



Gujarat Alkalies and Chemicals Limited

(Promoted by Govt. of Gujarat)

Regd. Office & Works : P.O. Petrochemicals - 391 346, Dist. Vadodara(Gujarat) INDIA

Phone : +91-265-2232681, 3061200 Fax : +91-265-2232130

Website : www.gacl.com CIN NO : L24110GJ1973PLC002247

Ref. : SEC/SE/2019/

28th June, 2019

The General Manager Corporate Relations Department BSE Ltd. 1 st Floor, New Trading Ring Phiroze Jeejeebhoy Towers Dalal Street MUMBAI : 400 001 Ref. : Company Code No. : 530001	The General Manager Listing Department National Stock Exchange of India Ltd. "Exchange Plaza", C-1, Block 'G' Bandra-Kurla Complex Bandra (East) MUMBAI : 400 051 Ref. : Company Code No. : GUJALKALI
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Dear Sir,

Sub : Investor Presentation

Further to our letter dated 14th March, 2017, the Company has uploaded an updated Presentation on its website www.gacl.com for the benefit of Investors / Shareholders at large. A copy of the Investor's Presentation is enclosed herewith for information.

Thanking you,

Yours faithfully,
For GUJARAT ALKALIES AND CHEMICALS LIMITED

(S S BHATT)
COMPANY SECRETARY & GM (LEGAL & CC)



Dahej Complex : P.O. Dahej - 392130. Tal. Vagra, Dist. Bharuch (Gujarat) INDIA
Phone : +91-2641-256315/ 6 /7. Fax : +91-2641-256220.



GUJARAT ALKALIES AND CHEMICALS LIMITED

Regd. Office : P.O.PETROCHEMICLAS : 391346
DIST. VADODARA, GUJARAT.
www.gacl.com

Board of Directors

Dr. J N Singh, IAS, Chairman

Shri Arvind Agarwal, IAS, Director

Shri M K Das, IAS, Director

Dr. Rajiv I Modi, Independent Director

Shri Rajiv Lochan Jain, Independent Director

Smt. Vasuben Narendrabhai Trivedi, Independent Director

Shri P K Gera, IAS, Managing Director

Shareholding Pattern as on 31st March, 2019

Sr. No.	Name	No. of Shares	% of Total Share Capital
1	Promoters (7 promoters)	3,39,86,310	46.28
2	Domestic Institutional Investors (DIIs)	50,21,497	6.84
3	Foreign Institutional Investors (FIIs)	19,13,921	2.61
4	Bodies Corporate	2,02,50,174	27.57
5	Others	1,22,65,026	16.70
Total		7,34,36,928	100.00

GACL- Basic details

- **Two complexes**
 - **Vadodara, started in 1976**
 - **Dahej, started in 1995**
- **Major products in Vadodara**
 - **Caustic Soda, Caustic Potash, Hydrogen Peroxide, Chloromethanes, Poly Aluminium Chloride**
- **Major products in Dahej**
 - **Caustic Soda, Hydrogen Peroxide, Phosphoric Acid, Anhydrous Aluminium Chloride, Poly Aluminium Chloride, Sodium Chlorate, Stable Bleaching Powder**
- **Other investments**
 - **GIPCL, GCPTCL, Gujarat Guardian Ltd. and GACL-NALCO Alkalies & Chemicals Pvt. Ltd. (JV Company by GACL 60% & NALCO 40%).**

GACL- Basic details

- ❑ **Toll manufacturing**
- ❑ **Chlorinated Paraffin (CPW)**
- ❑ **Anhydrous Aluminium Chloride (ALC)**
- ❑ **Chlorinated Toluene**
 - ❑ **Benzyl Chloride**
 - ❑ **Benzyl Alcohol**
 - ❑ **Benzyldehyde**
- ❑ **171.45 MW Wind Farms** and **22.5 MW Solar Power Plant** at **Charanka Solar Park**. Another **12.5 MW Solar Power Plant** at Charanka, Dist. Patan, Gujarat is under implementation and is expected **to be completed by Jul.'2019**.
- ❑ **Started transporting Caustic Soda Lye under multimodal logistics - through Railway Racks as well as through Sea to Eastern & Central India, since Dec.'2014.**

