



# Shree Pushkar Chemicals & Fertilisers Limited

Investor Presentation  
November 2019





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**H1FY20  
Highlights**



# H1FY20 Performance Highlights



## Performance Highlights

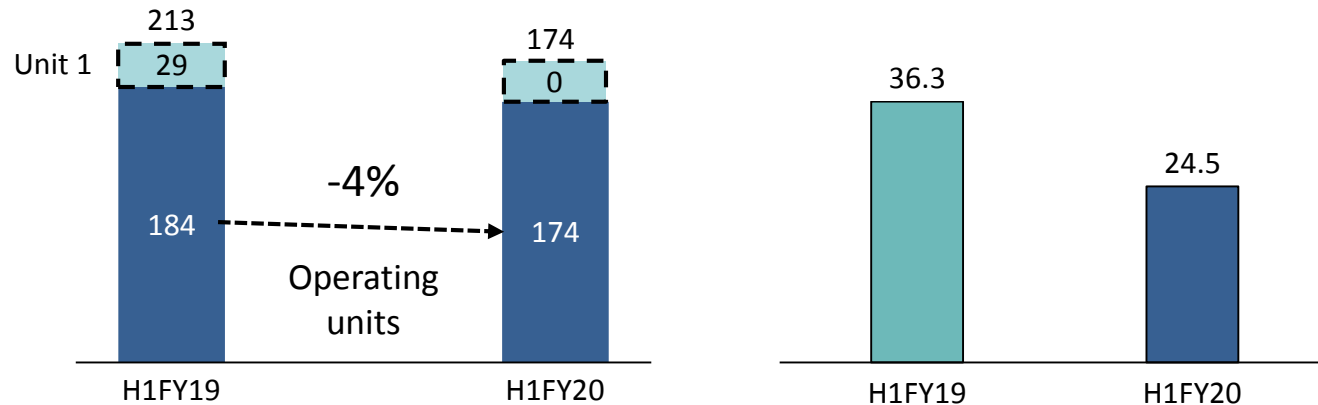
- Adjusted for the non-operating units, our revenue was lower by 4% on YoY basis
  - Overall demand has been soft led by subdued economic environment which impacted our realizations for H1FY20
- Revenue contribution from Export market were Rs. 32 crs whereas; Domestic market contributed Rs. 142 crs
- EBITDA stood at Rs. 24.5 crs for H1FY20 (It does not include EBITDA for plants of Unit 1 which are under revamp) and therefore it is not comparable on a like to like basis with Rs. 36.3 crs of H1FY19

### Total Revenue from operations

### EBITDA

(Rs in Crores)

\*Unit 1 is under revamp for major overhaul, maintenance & replacement. Hence, not comparable on like to like basis



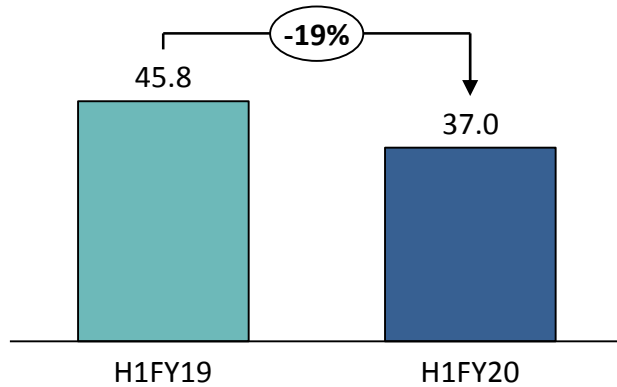


# Segmental Revenue Breakup

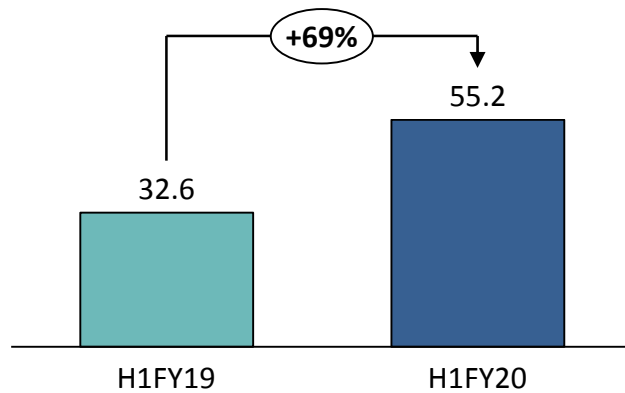


(Rs in Crores)

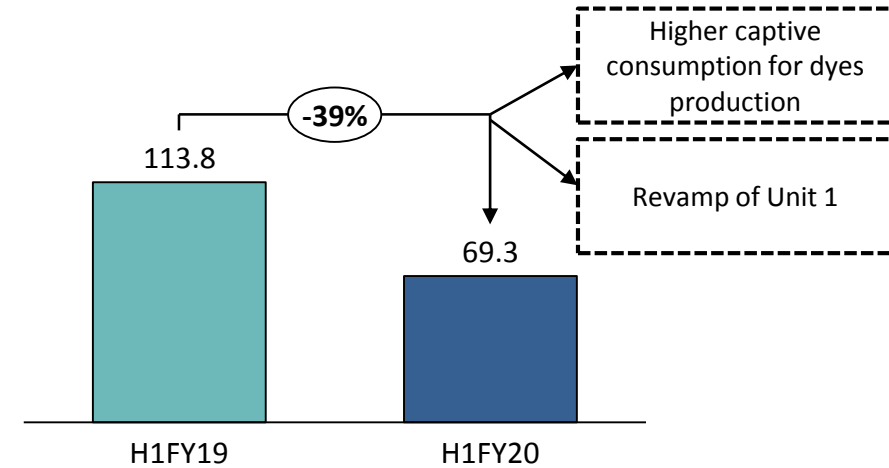
## Dyestuff



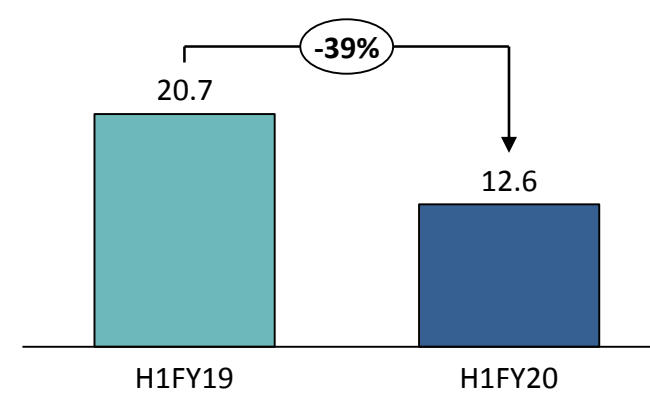
## Fertilisers



## Dye Intermediates



## Acid Complex & Others





# H1FY20 Segmental Highlights



## Dyestuff

- 18% Volume de-growth
- 19% Revenue de-growth

## Fertiliser

- 59% Volume growth
- 69% Revenue growth

## Dye Intermediates

- 23% Volume de-growth
- 39% Revenue de-growth

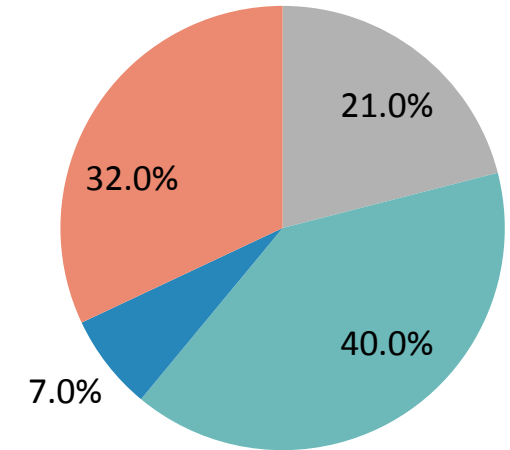
Led by Higher Captive Consumption & Impact of Unit1 Revamp

