

SCALABLE & SUSTAINABLE

Unique Zero Waste Company



Shree Pushkar Chemicals & Fertilisers Limited

Q2 FY23 Investor Presentation

Safe Harbour



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Financial Performance





Update on Capex & Solar Projects

Electricity generation commissioned in FY22 for two solar projects of 2.00 MW_AC/2.60 MW_DC each (Total 5.2 MW_DC) which was meant for Unit I and Unit V.

Unit V has partly started its commercial production with respect to Acid Complex and Intermediates. Further, an amount of Rs.85 crores has been capitalised upto 30th September, 2022.

The balance last phase of commencement of Unit V will be completed by January, 2023.

ECO-FRIENDLY



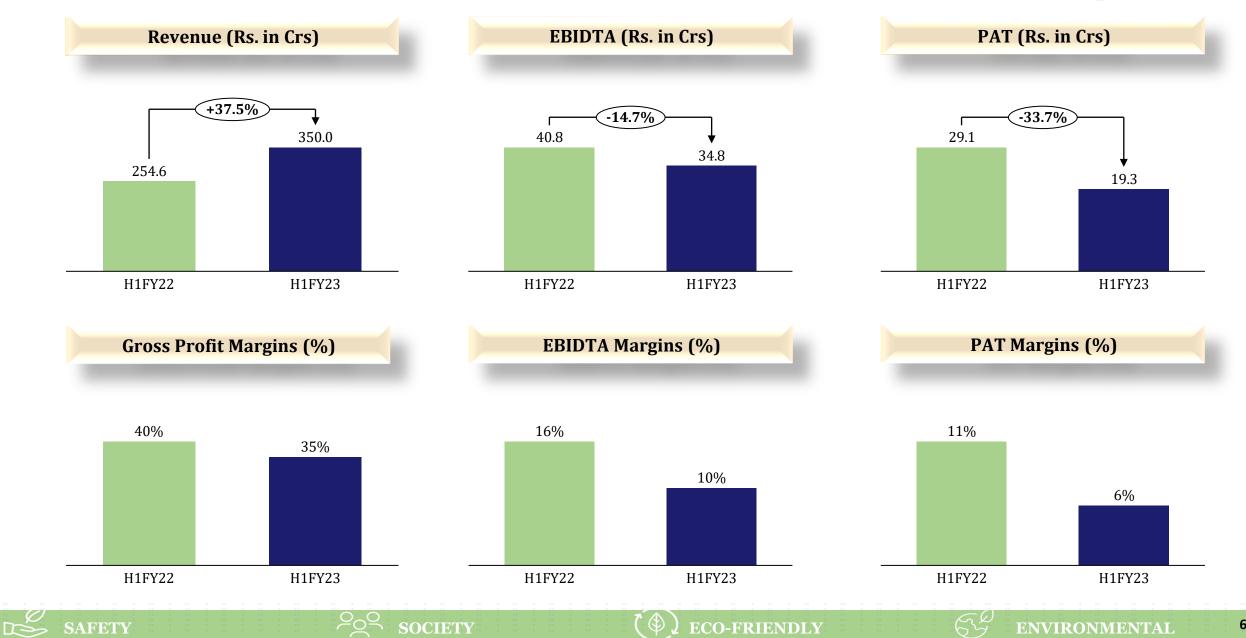
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H1 FY23 Consolidated Financial Highlights

