



Transpek Industry Limited  
Off : 4th Floor, Lillieria 1038,  
Gotri Sevasi Road,  
Vadodara - 390021, Gujarat (India)  
Ph. : 0265-6700300 - 301

Date: 19<sup>th</sup> August, 2021

To,  
BSE Limited  
P.J. Towers,  
Dalal Street, Mumbai – 400 001  
Ref: Scrip Code: 506687

**Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith Investor presentation for August, 2021.

The aforementioned presentation will also be uploaded on the Company's website viz. [www.transpek.com](http://www.transpek.com).

We request you to take the above on your records and acknowledge receipt.

Thanking you,

Yours faithfully,  
For Transpek Industry Limited

Bimal V. Mehta  
Managing Director  
DIN: 00081171



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At. & Post: Ekalbara  
Taluka: Padra  
Dist.: Vadodara - 391 440  
Gujarat (India)  
Ph.: +91-2662-244444, 244318, 244309  
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Company Identification No.: L23205GJ1965PLC001343

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# Transpek Industry Limited

Investor Presentation  
August 2021

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## Q1 FY22 - Financial Highlights

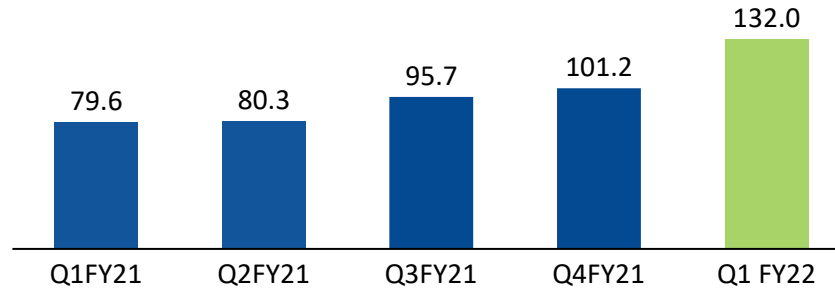
Business performance has seen a significant improvement over the last two quarters. The revenues in Q1FY22 was better as compared to Q4FY21 and Q1FY21. The application volumes are gradually restoring providing opportunity for the company to increase its revenue.

As a strategic move, derisking in terms of customer, product and regional concentration is going on and we have seen some small shift in regional spread. We also introduced three new products in last 6 months. While initial volumes are small, they are expected to grow over next few years. These products have applications in agrochemicals and pharmaceuticals.

With the world now learning to live with the pandemic and reasonably good vaccination drive across the world, the Company believes that the situation will further improve in terms of volume growth.

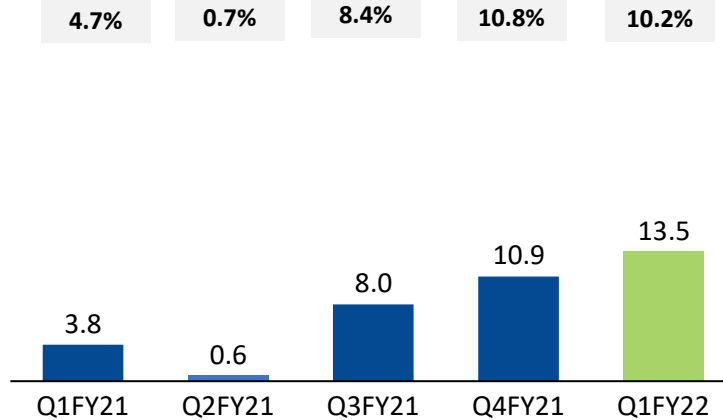
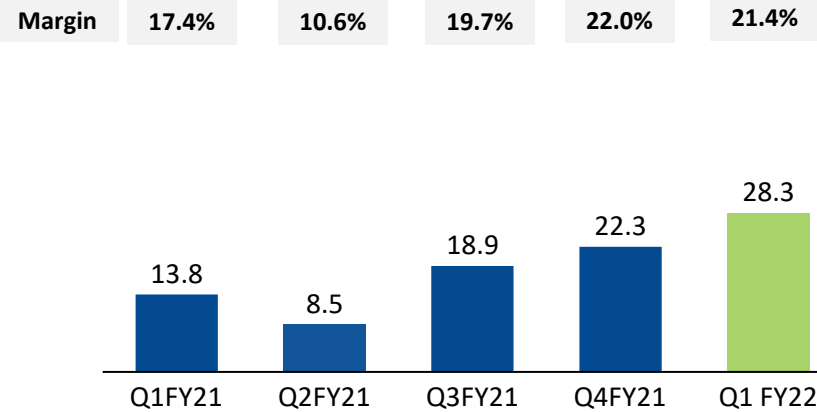
# Sequential Improvement in Performance

