council of India Award**  
2020



**ICC Award for Excellence in Management of Human Resources and Environment Management**  
2020



**FICCI : Joint Runner Up "Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals"**  
2021



# Awards & Accolades



Shrestha Suraksha Puraskar in Chemical Manufacturing Sector for the year 2021 from National Safety Council of India



Certificate of Appreciation from National Safety Council of India



Certificate for Longest Accident Free period & Lowest Frequency Rate



ICC Responsible Care "Pollution Prevention Code" 2021 & Category : I Management of Health and Safety 2021



ICC Excellence in Management of Environment 2019



Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals 2021 from FICCI





## Awards & Accolades (2/2)



2022 : ICC Certificate of Merit. Category : I  
Management of Health and Safety 2021



FICCI Chemicals and Petrochemicals  
Awards 2022" Category "Sustainability :  
Excellence in Safety



"Make in India Partnering Award" was  
presented to Excel during Rallis' Annual  
vendor meet



Responsible Care®  
FOR CHEMISTRY'S CONTRIBUTION

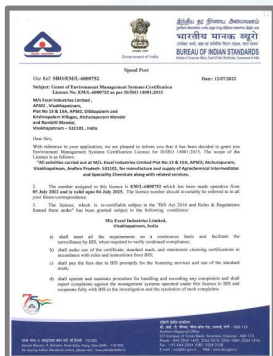
# Certifications & Accreditations



## ISO Accreditations



ISO 9001:2015

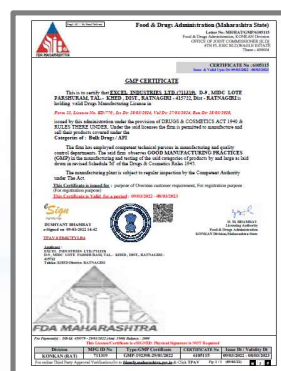


ISO 14001:2015

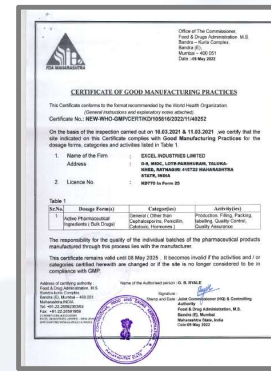


ISO 45001:2018

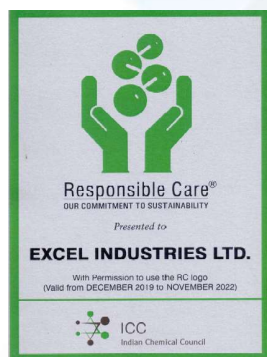
## GMP Certificate



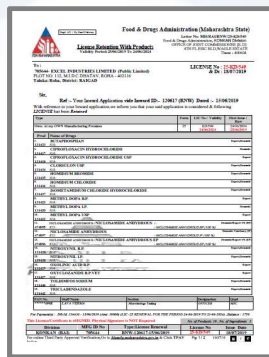
Local GMP



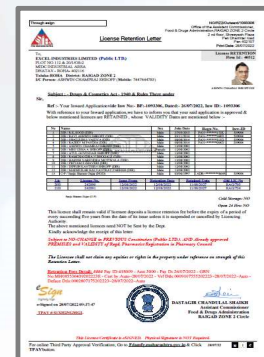
WHO GMP



Responsible Care Certificate



Drug Manufacturing License



Pharma Stock and Sale license



**Ethical responsibility**  
**- Pillar of our CSR**





# Excel's Three Pillars of Sustainability



All Three Aspects – People, Profit and Planet must be balanced to ensure Sustainability

## People in Excel Industries

are guaranteed a work environment where employees find value in what they do everyday. Beyond a safe, healthy work environment, opportunities to develop one's potential are provided through education and participation.



**Planet** refers to the commitment by **Excel Industries** to implement environmentally sustainable practices and they continually look for ways to go beyond what is expected in order to safeguard and enhance the natural environment.