## Acid Complex & Others

- 66% Volume de-growth
- 39% Revenue de-growth

Led by Higher Captive Consumption

## Revenue Break up H1FY20



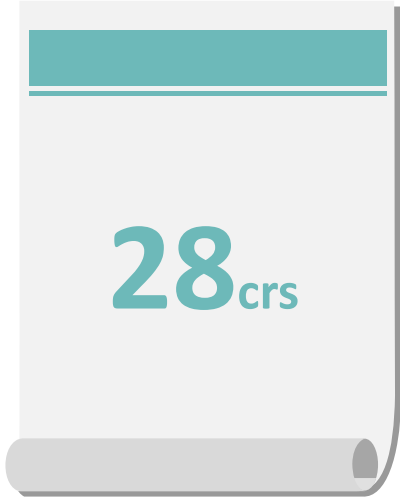
- Dyestuff
- Dye Intermediates
- Others
- Fertiliser



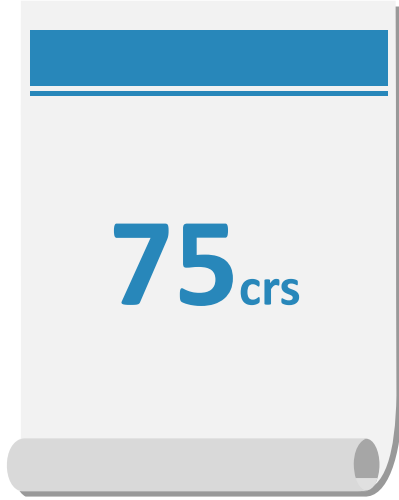
# Planned Expansion through Internal Accrual



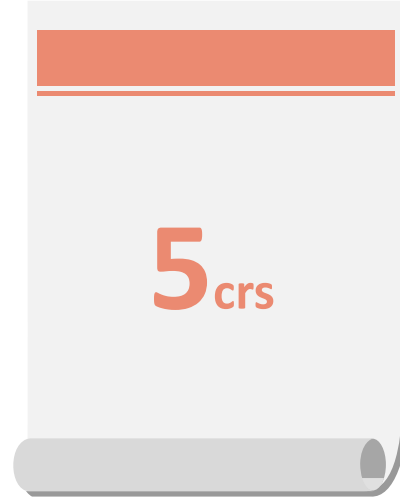
## Rs 120 crs Capex through Internal Accrual



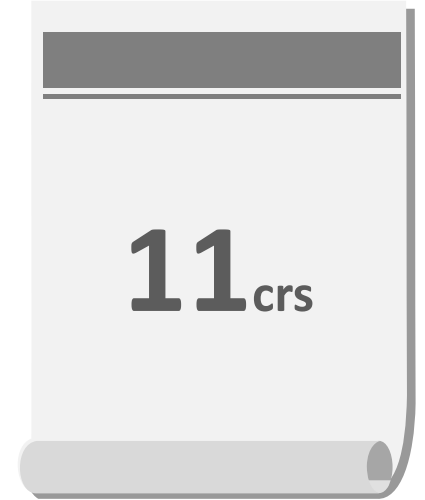
In process of acquiring Madhya Bharat Phosphates Pvt. Ltd, (MBPL) through NCLT with the total cost of ~Rs 28 crores including refurbishment of said unit



The planned capex of ~Rs. 75 crores in the dye intermediaries' segment is in advanced stage of obtaining EIA/ MPCB clearance. The said expansion is expected to commence production in FY21



Revamping of the Manufacturing facilities at Unit -1 in MIDC Lotte for Rs 5 Crores



Planning for Rs. 11 crs capex for implementation for solar power plant at Tuljapur district, Osmanabad under 'Open Access Scheme' of the government based on the connected load of Unit 1 at MIDC, Lotte Purshuram





# Standalone P&L Statement\*



Particulars (Rs. In Crores)	Q2FY20	Q2FY19	Y-o-Y	Q1FY20	Q-o-Q	H1FY20	H1FY19	Y-o-Y
<b>Revenue from Operations</b>	<b>67.1</b>	<b>103.2</b>	<b>-35.0%</b>	<b>77.7</b>	<b>-13.7%</b>	<b>144.7</b>	<b>189.3</b>	<b>-23.6%</b>
Raw Material	41.8	70.0		52.2		94.0	127.9	
Employee Cost	4.9	5.5		5.1		10.0	9.7	
Other Expenses	8.9	10.2		12.0		20.9	19.5	
<b>EBITDA</b>	<b>11.4</b>	<b>17.5</b>	<b>-34.5%</b>	<b>8.4</b>	<b>36.8%</b>	<b>19.8</b>	<b>32.2</b>	<b>-38.4%</b>
<b>EBITDA Margin</b>	<b>17.0%</b>	<b>16.9%</b>		<b>10.8%</b>		<b>13.7%</b>	<b>17.0%</b>	
Other Income	0.9	0.5		1.0		1.9	0.8	
Depreciation	2.3	2.2		2.3		4.5	4.2	
<b>EBIT</b>	<b>10.1</b>	<b>15.7</b>	<b>-35.8%</b>	<b>7.1</b>	<b>42.2%</b>	<b>17.2</b>	<b>28.7</b>	<b>-40.1%</b>
<b>EBIT Margin</b>	<b>15.1%</b>	<b>15.3%</b>		<b>9.2%</b>		<b>11.9%</b>	<b>15.2%</b>	
Finance Cost	0.2	0.3		0.2	0.0	0.4	0.9	
<b>Profit before Tax</b>	<b>9.9</b>	<b>15.4</b>	<b>-35.7%</b>	<b>6.9</b>	<b>43.4%</b>	<b>16.9</b>	<b>27.8</b>	<b>-39.5%</b>
<b>PBT Margin</b>	<b>14.8%</b>	<b>15.0%</b>		<b>8.9%</b>		<b>11.6%</b>	<b>14.7%</b>	
Tax	2.9	4.3		1.9		4.8	8.7	
<b>Profit after Tax</b>	<b>7.0</b>	<b>11.1</b>	<b>-36.9%</b>	<b>5.0</b>	<b>39.6%</b>	<b>12.0</b>	<b>19.2</b>	<b>-37.3%</b>
<b>Profit after Tax Margin</b>	<b>10.5%</b>	<b>10.8%</b>		<b>6.5%</b>		<b>8.3%</b>	<b>10.1%</b>	