Glimpse of Growth Journey

Projects Commissioned	Present Capacity	Commissioned / Expanded in
Caustic Chlorine Plant at Baroda- Initial Capacity 37,425 TPA	169,950 TPA	1976,1981,1984, 1989 &1994
Caustic Chlorine Plant at Dahej – Initial Capacity 143,550 TPA	259,100 TPA	1998, 2007 & 2010
Caustic Potash Plant – Initial Capacity 16,500 TPA	26,000 TPA	1994 & 2016
Chloromethanes Plants – Initial Capacity 10,560 TPA	56,100 TPA	1986, 1990, 2007, 2010 & 2018
Phosphoric Acid Plant	26,730 TPA	1995

Glimpse of Growth Journey

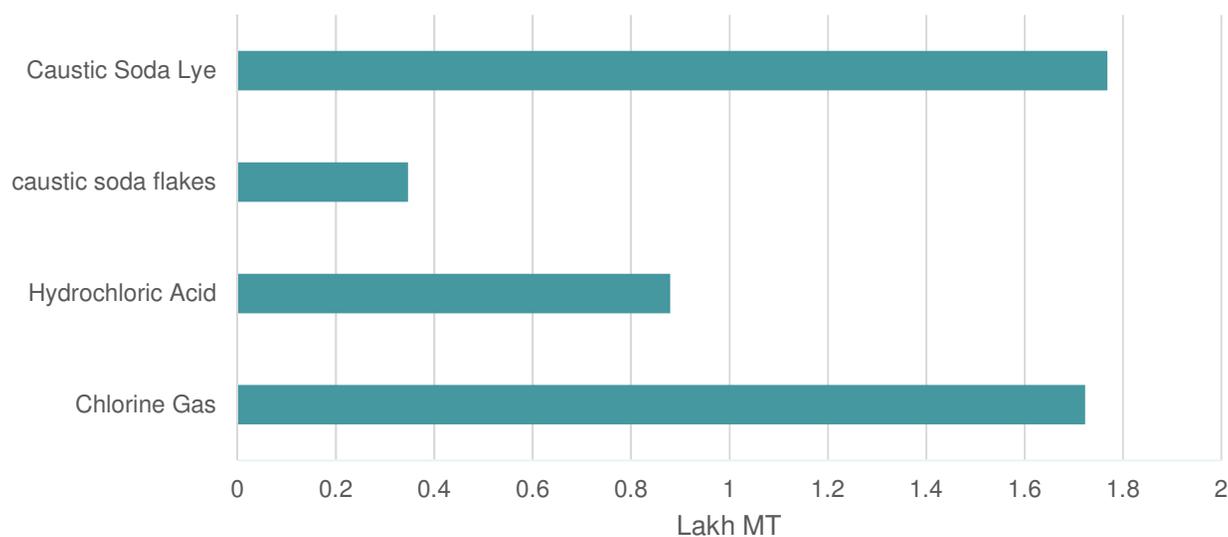
Projects Commissioned	Present Capacity	Commissioned in
Hydrogen Peroxide Plant – Initial Capacity 10,890 TPA	53080 TPA	1996, 2002, 2007 2010, 2011, 2012 , 2014 & 2018
PAC Poly Aluminium Chloride (PAC-18)- Initial capacity 41,250 TPA	73250 TPA (PAC – 18)	2006, 2008,2018
Stable Bleaching Powder	15000 TPA	2011
Wind Mill Projects (Various locations)	171.45 MW	2008-2017
Anhydrous Aluminium Chloride – Initial Capacity 16,500 TPA	32950 TPA	2008, 2010 & 2016
Sodium Chlorate Project	19000 TPA	2014
Solar Power Plant	22.5 MW	2018, 2019