Revenue\* (Rs. In Cr)

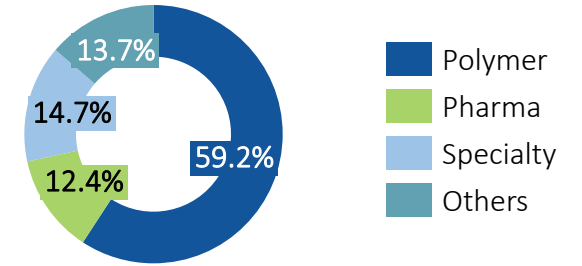


EBITDA\* (Rs. In Cr)

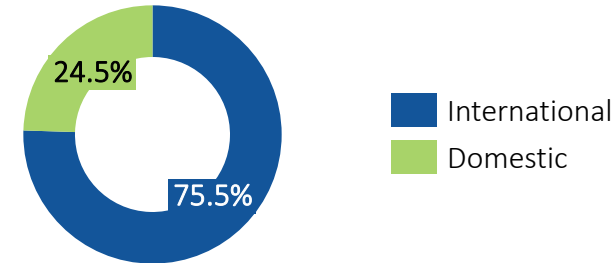
PAT (Rs. In Cr)



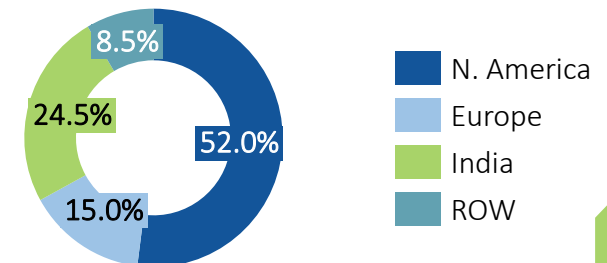
Q1 FY22 Sales Distribution based on Application



Q1 FY22 - Revenue Breakup



Q1 FY22 - Region wise break up



# Q1 FY22 – Consolidated Profit & Loss Account

Particulars (Rs. Crores)	Q1FY22	Q1FY21	Y-o-Y	Q4FY21	Q-o-Q
Revenue from Operations	121.7	74.7		96.5	
Other Income	10.3	4.9		4.7	
<b>Total Revenue from operations</b>	<b>132.0</b>	<b>79.6</b>	<b>65.8%</b>	<b>101.2</b>	<b>30.4%</b>
Cost of materials consumed	64.3	32.7		44.3	
Purchases of stock-in-trade	0.0	0.0		0.0	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-0.3	-0.2		4.0	
<b>Total Raw Material</b>	<b>64.0</b>	<b>32.6</b>		<b>48.3</b>	
Employee Expenses	12.9	12.1		9.9	
Other Expenses	26.8	21.1		20.7	
<b>EBITDA (Including Other Income)</b>	<b>28.3</b>	<b>13.8</b>	<b>104.7%</b>	<b>22.3</b>	<b>27.0%</b>
<b>EBITDA Margin (%)</b>	<b>21.4%</b>	<b>17.4%</b>		<b>22.0%</b>	
Depreciation	7.3	6.8		7.8	
<b>EBIT</b>	<b>21.0</b>	<b>7.1</b>	<b>197.7%</b>	<b>14.5</b>	<b>44.8%</b>
<b>EBIT Margin (%)</b>	<b>15.9%</b>	<b>8.9%</b>		<b>14.4%</b>	
Finance Cost	2.4	2.9		2.2	
Exceptional Item	0.0	0.0		0.0	
<b>Profit before Tax</b>	<b>18.7</b>	<b>4.2</b>	<b>346.9%</b>	<b>12.3</b>	<b>51.3%</b>
Tax	5.1	0.4		1.4	
<b>Profit After Tax</b>	<b>13.5</b>	<b>3.8</b>	<b>258.9%</b>	<b>10.9</b>	<b>23.5%</b>
<b>PAT Margin (%)</b>	<b>10.2%</b>	<b>4.7%</b>		<b>10.8%</b>	
EPS	24.21	6.74		19.61	

## Project & Capex

- As announced earlier, the new project has been put on hold. The management periodically reviews the situation and would announce any significant change in the status.
- The Capex for next two years will be based on the timing of the introduction of new products and any significant investment will be announced appropriately.