\*Unit 1 is under revamp for major overhaul, maintenance & replacement. Hence, not comparable on like to like basis





# Consolidated P&L Statement\*



Particulars (Rs. In Crores)	Q2FY20	Q2FY19	Y-o-Y	Q1FY20	Q-o-Q	H1FY20	H1FY19	Y-o-Y
<b>Revenue from Operations</b>	<b>81.9</b>	<b>115.4</b>	<b>-29.0%</b>	<b>92.2</b>	<b>-11.1%</b>	<b>174.0</b>	<b>212.9</b>	<b>-18.3%</b>
Raw Material	49.8	76.5		60.2		109.9	141.4	
Employee Cost	6.0	6.6		6.0		11.9	11.3	
Other Expenses	12.4	12.8		15.2		27.6	23.9	
<b>EBITDA</b>	<b>13.7</b>	<b>19.4</b>	<b>-29.5%</b>	<b>10.8</b>	<b>26.3%</b>	<b>24.5</b>	<b>36.3</b>	<b>-32.4%</b>
<b>EBITDA Margin</b>	<b>16.7%</b>	<b>16.8%</b>		<b>11.8%</b>		<b>14.1%</b>	<b>17.0%</b>	
Other Income	0.9	0.5		1.0		1.9	0.8	
Depreciation	2.9	2.6		2.9		5.8	5.1	
<b>EBIT</b>	<b>11.8</b>	<b>17.3</b>	<b>-32.0%</b>	<b>9.0</b>	<b>31.1%</b>	<b>20.7</b>	<b>32.0</b>	<b>-35.2%</b>
<b>EBIT Margin</b>	<b>14.4%</b>	<b>15.0%</b>		<b>9.7%</b>		<b>11.9%</b>	<b>15.0%</b>	
Finance Cost	0.4	0.6		0.7		1.1	1.3	
<b>Profit before Tax</b>	<b>11.4</b>	<b>16.7</b>	<b>-31.9%</b>	<b>8.3</b>	<b>37.7%</b>	<b>19.7</b>	<b>30.7</b>	<b>-35.8%</b>
<b>PBT Margin</b>	<b>13.9%</b>	<b>14.5%</b>		<b>9.0%</b>		<b>11.3%</b>	<b>14.4%</b>	
Tax	3.3	4.4		1.9		5.2	9.2	
<b>Profit after Tax</b>	<b>8.1</b>	<b>12.3</b>	<b>-34.1%</b>	<b>6.3</b>	<b>27.6%</b>	<b>14.5</b>	<b>21.4</b>	<b>-32.5%</b>
<b>Profit after Tax Margin</b>	<b>9.9%</b>	<b>10.7%</b>		<b>6.9%</b>		<b>8.3%</b>	<b>10.1%</b>	

\*Unit 1 is under revamp for major overhaul, maintenance & replacement. Hence, not comparable on like to like basis



# Consolidated Balance Sheet



EQUITY AND LIABILITIES (Rs. In Crores)	Sept-19	Mar-19
<b>Equity</b>		
Equity Share capital	30.8	30.7
Other equity	261.6	253.7
<b>Sub-total - Shareholders' funds</b>	<b>292.4</b>	<b>284.4</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Financial liabilities		
Borrowings	7.1	7.4
Other financial liabilities	0.4	0.0
Provisions	0.6	0.5
Deferred tax liabilities (net)	19.8	19.6
Other non-current liabilities	0.5	0.5
<b>Sub-total - Non-current liabilities</b>	<b>28.3</b>	<b>28.0</b>
<b>Current liabilities</b>		
Financial liabilities		
Borrowings	52.1	39.3
Trade payables	34.0	44.9
Other financial liabilities	1.2	0.4
Other current liabilities	1.8	5.3
Provisions	0.1	0.1
Current tax liabilities (net)	3.0	5.9
<b>Sub-total - Current liabilities</b>	<b>92.0</b>	<b>95.9</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>412.8</b>	<b>408.3</b>

ASSETS (Rs. In crores)	Sept-19	Mar-19
<b>Non-current assets</b>		
Property, plant and equipment	164.1	167.3
Capital work-in-progress	23.0	10.5
Goodwill	4.9	4.9
Intangible Assets Under Development	0.0	0.0
<b>Financial assets</b>		
Investments	0.1	0.1
Other financial assets	4.2	4.2
Other non-current assets	12.8	9.2
<b>Sub-total - Non-Current Assets</b>	<b>208.8</b>	<b>196.1</b>
<b>Current assets</b>		
Inventories	56.4	62.3
Financial assets		
Trade receivables	82.3	98.3
Cash and cash equivalents	0.5	0.5
Bank balances other than Cash and Cash equivalents	52.7	39.3
Loans	0.4	0.3
Other financial assets	1.2	1.5
Other current assets	10.5	10.0
<b>Sub-total - Current Assets</b>	<b>204.0</b>	<b>212.2</b>
Assets held for sale	0.0	0.0
<b>TOTAL - ASSETS</b>	<b>412.8</b>	<b>408.3</b>



# Consolidated Cash Flow Statement



Particulars (Rs. Crs.)	Sept-19	Mar-19
<b>Net Profit Before Tax</b>	<b>19.7</b>	<b>30.7</b>
Adjustments for: Non Cash Items / Other Investment or Financial Items	4.6	5.6
<b>Operating profit before working capital changes</b>	<b>24.3</b>	<b>36.2</b>
Changes in working capital	4.3	5.1
<b>Cash generated from Operations</b>	<b>28.5</b>	<b>41.3</b>
Direct taxes paid (net of refund)	8.0	3.1
<b>Net Cash from Operating Activities</b>	<b>20.5</b>	<b>38.2</b>
<b>Net Cash from Investing Activities</b>	<b>-25.2</b>	<b>-16.3</b>
<b>Net Cash from Financing Activities</b>	<b>4.7</b>	<b>-21.4</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>0.0</b>	<b>0.5</b>
Add: Cash & Cash equivalents at the beginning of the period	0.5	0.4
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>0.5</b>	<b>0.9</b>

A graphic featuring a central white circle with the text "Company Overview" inside. The circle is flanked by two horizontal bars: a teal bar on the left and an orange bar on the right. The bars are connected to the circle by curved segments of the same color. The teal bar has two parallel lines, and the orange bar also has two parallel lines.