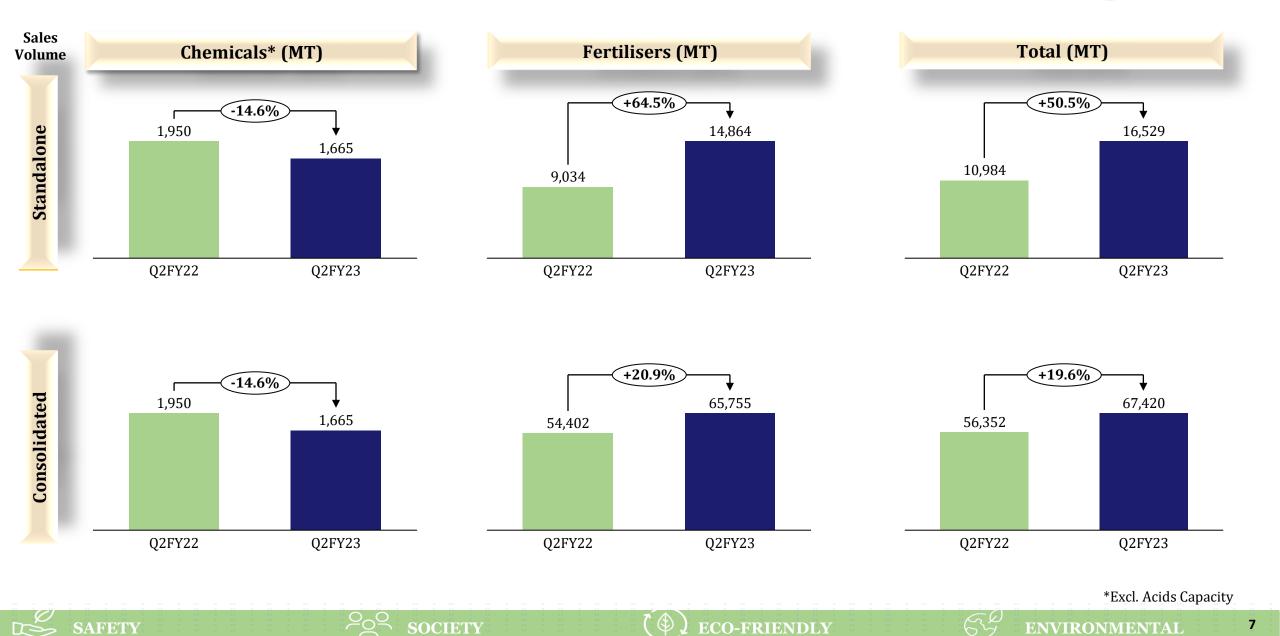




ENVIRONMENTAL

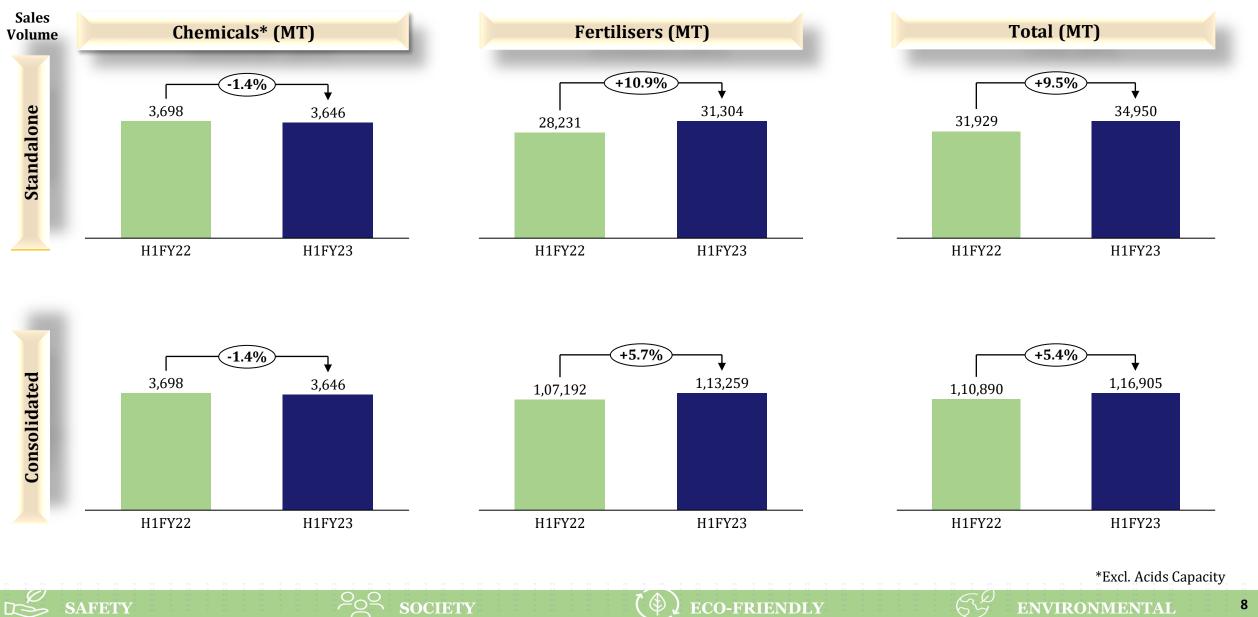
Q2 FY23 Operational Highlights





H1FY23 Operational Highlights





Q2 FY23 Consolidated Profit & Loss Statement

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Profit & Loss Statement (Rs. in Crs.)	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q	H1FY23	H1FY22	Ү-о-Ү
Revenue from Operations	181.3	136.1	33%	168.8	7%	350.0	254.6	38%
Cost of Materials Consumed	122.6	85.5		98.1		220.7	156.8	
Changes in Inventories	0.2	-5.0		7.5		7.7	-3.0	
Gross Profit	58.5	55.5	5%	63.1	-7%	121.6	100.8	21%
GP %	32.3%	40.8%		37.4%		34.7%	39.6%	
Employee Benefits Expense	10.4	9.5		8.6		19.0	16.7	
Other Expenses	34.4	23.7		33.4		67.8	43.4	
EBITDA	13.7	22.3	-39%	21.2	-35%	34.8	40.8	-15%
EBITDA %	7.5%	16.4%		12.5%		10.0%	16.0%	
Other Income	2.6	2.3		0.9		3.5	4.3	
Depreciation and Amortisation Expense	4.8	3.4		3.9		8.7	6.9	
EBIT	11.5	21.2	-46%	18.2	-37%	29.7	38.1	-22%
Finance Costs	0.5	0.6		0.3		0.8	1.3	
РВТ	10.9	20.6	-47%	17.9	-39%	28.9	36.8	-22%
Total Tax Expense	6.1	4.9		3.5		9.6	7.6	
Profit for the year	4.9	15.7	-69%	14.4	-66%	19.30	29.1	-34%
PAT %	2.7%	11.6%		8.6%		5.5%	11.4%	



Balance Sheet

Equity & Liabilities (Rs. in Crs)	Sep-22	Mar-22
Equity Share Capital	31.6	30.8
Other Equity	388.1	364.7
Total Equity	419.7	395.5
Non-Current Liabilities		
Non-Current Financial Liabilities		
(i) Borrowings	4.9	7.7
(iii) Lease Liabilities	1.1	1.8
Provisions	1.1	0.9
Deferred Tax Liabilities (Net)	28.6	23.9
Other Non-Current Liabilities	3.7	3.5
Total Non-Current Liabilities	39.5	37.8
Current Liabilities		
Current Financial Liabilities		
(i) Borrowings	86.7	80.6
(ii) Trade payables		
(a) Total outstanding dues of micro enterprises and small enterprises	2.0	2.8
(b) Total outstanding dues of creditors other than micro enterprises and small enterprises	58.5	82.5
(iii) Other Financial Liabilities	9.2	2.9
(iv) Lease Liabilities	1.7	1.6
Provisions	0.2	0.2
Current Tax Liabilities (Net)	1.7	2.4
Other Current Liabilities	14.1	17.8
Total Current Liabilities	174.0	190.8
Total Equity & Liabilities	633.2	624.1



Assets	Sep-22	Mar-22
Non-Current Assets		
Property, Plant and Equipment	267.4	189.8
Capital Work-in-progress	40.6	109.8
Intangibles Assets under development	0.0	0.0
Goodwill	4.9	4.9
Non- Current Financial Assets		
(i) Investments	6.1	6.0
(ii) Other Financial Assets	3.4	2.7
Other Non Current Assets	7.8	13.5
Total Non-Current Assets	330.2	326.8
Inventories	63.9	91.7
Financial Assets		
(i) Trade Receivable	111.2	94.6
(ii) Cash and Cash Equivalents	0.2	13.0
(iii) Bank Balances other than cash & cash equivalents	0.3	0.4
(iv) Loans	0.2	0.3
(v) Other Financial Assets	1.1	3.4
Investments	103.7	71.0
Other Current Assets	22.4	22.9
Total Current Assets	303.0	297.4
Total Assets	633.2	624.1
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Cash Flow Statement