Protecting the interests of all our stakeholders



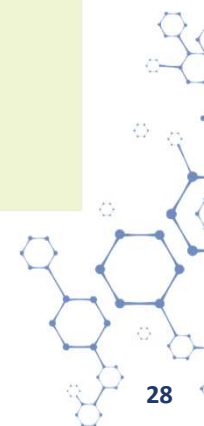


# Corporate Social Responsibility



- Engaged in CSR initiatives since inception.
- Endeavors towards creating positive change for the environment and the communities we serve.
- Committed to the UN's Sustainability Development Goals.

**₹ 10+ Crs**  
spent on CSR activities  
in last 5 years





# Protecting the Environment



## Water Security Through Community



Check Dam: Moravane, Chiplun, Ratnagiri



Drinking Water Facility: Sakhar, Khed, Ratnagiri

## Animal Husbandry



Biofloc Units : Yashwantkhar, Roha, Raigad



Kadba Kutti - Animal Fodder Distribution - Dhamansai, Belwadi, Gavthan, Roha, Raigad

## Rural Development - Agriculture & Community



Group Farming Production - Karivane, Roha, Raigad



Seed Distribution: Moravane, Chiplun, Ratnagiri



Food and water given to locals of Mahad during the flood



Solar Street Light - Garbat Adiwasi Wadi, Roha, Raigad





# Social Upliftment



## Women Empowerment



Skylamp Training, Natunagar, Khed, Ratnagiri



Masala Preparation Training Programme : Devkanha, Roha, Raigad



Cake Training Certificats Programme : VRTI training hall, Roha, Raigad



Support For Cashew Processing Machine, Sangmeshwar, Ratnagiri

## Education



Gunvatta Vikas Training Programme : Ambadas, Khed, Ratnagiri



Education - Pradnya Vikas Programme : (Jana Prabhodini, Pune) Khamb, Roha, Raigad

## Health



Eye Check Up Camp at Mhatarkhadi, Guhagar, Ratnagiri



Kits Distribution to ASHA Workers (Health Workers) : VRTI training hall, Roha, Raigad



**Industry has a Huge Potential**







# Global Industry Overview...

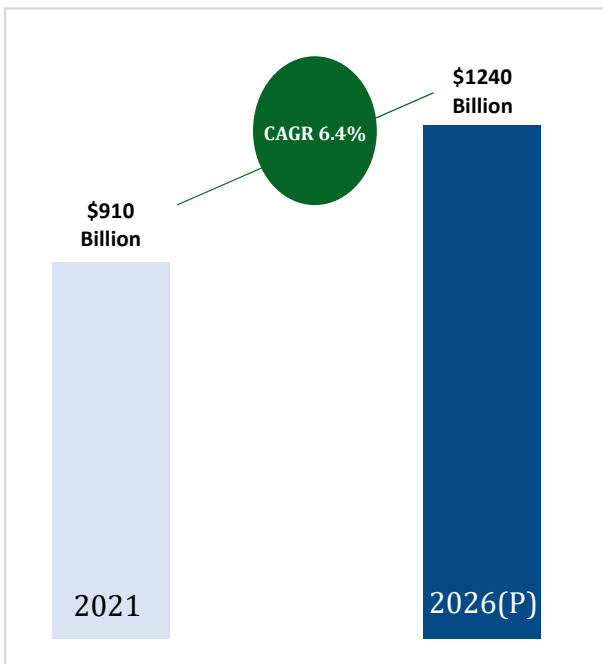


The **Global Specialty Chemical Industry** was valued at **\$910Bn** in **2021** and is projected to reach **\$1240Bn** by **2026**, growing at a **CAGR of 6.4%** from **2021 to 2026**\*.