## Logistic & Sourcing

- The company has not faced any major sourcing issues due to pandemic. In case of logistics, there have been delays in getting berth of vessels and also delay in return of ISO tanks. Also, freight charges have increased as witnessed by the Industry. However, the company has been able to manage this quite well so that no significant effect is seen.

## Long Term Agreement

- The business has been recovering and has reached to good volume in Q1 FY 2022.
- It is expected that the volumes will continue to be good for the coming period.
- No change in contract terms due to pandemic situation.

## EBITDA

- Average expected EBITDA is about 16% to 20%. However, this can go beyond this range up or down as it is dependent on product mix (based on the demand), pricing and volumes.





## Transpek at Glance

# About us

Environment  
Protection



Founded by  
Shri. Govindji  
Shroff in 1965



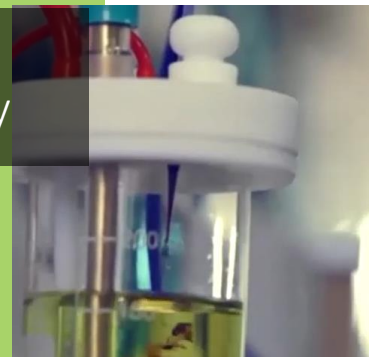
Over three  
decades of  
presence in the  
international  
market