Cash Flow Statement	Sep-22	Sep-21
Cash Flow from Operating Activities		
Profit before Tax	28.9	36.8
Adjustment for Non-Operating Items	6.3	4.8
Operating Profit before Working Capital Changes	35.2	41.6
Changes in Working Capital	9.2	39.0
Cash Generated from Operations	26.0	2.6
Less: Direct Taxes paid	-5.6	-3.9
Net Cash from Operating Activities	20.4	-1.3
Cash Flow from Investing Activities	-46.4	-29.8
Cash Flow from Financing Activities	13.2	40.4
Net increase/ (decrease) in Cash & Cash equivalent	-12.9	9.3
Cash & Cash Equivalents at the beginning of the period	13.0	2.6
Cash & Cash equivalents at the end of the period	0.2	11.9

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Historical Consolidated Profit & Loss Statement

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Profit & Loss Statement (Rs. in Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Revenue from Operations	584.0	354.9	346.3	451.9	395.3	305.9
Cost of Materials Consumed	375.5	199.6	209.6	290.0	295.9	217.6
Changes in Inventories	-17.7	12.4	4.8	12.6	-23.8	-5.4
Gross Profit	226.2	142.9	131.9	149.3	123.2	93.7
GP %	38.7%	40.3%	38.1%	33.0%	31.2%	30.6%
Employee Benefits Expense	38.2	27.0	24.9	30.1	18.7	12.8
Other Expenses	108.3	72.7	56.7	52.1	43.3	29.1
EBITDA	79.7	43.2	50.3	67.1	61.2	51.9
EBITDA %	13.6%	12.2%	14.5%	14.8%	15.5%	17.0%
Other Income	7.2	6.7	3.3	2.4	1.7	2.2
Depreciation and Amortisation Expense	14.1	12.6	11.5	10.0	7.8	5.5
EBIT	72.7	37.3	42.1	59.5	55.1	48.5
Finance Costs	2.0	1.5	2.1	3.7	2.9	2.5
РВТ	70.8	35.9	40.0	55.8	52.2	46.0
Total Tax Expense	15.2	7.3	4.3	15.0	15.7	15.8
Profit for the year	55.5	28.5	35.7	40.8	36.5	30.2
PAT %	9.5%	8.0%	10.3%	9.0%	9.2%	9.9%

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Competitive Edge

Unique Positioning

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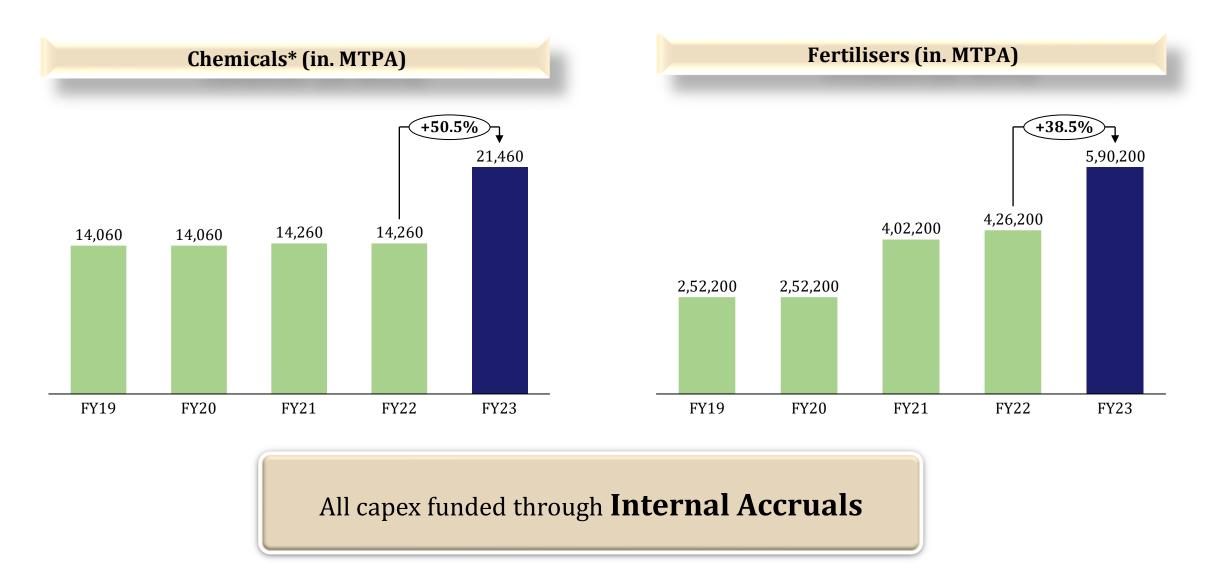
Capacity Expansions

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*Excl. Acids Capacity

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Capex Plan – Solar & Unit V

Commissioned - Solar Plant



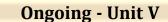
Electricity generation commissioned in FY22 for two solar projects of 2.00 MW_AC/2.60 MW_DC each (Total 5.2 MW_DC) at Ahmednagar, Maharashtra.

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Unit V has partly started its commercial production with respect to Acid Complex and Intermediates. Further, an amount of Rs.85 crores has been capitalised upto 30th September, 2022.



Capex funded through Internal Accruals

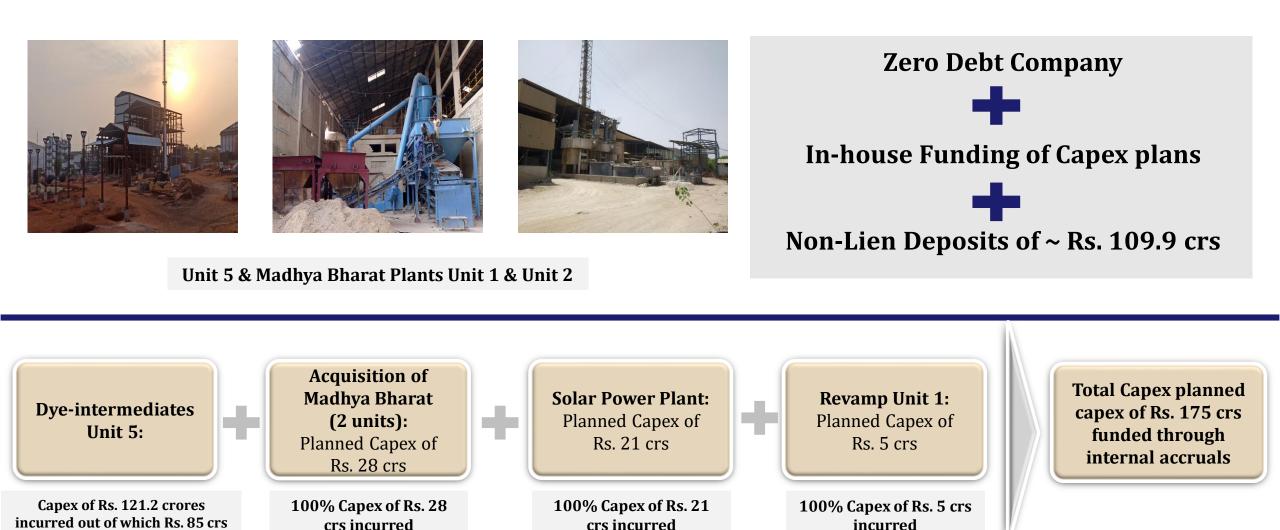
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capitalized upto 30th September, 2022.