**Company  
Overview**



*An Integrated Speciality Chemicals and Colourants manufacturing company, dealing in the entire range of textile chemicals*

***Caters to the leading textile and apparel companies***

***Being inventive in delivering high quality products***

*A leading producers of Dye Intermediaries and Dyestuff and has the widest range of Dye Intermediaries offering with high quality standard*

*Zero-waste chemical company with a unique business model that is completely forward and backward integrated*

***Zero Waste Methodology***

**We are Fully Integrated Dyes and Dye Intermediate Company...**

***Environment Conscious and Compliant***

*Monetising the effluents by using the waste of a process/product as a raw material to manufacture other sets of value-added products*

*As a part of forward integration, the company has forayed into Dyestuff*

***Forward Integration***

***Backward Integration***

*Over a period as a backward integration strategy, the company entered Fertilizers, Cattle Feed and Acids Complex manufacturing*



# Evolution of Our Business



1993 - 2003

- Commenced trading/imports of chemical products & dye Intermediates
- In 2001, changed our focus to manufacturing by starting Gamma Acid
- In 2002, began backward integration for In-house Raw Material & Cost Efficiencies

2004 - 2010

- Recycling of effluents from Dye Intermediates Division with the manufacturing of Di Calcium Phosphate in 2007
- In 2010, commenced the Acid Division

2011 - 2016

- In 2011, began use of Spent acid for manufacturing of SSP and Soil Conditioner
- In 2016:
  - Started our NPK Plant
  - Expanded capacities within Dye Intermediates
  - **Moved up the Value chain with Manufacture of Dyestuff**

2017 - 2018

- Rapidly expanded Dyestuff Segment by adding doubled capacity
- Commissioned additional capacity of SOP by 10,000 TPA
- Planned Expansion in the areas of Dyes Intermediates and Sulphur Derivatives
- Launched the brand Dyecol™ for Dyestuff
- Acquired Kisan Phosphates in FY18

2019 & Beyond

- In process of acquiring Madhya Bharat Phosphates Pvt. Ltd, (MBPL) through NCLT
- Expansion of the dye intermediaries' segment is in advanced stage of obtaining EIA/ MPCB clearance
- Revamping of the Manufacturing facilities at Unit -1 in MIDC Lote
- Incurring Solar Project to reduce power cost



# Key Management



**Punit Makharia**  
**Chairman & Managing Director**

A first-generation entrepreneur, he holds a Bachelors in Commerce with a rich business experience of over 2 decades in dealing with chemical & dyes intermediates



**Gautam Makharia**  
**Managing Director**

With and BE in Electronics and an MBA(Finance), his experience spans across GE, P & G, Barclays, BARC



**S N Sengupta**  
**Associate Director**

A chemical engineer with experience of 34 years in project financing and techno economic feasibility studies of industrial projects



**Mr. Deepak Beriwal**  
**CFO**

CA with 6+ years of experience in accountancy and taxation



**Dilip Shah**  
**GM – Export Import**

Has 28 years of experience in the field of Import and Export



**Dr. N. N. Mahapatra**  
**Business Head – Dyes**

35+ years of experience in Major textile houses of India & abroad like Aditya Birla and KK Birla group, Reliance, Raymond etc



**R Purohit**  
**GM Marketing–Fertilizer**

20+ years of experience in strategic planning, marketing/ business development



**Rajkumar Sahani**  
**VP - Projects**

A chemical Engineer with over 43 years of experience in setting up various chemical plants and has worked with R.C. Fertilisers Pvt Ltd



**Mahendra Kavadia**  
**GM of Unit I**

Over 29 years of experience in the field of dyes, chemicals and fertilisers



**R M Tiwari**  
**GM of Unit II**

30 years of experience in manufacturing of fertilizers



**Dolekar**  
**GM of Unit III**

With an B. Tech in Dyes & Pigments, he has over 20+ years of experience in the manufacture of Dyes



**Satish Chavan**  
**Company Secretary**

With experience of over 5+ years he is a CS with Bachelors degree in Commerce and Law





## DyeStuff

Constantly on the improvement based on market response with over 30 different shades in Reactive dyes Black, Yellow & Red

Used for Dying of Textile / Yarns commonly cellulosic material

## Dye Intermediates

Gamma Acid, K- Acid, R-Salt, Vinyl Sulphone, Meta Ureido Aniline and H- Acid

Products manufactured from organic chemicals and are further processed to obtain dyestuff

## Fertilizers

Single Super Phosphate (SSP) Soil Conditioner, Mixed granulated fertiliser (NPK), Sulphate Of Potash (SOP)

Phosphatic fertiliser & a fertiliser used to improve the soils quality and for improving / Building soil

## Acid Complex

Sulphuric Acid, Oleum and Chloro Sulphonic Acid (CSA)

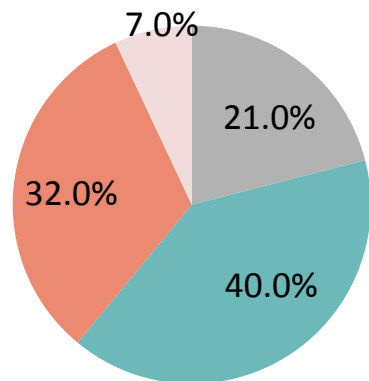
Active acid reagent typically used for Sulphonation reaction

## Cattle Feed

Di- Calcium Phosphate (DCP)

Mainly used as a dietary supplement in animal feed products by cattle & poultry feed manufacturers

### H1FY20 Revenue Breakup (Rs 174 Cr)



- Dyestuff
- Dye Intermediates
- Fertiliser
- Others

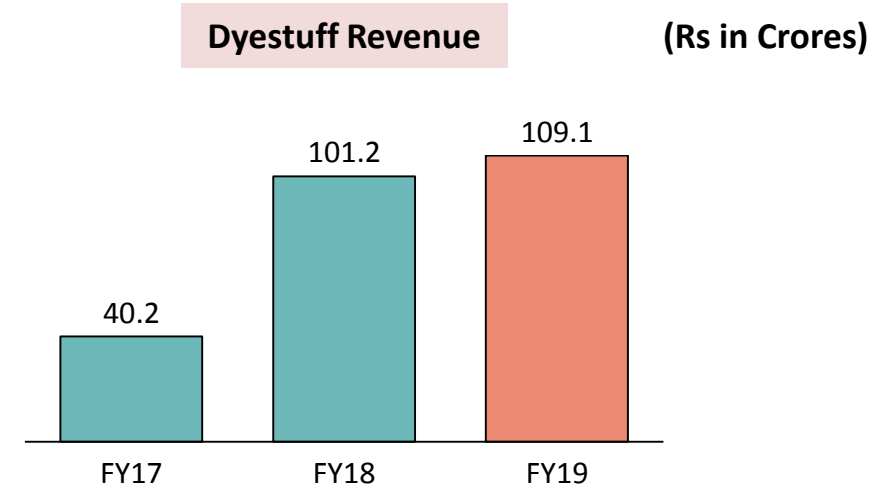
Acid Complex More Captively Used, only surplus quantity are sold outside. Both Segments contributes ~5%



# An Overview of Dyestuff Segment



- We are one of the leading manufacturer of Reactive Dyes. Primarily used for dyeing textiles, for cellulosic fibers like cotton/flax & also wool. Our belief in sustainability led to the launch of DYECOL™ range of Reactive Dyes to tackle environmental and sustainability issues of the textile wet processing industry. It uses less water and energy and decreases the processing skills in comparison to conventional dyes industry.
- We have a product range certified from “GOTS” and enjoy the privileged status of being a Government recognized “Export House” from the last 15 Years. We are now also a “BLUE SIGN” System Partner and a “ZDHC” Contributor.