Financial Details

Rs. in Crore

Sr. No.	Particulars	2018-19	2017-18	2016-17	2015-16	2014-15	2013-14
1	NET SALES VALUE	3,102.31	2,417.70	2,020.25	1,955.97	1,931.81	1,882.85
2	PROFIT BEFORE TAX (PBT)	1,015.02	750.22	381.78	262.70	215.48	246.55
3	PROFIT AFTER TAX (PAT)	689.65	535.02	308.10	219.89	227.86	185.03
4	LOANS OUTSTANDING AS AT 31 ST MARCH 2019	247.45	290.63	353.38	295.39	161.57	219.80

Production Volume 2018-19 of vadodara Complex



HIGHLIGHTS FOR THE F.Y. 2018-19



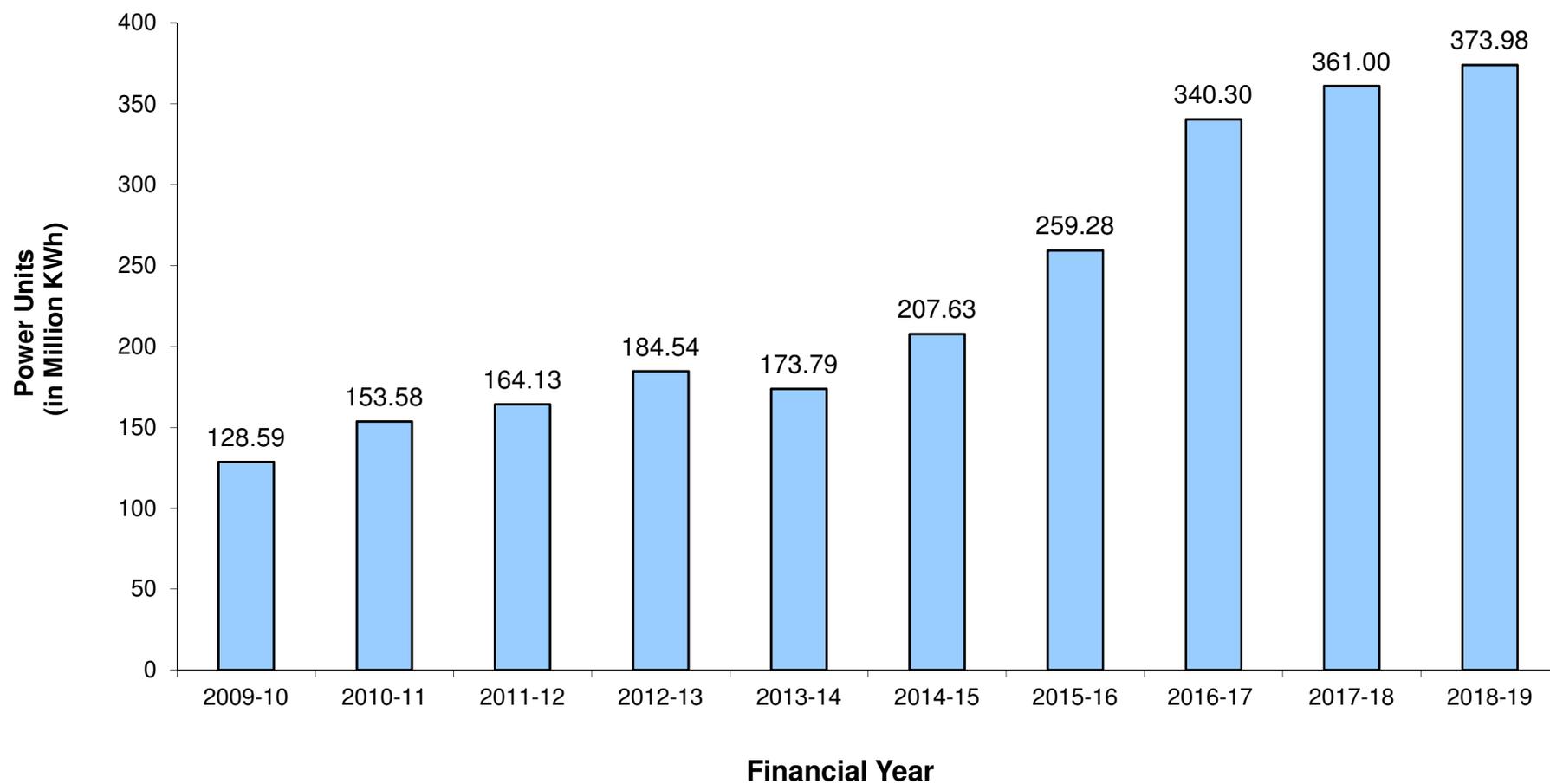
PARTICULARS	2017-18	2018-19	VARIANCE 2018-19 v/s. 2017-18	
	(Rs. in crore)		(Rs. in crore)	(%)
PROFIT BEFORE TAX	750.22	1,015.02	264.80	35.30
NET SALES VALUE	2,417.70	3,102.32	684.62	28.32
RAW MATERIAL COST (other than Natural Gas)*	441.58	578.26	136.68	30.95
NATURAL GAS COST – as Raw Material @	213.77	282.70	68.93	32.24
NET EXTERNAL ELECTRICITY CHARGES #	442.08	519.72	77.64	17.56
PLF OF POWER PLANT AT DAHEJ (%)	46	46	-	-
SAVINGS IN POWER COST DUE TO WIND FARMS AND SOLAR CREDIT (GROSS)	203.88	223.16	19.28	9.46
PROFIT AFTER TAX	535.02	689.65	154.63	28.90