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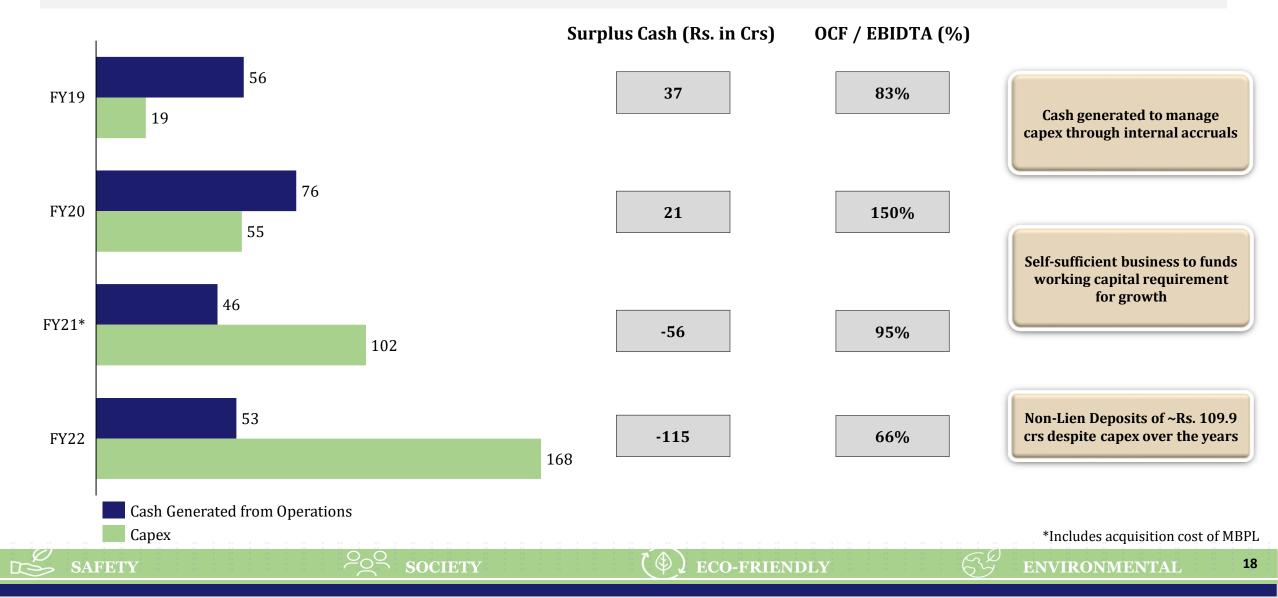
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Alongside Generating Cash to Support Future Growth



Sufficient cash generated over the years to fund the capex requirements & growth of the business

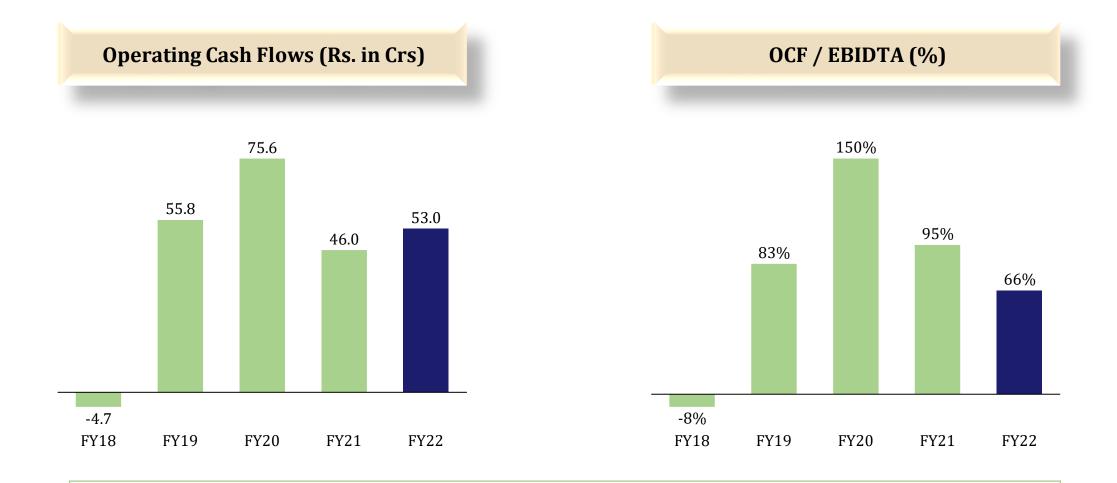


Strong Operating Cash Flows

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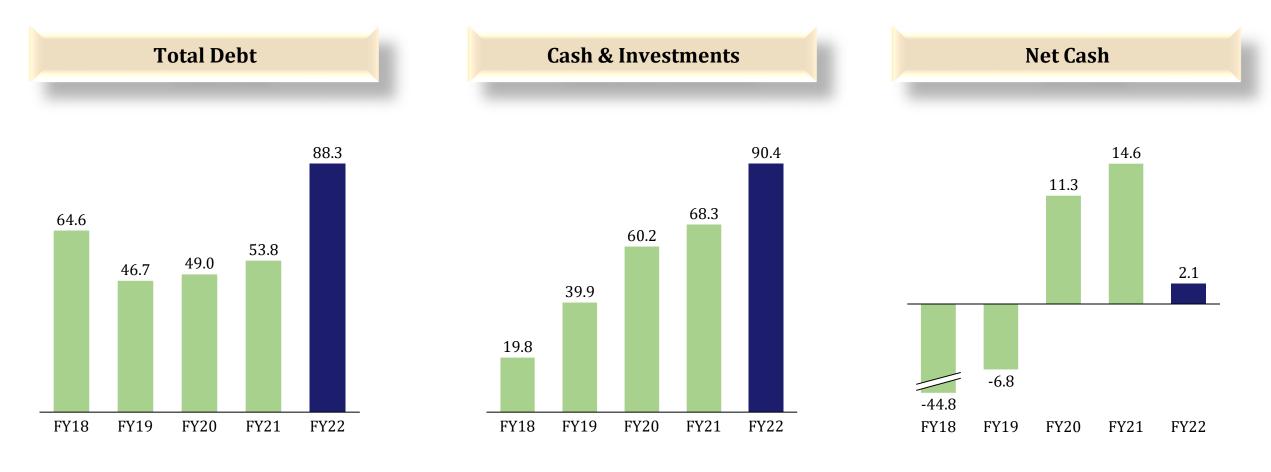
Sustainable cash flow from operations, self sufficient for any further growth opportunities