## DYECOL™ Series in available in:

- DYECOL Royal Blue Series
- DYECOL T. Blue Series
- DYECOL Black Series
- DYECOL CELF Reactive Dyes (Superlative Sustainable Reactive Dyes)
- DYECOL CEFT & RR Reactive Dyes
- DYECOL DR Reactive Dyes (High end Sustainable Reactive Dyes)
- DYECOL SS Reactive Dyes (The new generation sustainable dyes)



Product	Capacity in MTA
Reactive Dyes	6,000

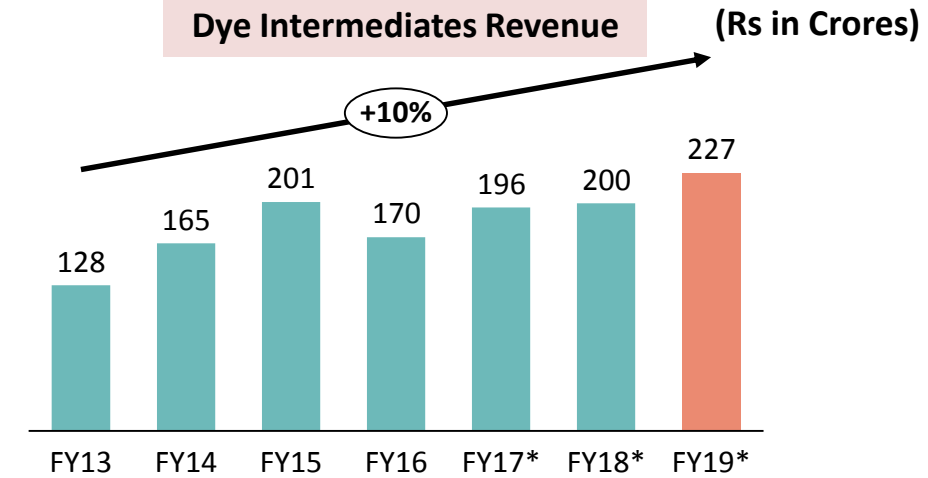




# An Overview of Dye Intermediates Segment

- We have started manufacturing Dyes Intermediates with a single product in the year 2001, the company now manufactures over 10 different types of Dye Intermediates like H Acid, Vinyl Sulphone, Para Base, K Acid, Gamma amongst various others. Amongst India`s large manufacturers of K-Acid
- Offer widest range of Dye Intermediates under one roof with zero waste which makes us a one-stop shop for any Dye manufacturer
- Post 2006, we have incurred various efforts for effluent treatment which has improved our cost efficiency
- State of art integrated manufacturing facilities located at Lote Parshuram, Maharashtra
- End Use in manufacturing of Dyes for Textile Industry

- We are incurring capacity expansion in Dye Intermediates and is in advanced stage of obtaining EIA/ MPCB clearance. The said expansion is expected to commence production in FY21
- We are also revamping our oldest Unit 1 facility in phase manner in FY20
- **Therefore, Overall capacity will transform to better product Mix**



Product	Capacity in MTA
H-Acid	3,150
Vinyl Sulphone	3,700
K-Acid	960
Gamma Acid	480
Meta Ureido Analine	600
R Salt	96
<b>Total</b>	<b>8,986</b>



# An Overview of Fertiliser Segment



## Single Super phosphate (SSP)

- The main raw materials for SSP are rock phosphate and sulphuric acid and it is based one of the simplest chemical reactions in the fertilizer industry
- SSP, which is a poor farmer's fertilizer (price-wise), is an option to optimise the use of phosphatic fertilizers

## Nitrogen Phosphorus Potassium (NPK)

- NPK fertilizer is primarily composed of three main elements: Nitrogen (N), Phosphorus (P), and Potassium (K)
- We have received a license for manufacture of Mixed Fertilizer NPK in the state of Maharashtra

## Sulphate of Potash (SOP)

- SOP is a preferred form of potassium in saline or sodic soil conditions and where irrigation water may have high chloride levels

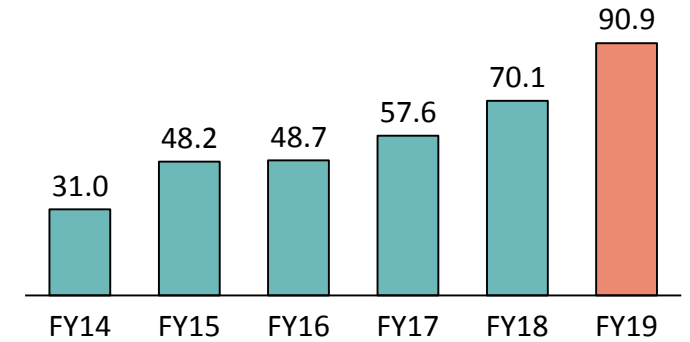
## Soil Conditioner

- Soil conditioner is a product which is added to soil to improve the soil's physical qualities, usually its fertility (ability to provide nutrition for plants) and sometimes aids its mechanics.
- Launched its own soil conditioner brand 'Dharti Ratna' in Western Maharashtra

## Granular Calcium Chloride

- To utilize HCL generated in SOP, we have set up a granular calcium chloride plant of 6,500 MTA capacity
- Calcium Chloride is designed for snow removal and deicing operation

## Fertilisers Revenue\* (Rs in Crores)



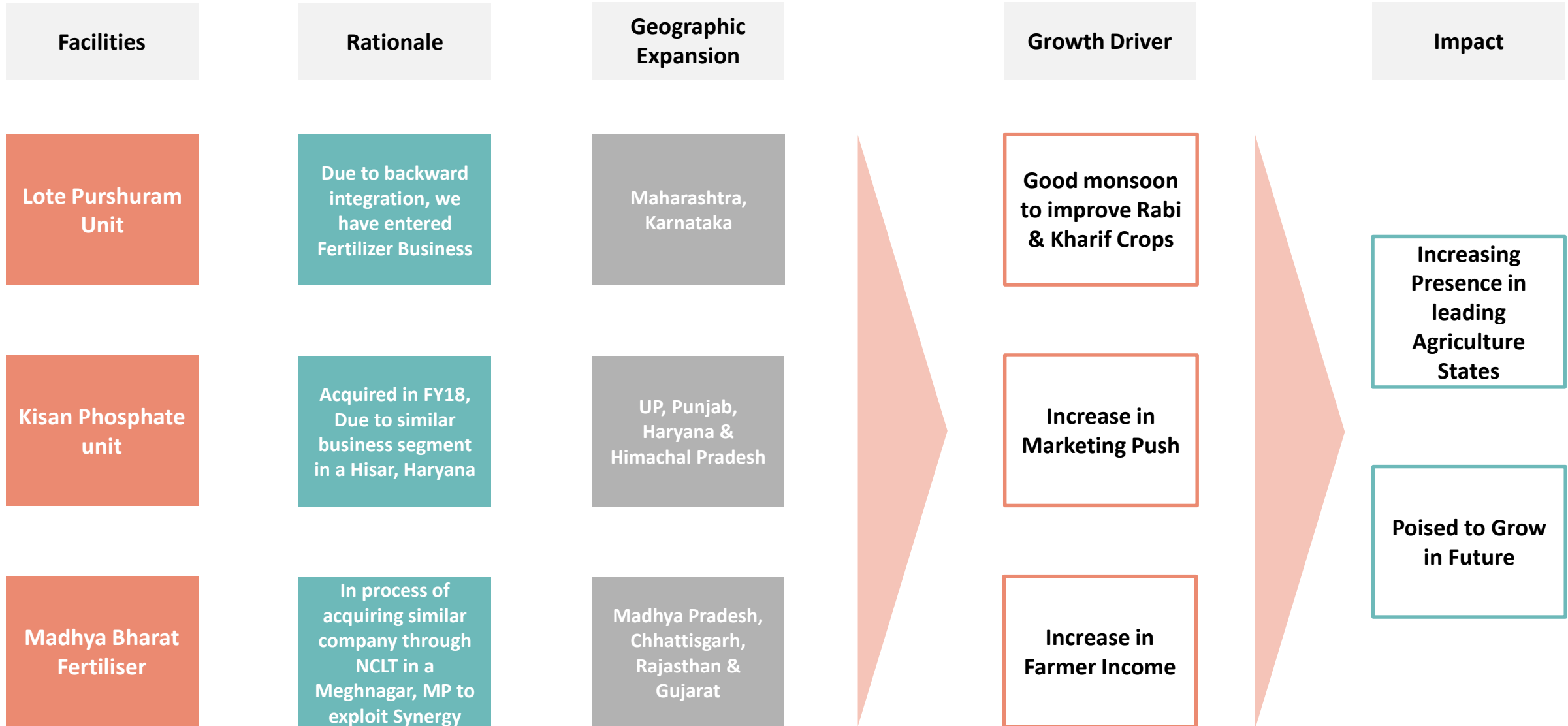
\*Including Kisan Phosphate which we acquired in FY18