## MARKET SEGEMENTATION

- Agrochemicals
- Specialty Polymers
- Surfactants
- Dyes and Pigments
- Textile chemicals
- Water treatment
- Construction Chemicals
- Base Ingredients
- Functional Ingredients

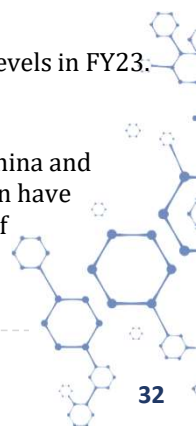


## KEY INSIGHTS\*

- China holds 40% share in global chemical industry. #
- Asia Pacific accounted for a revenue share of 46.8% in the market for specialty chemicals.
- Exportable specialty chemicals accounts for ~15-17% of the industry.

## OUTLOOK

- Asia-Pacific market is expected to grow fastest.
- China is expected to keep specialty chemical imports high.
- Production is expected to recover to pre-covid levels in FY23.
- Sluggish demand in key markets like EU, USA, China and disruptions due to the energy crisis in the EU can have adverse impact on the production and exports of Specialty Chemicals in 2022-2023.



Source:  
 1. \* FICCI Aventus Report  
 2. @ IBEF  
 3. # McKinsey report 2019



## ...Indian industry growing at double digit



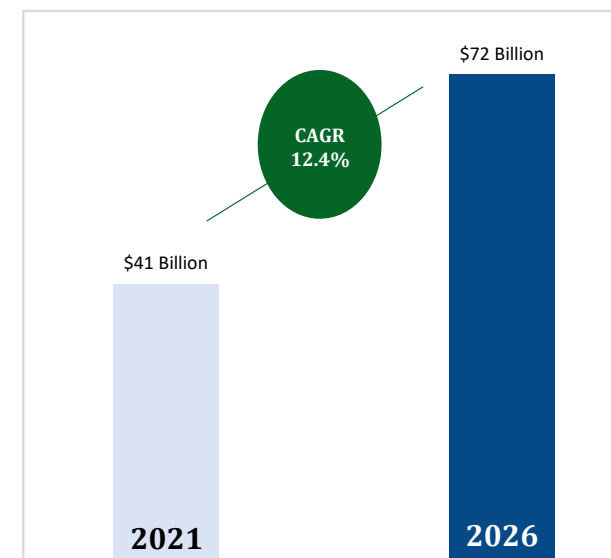
- FDI inflows in the chemicals sector reached US\$ 19.09 billion from 2000 to 2021. *(Source: IBEF)*
- The domestic chemicals sector's MSMEs are expected to showcase 18-23% revenue growth in FY23.
- Market share of India to grow to 6% by 2026, up from 3-4% in FY23. *(Source: CRISIL)*
- Domestic growth in the sector is predicted to be at 13-15% . *(Source: CRISIL)*
- *Exports* and revenue from India are predicted to grow 18-20% . *(Source: CRISIL)*
- Union Budget 2022-23 the government allocated Rs. 209 crores (US\$ 27.43 million) to the Department of Chemicals and Petrochemicals.

**The Indian Chemical Industry promised investors prior to COVID 19 return of close to 17% CAGR.**

**A revival in domestic demand and robust exports will spur a 50 percent year-on-year increase in the capex of specialty chemicals manufacturers in FY23. *(Source: CRISIL)***

**The long-term prospects of the Indian chemical industry are bright. However, FY 2022-2023 is challenging due to pricing and demand concerns in key markets like the EU and USA.**

**The Indian Specialty Chemical Industry was valued at \$41Bn in 2021 and is projected to reach \$72Bn by 2026, growing at a CAGR of 12.4% from 2021 to 2026.**



Source:

1. \* FICCI Avendus Report
2. @ IBEF
3. # McKinsey report 2019



# Resilient Financial Performance





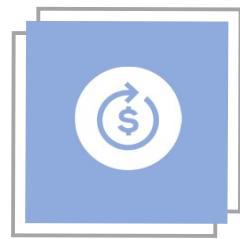
# Strong performance over the decade



(Standalone)