* Raw material cost increased due to unfavourable price variance of Rs.62.72 crore (14.20%) and unfavourable quantity variance of Rs.73.96 crore (16.75%).

@ Natural Gas cost increased due to unfavourable price variance of Rs.69.96 crore (32.73%) and favourable quantity variance of Rs.1.03 crore (0.49%).

Power cost increased due to unfavourable price variance of Rs.50.31 crore (11.38%) and unfavourable quantity variance of Rs.27.33 crore (6.18%).

Windmill Power Generated



Installed Capacity at GACL

PRODUCTS	VADODARA	DAHEJ	TOTAL CAPACITY
Caustic Soda Lye (On 100% Basis)	1,69,950	2,59,050	4,29,000
Caustic Soda Flakes/Prills	53,000	1,65,000	2,18,000
Chloromethanes	56,100	-	56,100
Caustic Potash Lye (On 100% Basis)	28,050	-	28,050
Potassium Carbonate	13,200	-	13,200
Hydrogen Peroxide (On 100% Basis)	12,540	40,260	52,800
Phosphoric Acid	-	26,730	26,730
A. Aluminium Chloride (Jobwork/O&M)	9,900	26,750	34,650
Poly Aluminium Chloride	32,000	40,000	72,000
Chlorinated Paraffin (CPW) - (Jobwork)	12,000	-	12,000
Stable Bleaching Powder	-	16,500	16,500
Sodium Chlorate	-	19,800	19,800

Actual Production V/s Installed Capacity of Major Products in 2018-19

MAJOR PRODUCTS	UNIT	INSTALLED CAPACITY	ACTUAL PRODUCTION	% CAPACITY UTILISATION
Caustic Soda Lye (100%)	MT	429,000	432,407	100.79
Chloromethanes	MT	56,100	51,325	91.49
Caustic Potash Lye (KOH)	MT	28,050	24,761	88.27
Hydrogen Peroxide	MT	52,800	48,414	91.69
Phosphoric Acid	MT	26,730	27,555	103.09
Anhydrous Aluminium Chloride	MT	34,650	37,377	107.87
Poly Aluminium Chloride *	MT	72,000	51,919	72.11