Net Cash Company





Net cash company despite of continuous acquisitions and expansion over the years

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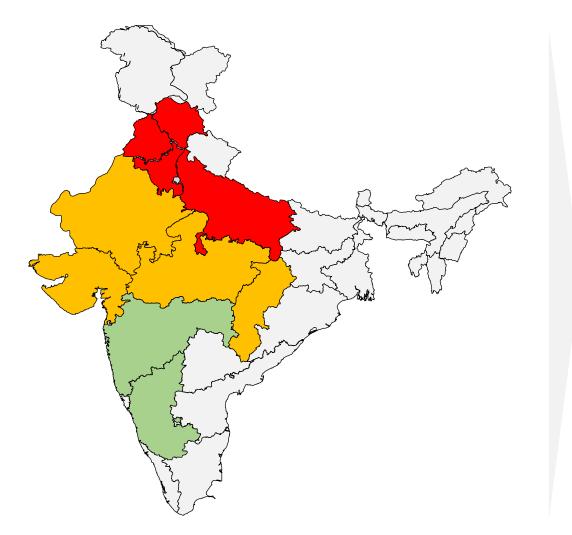
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Pan India Distribution



CHEMICALS & FERTILISERS LTD

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Presence in key states and near to major raw material suppliers

Multi-location Manufacturing facilities for efficient supplies

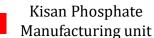
Near to End-use market -Customer's for fertilizers & crop protection from our 14 offices across India

Strategic located manufacturing units offering numerous logistics and management control advantages

Marketing through 600+ dealers of our own brand & our own distribution channels

Shree Pushkar Manufacturing unit

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Madhya Bharat Fertiliser Manufacturing unit

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Disclaimer : Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

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Diversified Product mix

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ENVIRONMENTAL

Dyestuff	Dye Intermediates	Fertilisers	Acid Complex	Animal Health & Nutrition
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• Specialty Dyes	 Gamma Acid K- Acid R-Salt Vinyl Sulphone Meta Ureido Aniline H- Acid 	 Single Super Phosphate (SSP) Soil Conditioner, Nitrogen Phosphorus Potassium (NPK), Sulphate Of Potash (SOP) 	 Sulphuric Acid Oleum Chloro Sulphonic Acid (CSA) 	 Di- Calcium Phosphate (DCP)
Used for Dying of Textile / Yarns commonly cellulosic material	Manufacturers of Synthetic Dyes	Agriculture	An acid reagent typically used for Sulphonation reaction	Used by Cattle & Poultry Feed manufacturers

Turnaround of Acquisitions



Kisan Phosphates Pvt. Ltd. (KPPL)

✤ Acquired 100% in FY18

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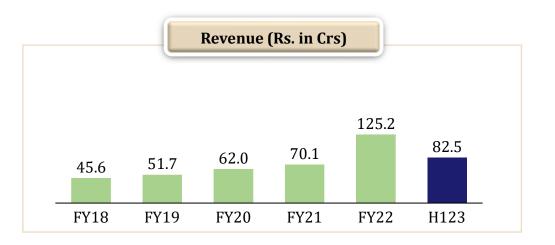
- Engaged in the manufacturing of Single Super Phosphate and Animal health & nutrition in the state of Haryana, India.
- With the acquisition, now has a strong foothold in India's most promising agriculture market, Punjab and Haryana. Further establishing "Shree Pushkar" brand across northern India.
- Also set up a new Sulphuric Acid Plant and Captive Power Plant in 2019 at the same site, this foray into backward integration was a turnaround moment for KPPL as it propelled the company towards sustainable functioning.

Madhya Bharat Phosphate Pvt Ltd (MBPPL)

✤ Acquired 100% in 2020-21

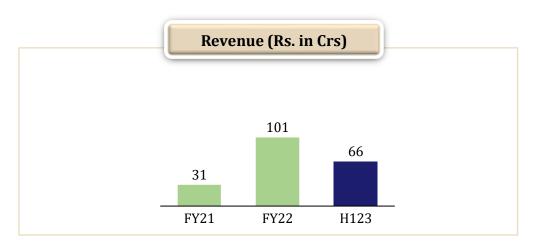
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- Engaged in the manufacturing of Single Super Phosphate along with Animal health & nutrition
- Acquisition was primarily done to grow and strengthen the "Shree Pushkar" brand in one of India's largest fertilizers market – Madhya Pradesh.
- Post takeover of MBPPL in 2020, SPCFL has become one of India's Largest SSP Manufacturer
- Has two manufacturing units located in Madhya Pradesh, both these units are strategically located not just to serve Madhya Pradesh but all of central India



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World class Manufacturing facilities



Strategically Located Manufacturing Plants...

Unit 1: Acids, Dye Intermediates & Animal Health & Nutrition



Unit 2: Fertilizers SSP, NPK & Soil Conditioners



Unit 3: Reactive Dyes & Dye Intermediates



Unit 4: Fertilizers SOP & Calcium Chloride



Unit 5: Dye Intermediaries & Animal Health & Nutrition



Kisan Phosphates, Haryana: Fertilisers Plant



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Madhya Bharat Unit 1, Madhya Pradesh: Fertilisers



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Madhya Bharat Unit 2, Madhya Pradesh: Fertilisers



...for catering growing markets





Experienced Board of Directors





- Mr. Punit Makharia Chairman & Managing Director
- Holds a Bachelor's degree in Commerce from Mumbai University and has more than 2 decades of experience in the chemical industry and specializes in the sector of dyes, dye intermediates and fertilizers
- He is the guiding force behind the strategic decisions of our Company and has been instrumental in planning and formulating the overall business strategy and developing business relations for our Company



- **Mr. Gautam Makharia** Joint Managing Director
- University and Master's degree in Business Administration from Manchester Business School, University of Manchester, United Kingdom
 He has more than 16 years of experience in the chemical industry and specialises

He holds a Bachelor's degree in Electronics and Telecommunications from Mumbai

- He has more than 16 years of experience in the chemical industry and specialises in the sector of dyes, dye intermediates and fertilizers.
- He is responsible for the production and quality control and assists in formulation of corporate policy and strategies.