**10%**  
CAGR Revenue Growth  
in last 10 years



**Consistent dividend  
pay out**  
Over the last 10  
years.



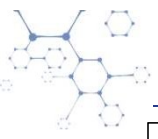
**28%**  
CAGR Growth in  
shareholder wealth in  
last 10 years



**16%**  
CAGR PAT Growth in  
last 10 years



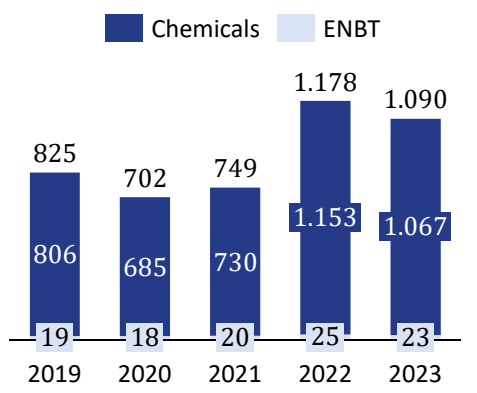
Responsible Care®  
FOR CHEMISTRY'S COMMON GOOD



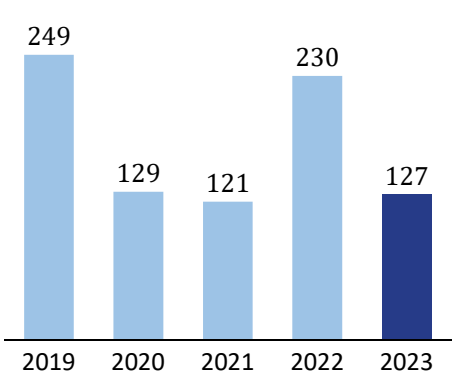
# Resilience in business visible in numbers



### REVENUE (Rs in Crs)

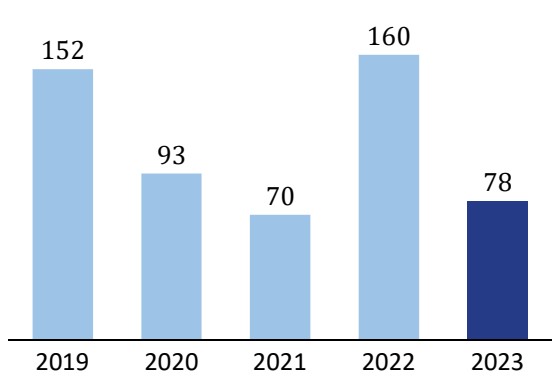


### EBITDA (Rs in Crs)

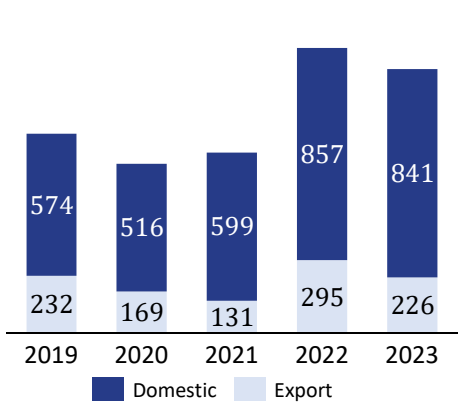


### PAT (Rs in Crs)

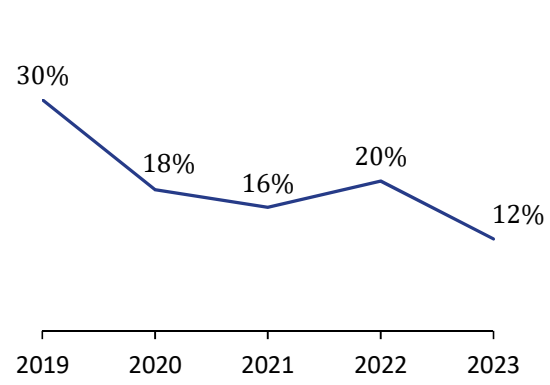
(Standalone)