* PAC as G18

Alkali Industry V/s. GACL Capacity Utilisation

Financial Year	Capacity Utilisation (Alkali Industry)	Capacity Utilisation (GACL)
2011-12	82%	89%
2012-13	81%	85%
2013-14	79%	89%
2014-15	81%	89%
2015-16	85%	90%
2016-17	82%	94%
2017-18	84%	94%
2018-19	90%	101%

Source: AMAI (Alkali Manufacturers Association of India)

Export of major Products

(Rs. In Lacs)

MAJOR PRODUCTS	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19
Caustic Soda Lye	2,088	3,087	3,510	3123
Caustic Soda Flakes/Prills	12,090	12,263	18,923	18,649
Hydrochloric Acid	366	392	199	198
Liquid Chlorine	54	56	64	60
Chloromethanes	66	31	35	123
Phosphoric Acid	129	99	131	74
Hydrogen Peroxide (50%)	341	350	449	568
Anhydrous Aluminium Chloride	3,015	3,850	3,563	5,299
Poly Aluminium Chloride	771	980	953	1,112
Benzyl Alcohol	2,116	2,328	2,841	2,987
Benzyl Chloride	253	140	222	855
Chlorinate Paraffin (CPW)	170	202	62	222
TOTAL	21,459	23,779	30,952	33,270