- He holds a Bachelor's degree in Science from Karnataka University, a Bachelor's degree in Law from University of Mumbai and a Diploma in Marketing and Advertising from Rajendra Prasad College of Mass Communications & Media.
- He is an associate member of The Indian Institute of Bankers and has more than 4 decades of experience in the financial services industry particularly commercial banking, manufacturing industry and realty industry

Mr. Ramakant Nayak Non-Executive Director



Mr. Satpal Kumar

Arora

Independent Director

• He holds CAIIB (Both Parts) Indian Institute of Bankers along with he has also completed M.com CS, CMA, LLB, Insolvency Professional etc. He is Managing Committee Member of PHD Chamber Of Commerce.

He has over 35years of experience in the field of corporate industry as a Director, Company Secretary, Headed Internal Audit, Corporate Advisory Department and Vigilance Department, Project financing, loan restructuring etc. also handled BIFR cases and litigation matters.

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Mr. Ishtiaq Ali Independent Director

- Mr. Ishtiaq Ali is the founding Partner of Orbit Law Services. His core areas of practice are Banking and Project Finance, Sharia Compliant Transactions, Project Advisory, Asset Restructuring, Bonds and Capital Markets.
- More than three decades of extensive experience both as an in-house counsel working for Industrial Finance Corporation of India Limited (IFCI) and as a project finance and transaction lawyer in private practice.
- Member of Bar Council of Maharashtra & Goa and International Bar Association.



- She is a qualified Chartered Accountant, and also has obtained a Bachelor's degree in Law from University of Mumbai.
- She has overall experience of more than 7 years in area of Direct Tax Compliances, Statutory and Tax Audits, Indirect Tax Compliances, Report on Financial Position and Structuring of Bodies Corporate

Mrs. Barkharani Choudhary Independent Director





ESG Initiatives

Environmental, Social & Governance



Company reduced **11%** of energy consumption over the last 5 years

Company reduced **15%** of coal consumption over the last 5 years

Renewable energy – 5.2 MW_DC solar plant project is operational

Water usage reduction – **17%** over the past 5 years

5 to 6 Audits done by the authorized Pollution Board in a year, with no major discrepancies

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ZERO Litigations faced by the company on account of deforestation or any major degradation of environmental metrics over the past five years

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Carbon/ Green House Gas emissions reduction by **7%**

> Reduction of Plastic Packaging

Only 4 Injury/accidental/fatality rate for the company across the last five years

*Data collated for the last 5 years



Environmental, Social & Governance



An Initiative towards Conservation of Resource



Reduction in Energy Consumption

- Installed a captive power plant based on 'Waste Heat Recovery System.' Under the waste heat recovery system, energy is recovered as a by-product & further re-used in generation of steam & then to power.
- Commissioning of 4MW_AC/5.2 MW_DC Solar Power Project (Two Projects of 2.00 MW_AC/2.60 MW_DC each).



- Substandard acidic effluents byproduct is used in manufacturing of Animal & Health Nutrition Product which is conforming to the ISI Specification & is approved by NDDB (National Dairy Development Board)
- Waste water is used for production of animal health & nutrition products, used as raw material for other products (H-acid) & rest is treated & discharged as per the permissible limits to CETP

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Reduction in Plastic Consumption

- Currently packs its finished product in HDPE Bags
- We have already stopped usage of BOPP bags
- We are planning to shift to bags which are bio-degradable & Decomposable in nature.

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Hazardous/Toxic Waste Management

- The company produces Gypsum as its solid waste product which is further used in making a fertilizer product called Soil Conditioner by adding magnesium & sold as secondary fertilizers.
- The Gaseous waste SO2 is collected, scrubbed with water & soda ash (Alkaline) which is then turned into Sodium Bi Sulphite Solution and used as raw material for other plants

ZDHC & Blue-Sign Certified with environmental care being priority for the organization





Environmental, Social & Governance





Provides Maternity leaves, Group Insurance, PF system & Gratuity Schemes

Holds regular fire drills & safety drills for the employees & laborers of the factory. provision for first aid on every site, & people are trained in case of an emergency

The site also has an on-call doctor & conducts regular Health Check-ups. The company has an ambulance readily available in case of emergency 24x7 at its site

Safety is the company's priority. The company also encourages Disaster Management Seminars & is in the process of developing a Disaster Management Team to handle such incidents

Employee Safety Monitoring

COVID -19 Learning Portal to aid employers/workers get updates about COVID -19 related resources



Made compulsory to wear a protective mask at all times in the premises. Ensures Temperature checks, Sanitisation & Social Distancing adequately across all its sites

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Provides free testing & vaccination drives for its employees amidst the pandemic. The company also supports employees who test positive with quarantine facilities

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In the wake of the ongoing pandemic, the company has been encouraging work from home for majority of its employees. The company also ensures that employees are paid in full & on time.



CSR Initiatives

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SHREE PUSHKAR FOUNDATION

SHREE PUSHKAR FOUNDATION ("the Foundation") registered under the Bombay Public Trusts Act, 1950 and was established in 2019 with a vision to boosting our CSR initiatives

Company undertakes various initiatives such as education for under privileged, health and sanitation, promoting and upliftment of cultural values, arts etc.