Product*	Capacity in MTA
SSP	2,00,000
SOP	20,000
NPK	18,000
Soil Conditioner	12,000

**Marketing through +300 dealers through our own brand name through our own marketing channels**



# An Overview of Fertiliser Segment





# Manufacturing Capabilities



*Strategic location at Lote Parshuram, Maharashtra...*

**Unit 1 – Dye Intermediates**



**Unit 2 – SSP Granulation Plant**



**Unit 3 - New Reactive Dyes Plant**



**Unit 4 - SOP**



**Kisan Phosphates Pvt. Ltd.**



**New Application Lab for Testing of Dyes**



**Sulphuric Acid Plant**



**Commenced Sulphuric Acid plant of 100 TPD in Kisan Phosphates Pvt. Ltd.**

- To meet captive requirement of Acid & Power Plant of 700 KW capacity
- Expected to reduce power cost in said unit by ~25-30%

*... leading to operational and logistics efficiencies.*





# Our Strengths



Substantial increment in the contribution from Dyestuff Segment to our Revenue on a quarter on quarter basis

**Fast Paced Growth in our Dyestuff Segment**

We do not incur large costs on effluent treatment due to our zero waste model

**Zero Waste Chemical Company**

**Low Financial Leverage**

Very Low Debt with Debt to Equity nearly NIL

**Cost Efficiencies**

We are backward Integrated for Raw Material manufacturing

Use of High Pressure Steam generated from Acid Plant for Power Generation and Internal Consumption and also consume low pressure steam for general heating in the various plants, thus saving on fuel cost

**Internal Co-generation of Power**

All Major Facilities are within MIDC, Lotte Parshuram, Maharashtra, thus offering us numerous logistics and management control advantages

**Strategic Location**

**Own logistics Fleet**

For smooth transportation of raw material and products to Clients

**Inorganic Growth**

100% equity acquisition of Kisan Phosphates Pvt Ltd, Hisar, Haryana & In process of acquiring Madhya Bharat Phosphate, Dewas, MP





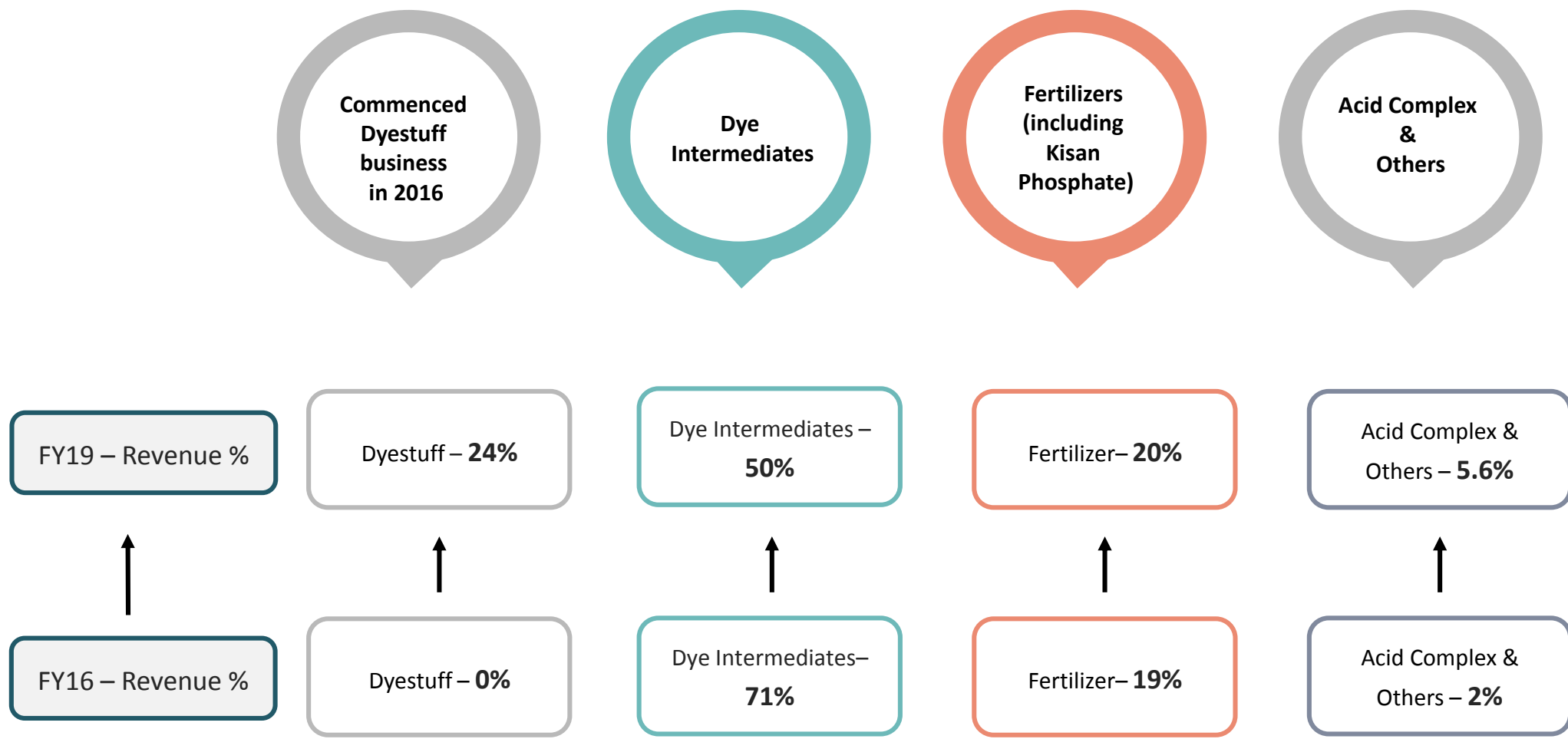
# ... Growth driven by Every Business Unit