* Exports include Deemed Export

**Presence - India
Base Chemicals -
Caustic Soda/Chlorine**



GACL



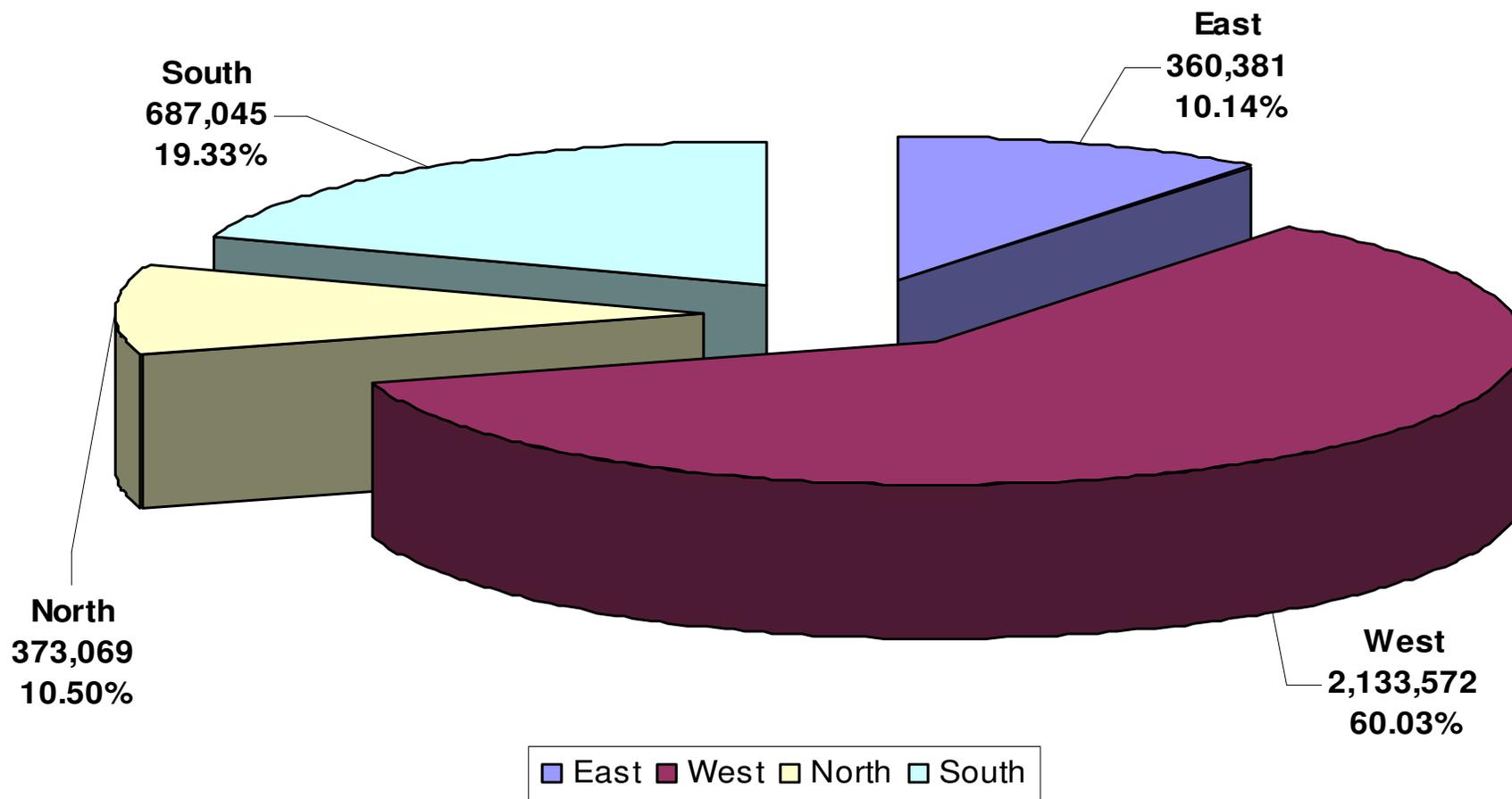
Aditya Birla/Grasim



Others

Caustic Soda Industry (Regional Distribution)

Regionwise Installed Capacity (MTPA) As On 31.3.2019



GACL- Strategic advantages

Land	600 acres for expansion at Dahej
Rail connectivity	Across boundary limits at Dahej
Port connectivity	GCPTCL 4 km from Dahej Complex
Dealer network	Strong, with best companies
Clean power	171.45 MW Wind Power (Installed) 22.5 MW Solar park (Installed) 12.5 MW Solar park (Under Implementation)
Co-promoted companies	GCPTCL – Chemical Port
	GIPCL – Power Company
Product basket	Multiple products from basic Chemicals to value added chemicals
Customer proximity	Bulk Consumers situated in nearby area

Major Challenges :

1) Contribution & market share of flagship products

- Ever increasing competition for market share
- Urgent need for expansions
- Highly dependent on a single bulk product i.e. Caustic Soda
- A good product basket but low production capacity of Chlorine based products

2) Chlorine disposal – major bottleneck

- Additional in-house consumption to improve capacity utilisation
- Future projects must also have an add-on project to consume chlorine

Major Challenges

3) Very high logistics cost

- Bulk commodity products can't be sustained beyond 500 kms, if transported by road,
- Uncompetitive in other distant States,
- Both plants located in Caustic soda surplus State of Gujarat
- Pressure on market share compared to M/s. Grasim, which has country-wide presence

4) Optimizing Power cost keeping an eye on the power cost of co-producers

- NG based power plant is costlier than coal based power plants
- Need to look at coal based power plant
- Focus on Renewable energy to bring down the average price of energy basket

New Expansion Projects

Projects	Capacity	Cost (Rs. Crs.)	Progress Status as of 15.06.2019
CS New plant with Coal based Power plant (A JV with NALCO)	800 TPD + 130 MW	2000	CS Plant 30% Power Plant 60%
Chloromethanes Plant at Dahej	300 TPD	683	16%
Phosphoric acid (New)	100 TPD	390	Less than 5%
Hydrazine Hydrate	30 TPD	405.50	7%
SBP Plant at Dahej	45 TPD	22	70%
Aluminium Chloride Plant at Dahej	50 TPD	35	65%
Solar Power Plant	12.5 MW	69	70%
Chlorotoluene Plant at Dahej	120 TPD	120	Basic Engg. Contract to be finalised
Caustic Soda expansion at Dahej and Coal base power plant	415 TPD 65 MW	825	Detailed Engg. Contract to be finalised

Thank You

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