Believe in creating equal opportunities for the underprivileged and differently abled members of the society

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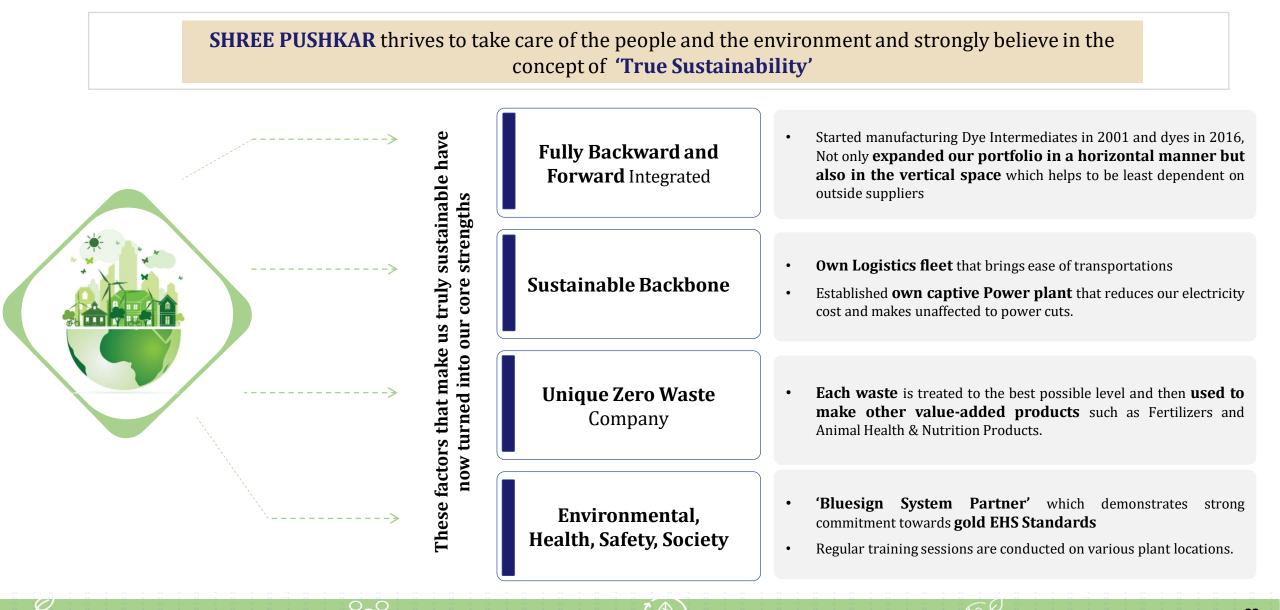
Company Overview

Shree Pushkar Chemicals & Fertilisers at a Glance

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Journey so far

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ENVIRONMENTAL

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1993 Commenced Trading ✓ Importing of chemical products and dye intermediates	2001 Dye Intermediate ✓ Change of focus from trading to Manufacturing	2002 Backward integration ✓ Started Manufacturing in-house raw material and gained cost efficiencies	2010 Set up our own Acid Complex ✓ Started generating power for own captive consumption	2011 Started Manufacturing Single Super Phosphate (SSP) & Soil conditioner ✓ Used in-house Acid thereby reduced effluents	2015 ✓ The company successfully gets listed on the National Stock Exchange and the Bombay Stock Exchange
2016	2017	2018	2019	2021	2022
Forward Integration ✓ Up the product value chain with the manufacture of dyestuff	 ✓ Diversification of our fertilizers portfolio starting with manufacturing of SOP 100% Equity Acquisition of Kisan Phosphates Pvt Ltd. 	Launched 'Dyecol' ✓ Our Range of Reactive Dyes	Installed Sulphuric acid plant ✓ In KPPL along with captive power plant based on waste heat boiler. Also commissioned a Granulation plant in KPPL of 200 TPD	 Expansion ✓ Acquisition of Madhya Bharat Phosphate Pvt Ltd ✓ Commenced production of A.H.N.F new plant at Madhya Bharat Phosphate Pvt Ltd unit 2 at Madhya Pradesh 	 Expansion: ✓ Expansion of current Unit V facility & Solar Project ✓ Initiated commencement of Deewanganj plant of MBPPL which is expected to commence by Jan 23 ✓ Initiated setting up of additional capacity of 32000 MTPA in KPPL which is under way

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Chemical Business



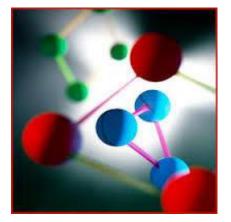


Acid Complex

Compound capable of **neutralizing alkalis**

- Active acid reagent typically used for Sulphonation reaction
- Sulphuric Acid, Oleum and Chloro Sulphonic Acid (CSA)
- More captively consumed, only sulphur quantities and sold in the market

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Dye Intermediates

Single product in 2001 to over 10 products now

- Wide portfolio under one roof like H-Acid, VS, K-Acid, Gamma Acid, R Salt, among others
- **Capacities are fungible** to a certain degree across products
- Produced on basis of global demand and captive requirements
- Planned capex of Rs. 85 crs for expanding capacities to ~22,000 MTPA from current ~9,000 MTPA by FY22.

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Own established brand of **Reactive Dyes**

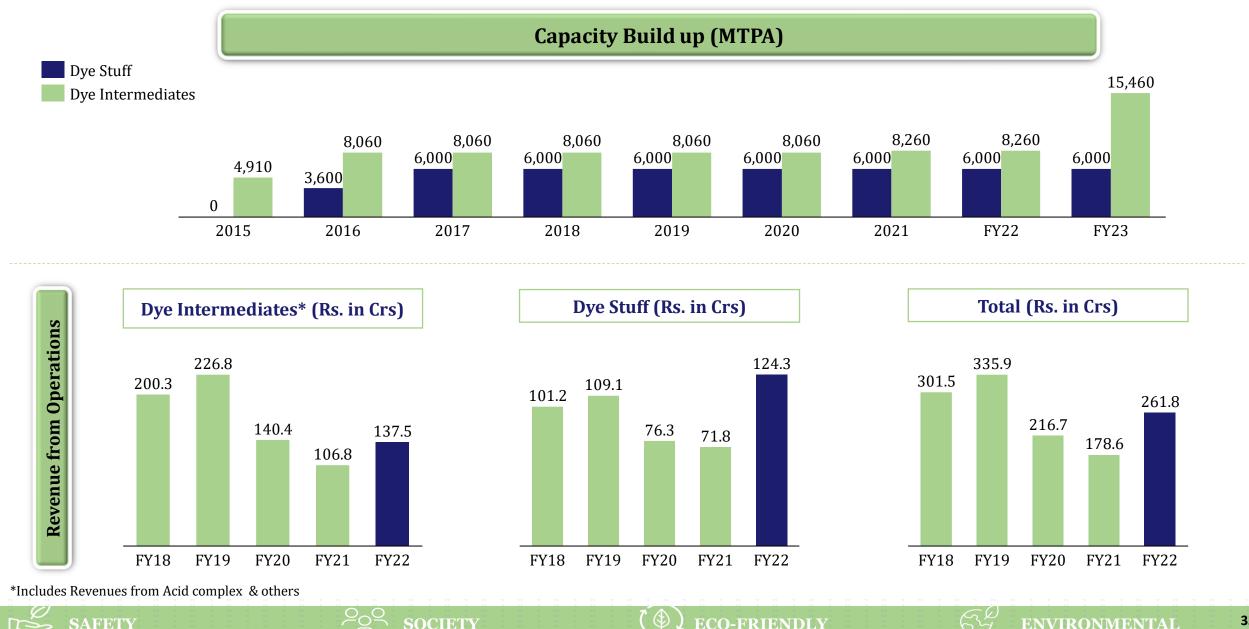
- One of the **leading manufacturer of reactive dyes** primarily used for dyeing textiles, for cellulosic fibers like cotton / flex & wool.
- Our reactive dyes **uses less Water & Energy** and decreases the processing skills in comparison to conventional dyes industry.
- Product range certified from "GOTS" and enjoy the privileged status of being a Government recognized "Export House" from the last 15 Years
- "BLUE SIGN" System Partner and a "ZDHC" Contributor
- Capacity of 6,000 MTPA