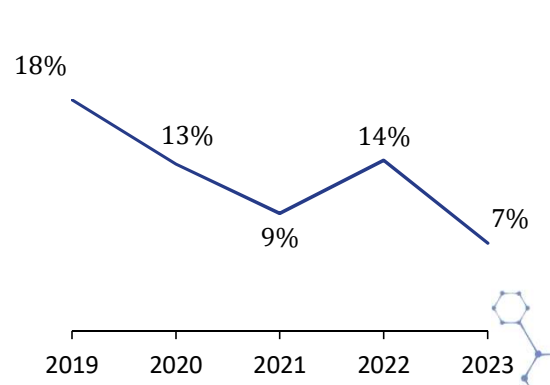
### REVENUE MIX Chemicals(Rs in Crs)



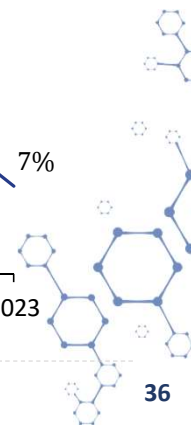
### EBITDA Margin (%)



### PAT Margin (%)



Responsible Care®  
FOR CHEMISTRY'S CONTRIBUTION

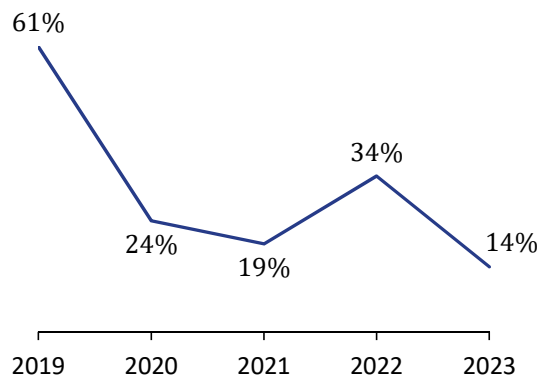


# Disciplined capital allocation

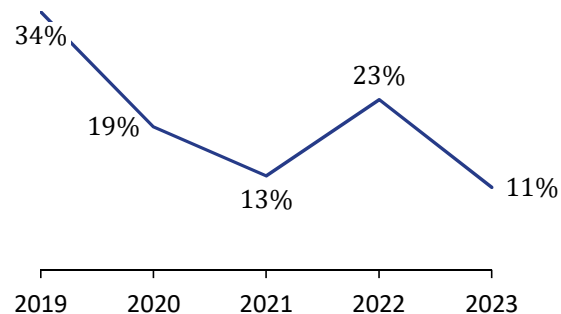


(Standalone)