## Export Growth

Export Revenue  
Rs 91 Crs **(20%)**

Export Revenue  
Rs 21 Crs **(8%)**





**Financial  
Highlights**

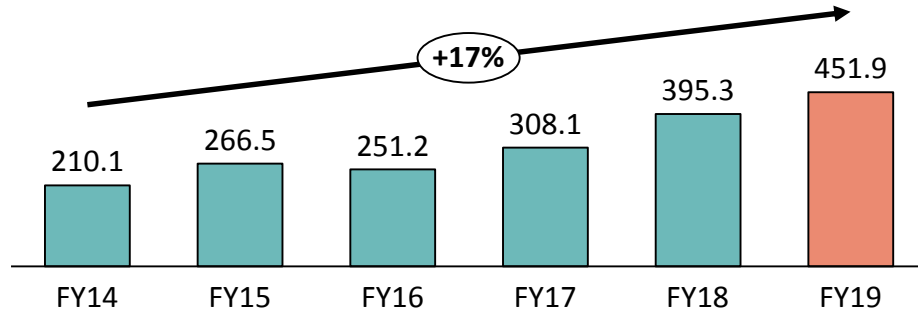


# Consistent Growth in Business

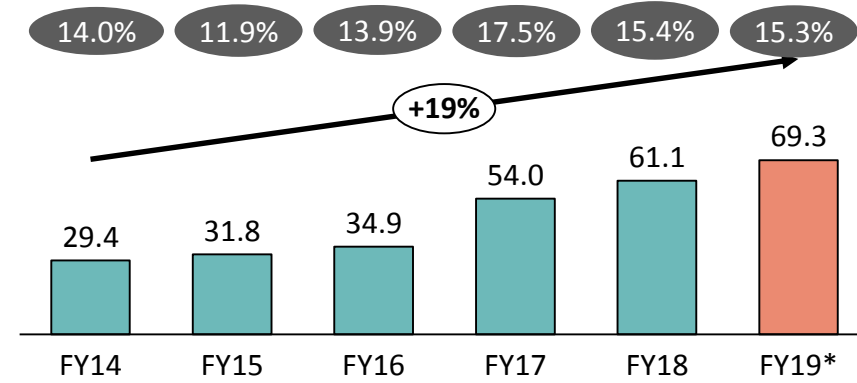


(Rs in Crores)

## Total Revenue from operations

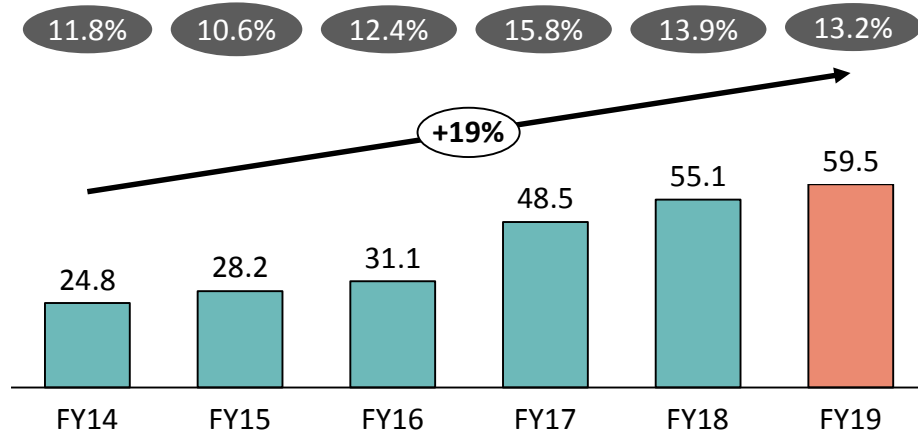


## EBITDA

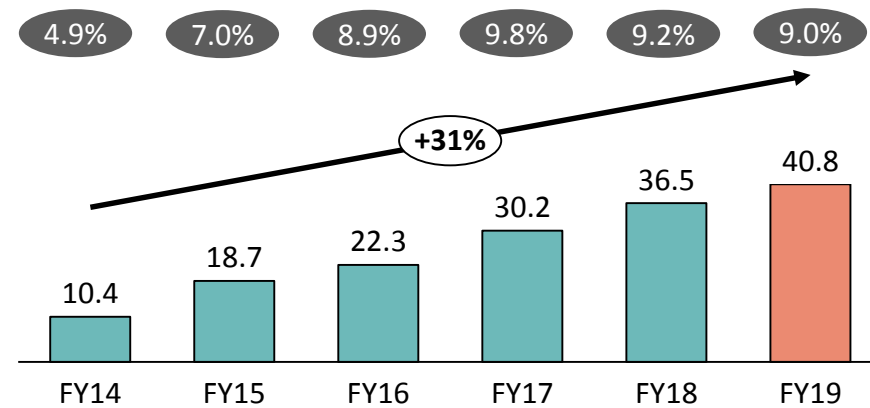


Margin

## EBIT



## PAT



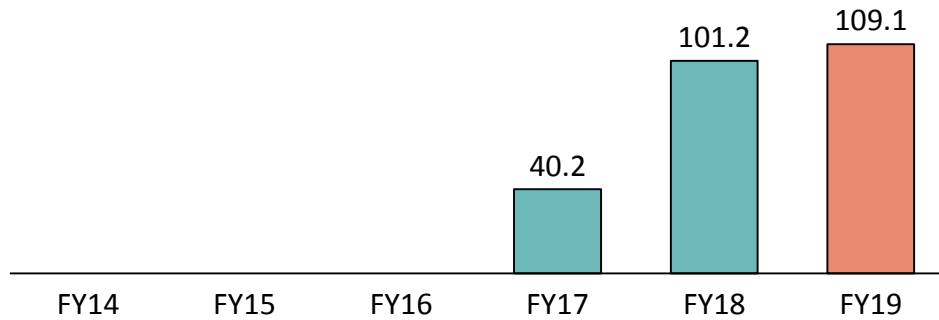


# Segmental Revenue Breakup

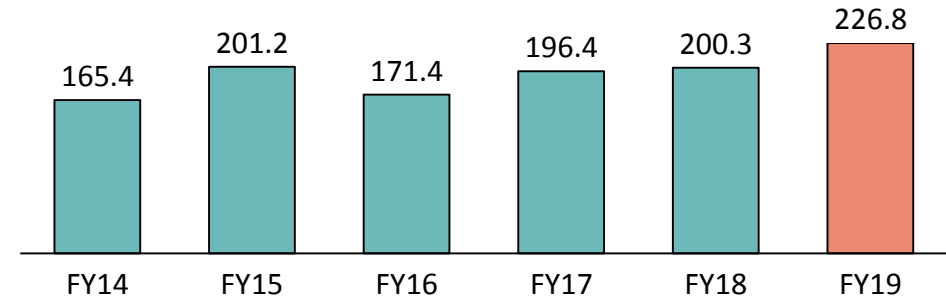


(Rs in Crores)