Chemical Business

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Fertiliser Business

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Among the Top 5 manufacturer of SSP in India

- Portfolio consists of more than 15 types of different grades of Fertilizers
- Own distribution and dealership network mainly in the states of Haryana, Punjab, Rajasthan, Uttar Pradesh, Himachal Pradesh, Uttarakhand, Maharashtra, Karnataka, and Goa
- Single Super Phosphate (SSP) is a straight phosphatic multi-nutrient fertilizer and manufacture fortified SSP in two different types
 - 1. Zincated (Granular and Powder)
 - 2. Boronated (Granular and Powder)
- PUSHKAR[™] Sulphate of Potash (SOP) is a product that provides Potash and Sulphur as nutrients. One of the major benefits of SOP as a fertilizer is that it is completely water soluble and can be easily administered to plants through soil or foliar spray
- PUSHKAR[™] NPK consists of 18 % Nitrogen, 18% Phosphorus & 10% Potassium. It enhances the health of the plant and uniforms plant growth, so the crop gets ready for harvest at once

- Product used as an additive for the feed given to livestock and domestic fowls as supplementary to their requirement of phosphorus and calcium
- Prevents Osteomalacia and Rickets in the livestock and fowls



R&D Breakthroughs





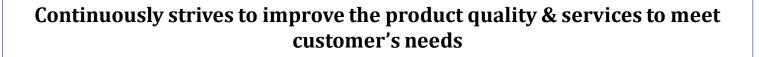
SAFETY

- Fully integrated, research based, innovative chemical and fertilizers manufacturing Company having our own Research and Development team working relentlessly towards product development
- Strong **R&D team** who strive to make all the difference with their specialized skills and dedication. The activities at our R&D comprises of Chemical and analytical research and development





ECO-FRIENDLY



SOCIETY

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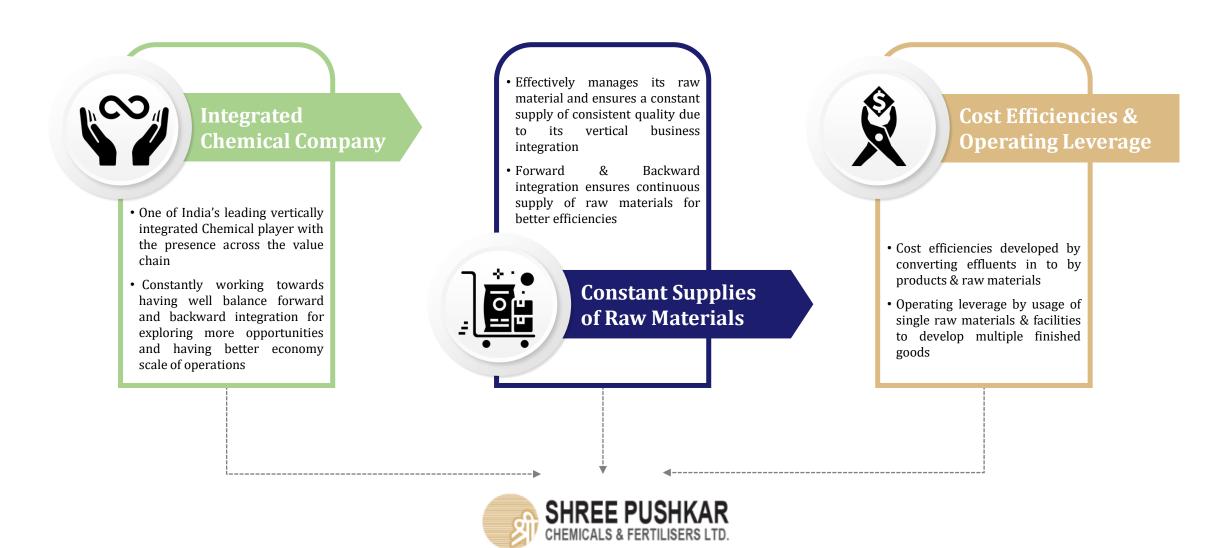


Well balanced forward & backward integrated plant

SOCIETY

SAFETY









Certifications

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SAFETY



bluesign ^a BlueSign – System Partner:	 "Bluesign" accreditation, which is recognized amongst the best in the world and the Company has earned the status of "System Partner" The BlueSign system is the solution for a sustainable textile production, eliminating harmful substances right from the beginning of the manufacturing process and sets and controls standards for an environment friendly and safe production
ØZDHC Zero Discharge of Hazardous Chemicals ZDHC Contributor with ZDHC Foundation:	• The foundation oversees implementation of the Zero Discharge of Hazardous Chemicals programme with a mission to advance towards zero discharge hazardous chemicals in the textile, leather and footwear value chain to improve the environment and people's well being
GOTS Certified Company:	 The Global Organic Textile Standards (GOTS) is the worldwide leading textile processing standard for organic fibres, including ecological and social criteria, backed up by independent certification of the entire textile supply chain Also, the Company is a member of the All India Chemical manufacturers association, SSP manufacturers association, Member of the CETP Lote, etc.

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SOCIETY

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ENVIRONMENTAL

Our Core Strengths: Our Expertise





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Thank You