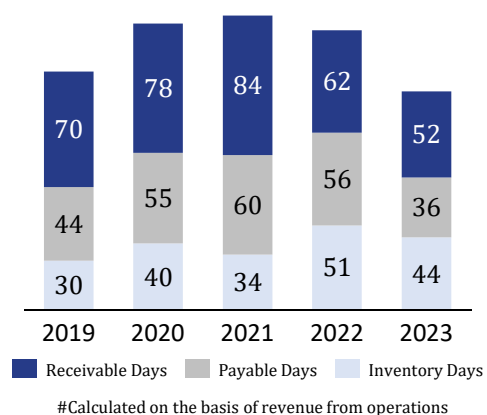
**Return on Capital Employed**



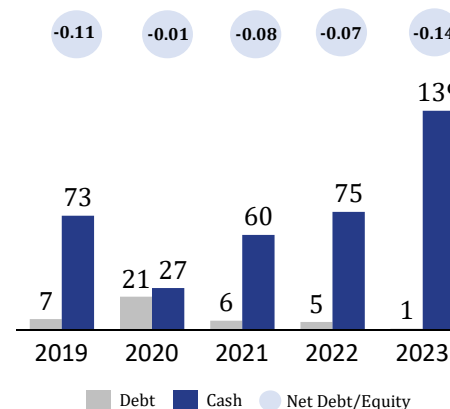
**Return on Equity**



**WORKING CAPITAL ANALYSIS#**



**Net Debt / Equity**



Long-term debt free & Cash-rich company

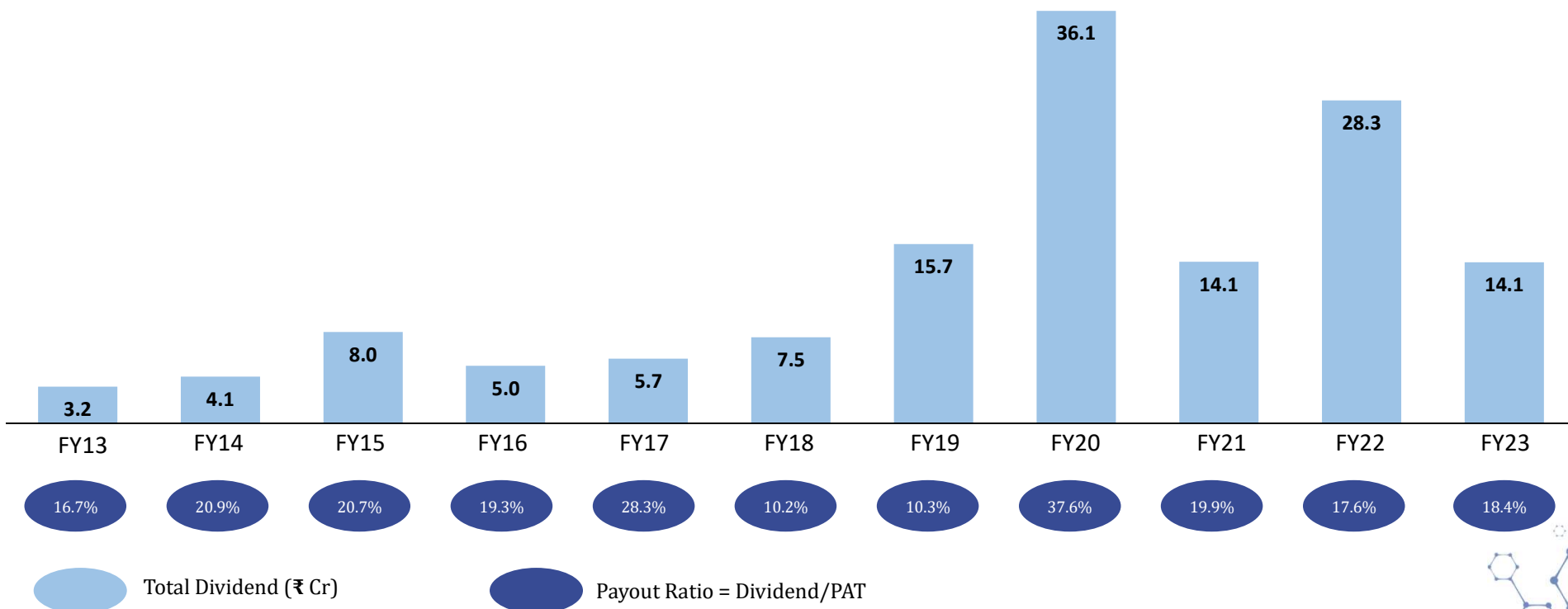
(a) ROCE=EBIT/Avg Capital employed [Capital Employed=Net worth excluding other comprehensive income + total debt]. (b) ROE= PAT/Net worth excluding other comprehensive income.