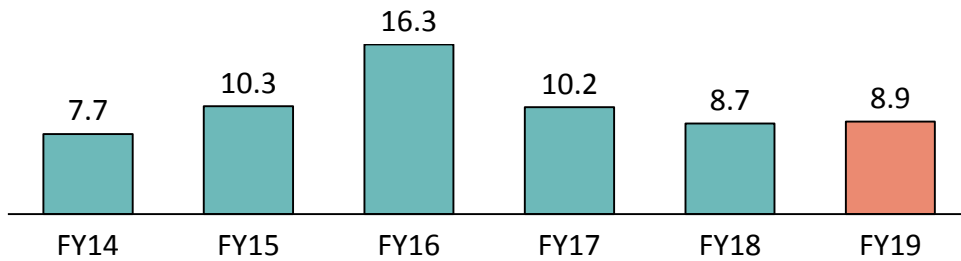
## Dyestuff



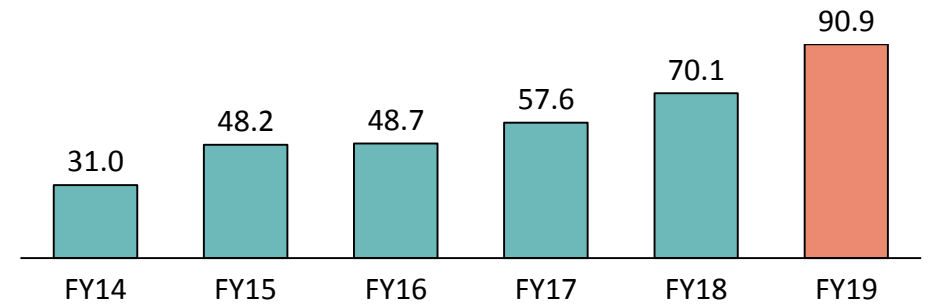
## Dye Intermediates



## Acid Complex



## Fertilisers



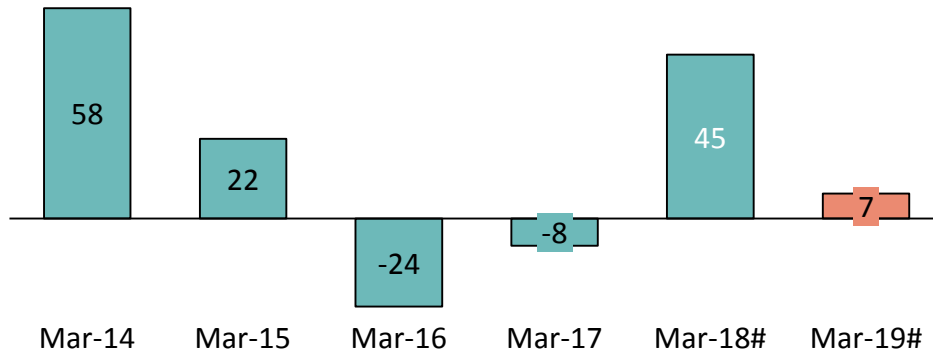
**Higher captive consumption of Dye Intermediates and Acids, for Production of Dyes**



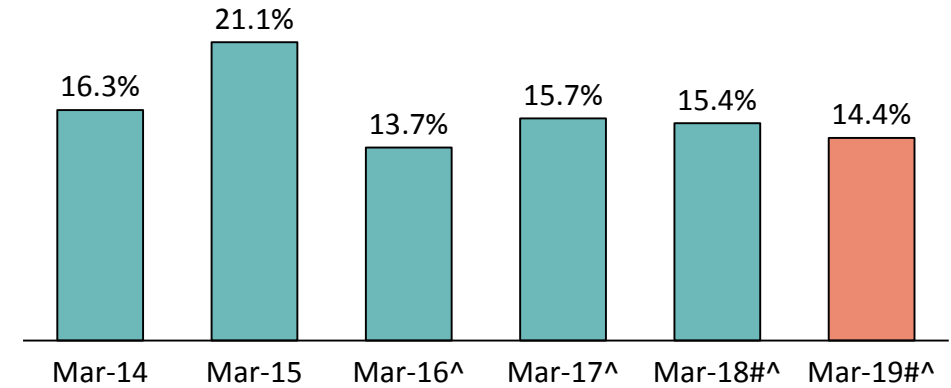
# Key Financial Parameters



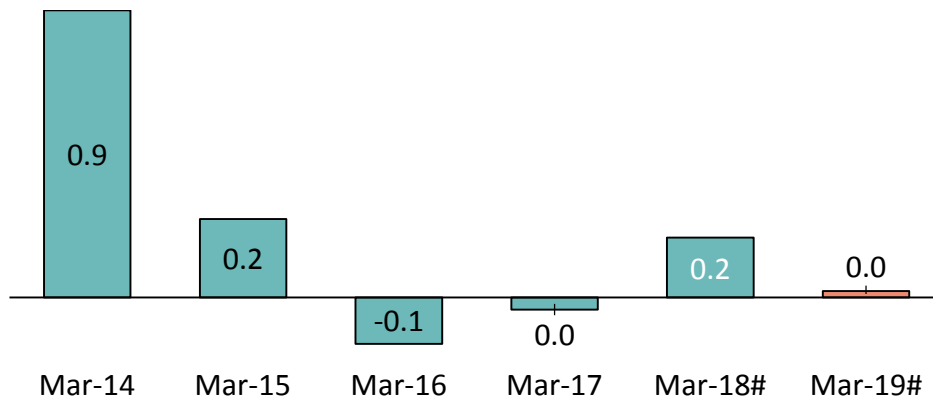
### Net Debt (x)



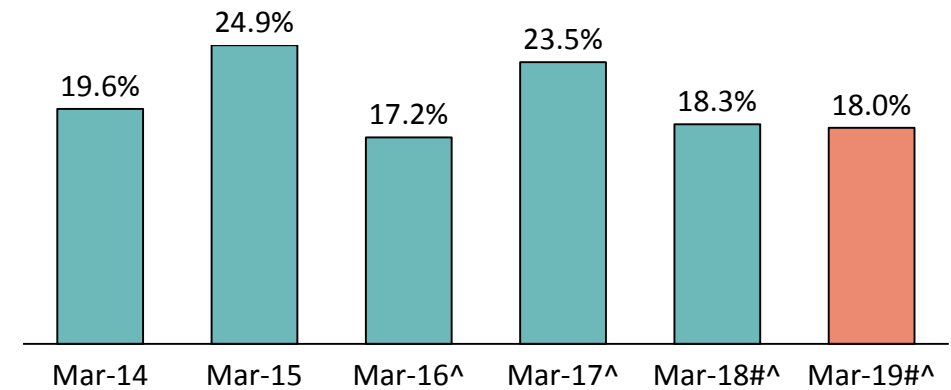
### ROE %



### Net Debt to Equity (x)



### ROCE %





## For further information, please contact

### Company :

#### **Shree Pushkar Chemicals & Fertilisers Ltd**

CIN: L24100MH1993PLC071376

Mr. S N Sengupta, Associate Director

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### Investor Relations Advisors :

#### **Strategic Growth Advisors Pvt. Ltd.**

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