# Consistent shareholder returns



<b>FY19</b> Rs 15.7 crore Dividend Payout	<b>FY20</b> Rs 36.1 crore Dividend Payout	<b>FY21</b> Rs 14.1 crore Dividend Payout	<b>FY22</b> Rs 28.3 crore Dividend Payout	<b>FY23</b> Rs 14.1 crore Dividend Payout	<b>Rs 138.6 crores</b> Returned to shareholders in the last 10 years
---	---	---	---	---	---





# Capital allocation over the last few years



## Capital Expenditure

The company executed Rs 316 Crs of Capex throughout the course of the four-year term (2019–23), which included the acquisition of Visakhapatnam site. Further, the company is in the process of setting up a state of the art R&D facility at Mumbai.



## Capacity Expansion

Received EC from regulatory bodies to increase its production capabilities and product offerings. Few of the products are Phosphorus Pentasulphide, Diethyldithiophosphoryl Chloride, Diazotization Chemistry platform, Phosphonates and Pharma capacities.



## New Products

Introduced capacities for new products like Sodium Trichloro Pyridinol (NaTCP), DMPAT and a polymer additive.



## Waste-water treatment

Upgraded its waste-water treatment capabilities in line with the expanded volumes.



## Lote and Roha Sites

Undergone technological advancements and asset maintenance.



## Vizag Facility

Added volume capabilities for its existing and few new products.







# Key takeaways



Sustainable solutions

Delivering sustainable solutions for a better environmental footprint



Industrial processes

Sustainability helps to reduce carbon footprint and increases operational excellence



Enhancing R&D

Enhancing R&D facility with capable teams across diverse functions will help in expansion



Changing landscapes

Recognizes the changing landscape and strategically aligned to leverage from them



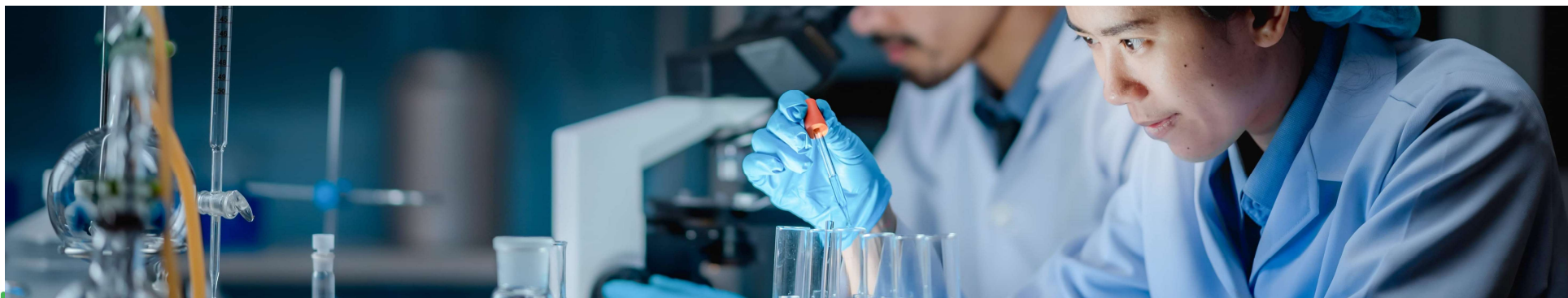
Capturing opportunities

Many companies are slated to go off patent during the next 5 – 6 years. Your company can expand upon these opportunities.



Consumer oriented approach

The new product development strategy is centered around new chemistry platforms with focus on export & consumer-oriented approach



# Thank You



---

## Company :



**Excel Industries Limited**

CIN: L24200MH1960PLC011807

Mr. Devendra Dosi, CFO  
Chief Financial Officer

Email: [devendra.dosi@excelind.com](mailto:devendra.dosi@excelind.com)

[www.excelind.co.in](http://www.excelind.co.in)

---

## Investor Relations Advisors :



Mr. Bhavya Shah: +91 8082748577  
[bhavya.shah@linkintime.co.in](mailto:bhavya.shah@linkintime.co.in)

Mr. Nachiket Kale : +91 9769060608  
[nachiket.kale@linkintime.co.in](mailto:nachiket.kale@linkintime.co.in)

[www.orientcap.com](http://www.orientcap.com)

---