Part of Excel  
group of  
companies

Over 5 decades  
experience in  
Sulphur and  
Chlorine  
Chemistry

Creative  
Chemistry



Customer  
Focus

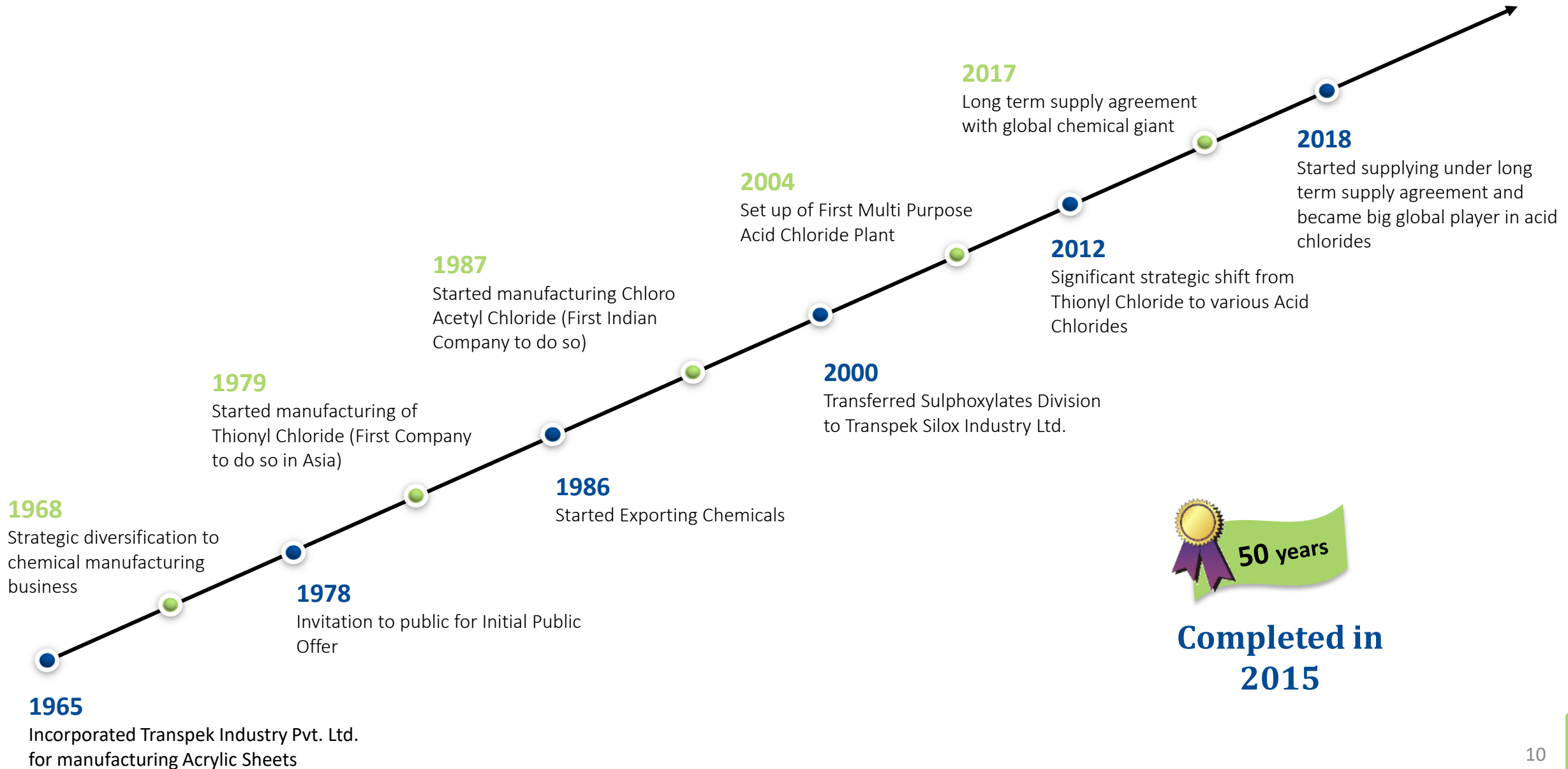


Exploring every  
possible  
compound  
from Sulphur  
and Chlorine

Headquartered  
in Vadodara, -  
approximately  
400 kms from  
Nhava Sheva



# Our journey over five decades



# Our products are supplied to varied industries

Leading global supplier for '**Chlorinated Products**' to various industry sectors ranging from Pharmaceuticals, Agrochemicals and dyes to pigments.

## Polymers



## Pharma



## Specialty Chemicals



## Agro Chemicals



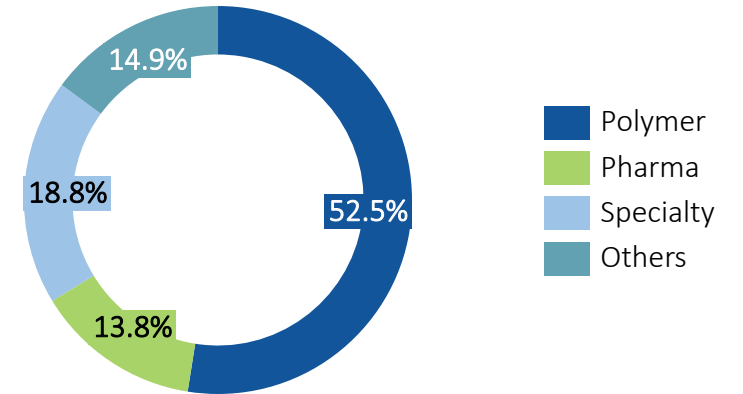
## Cosmetics



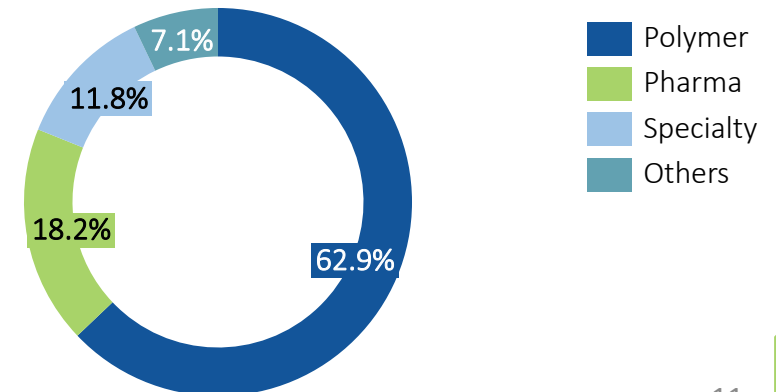
## Dyes



### Q4 FY21 Sales Distribution based on Application



### FY21 Sales Distribution based on Application



# Our products have multiple applications

## Diversified Products Across India's Fastest Growing Industries

- 2, 4, 6 Trimethyl Benzoyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution

### Specialty Chemicals

- Cocoyl Chloride
- Diethylene Glycol Dichloride
- Isononanoyl Chloride
- Lauroyl chloride

### Surfactants

- 2-Methoxyethyl chloride
- 2-Propoxyethyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Valeroyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Thionyl Chloride

### Agrochemical

- 2-Chloroethylamine Hydrochloride Solution
- Isophthaloyl Chloride
- m-Nitrobenzoyl chloride
- p-Nitrobenzoyl Chloride
- Sulphur Dichloride
- Sulphur Monochloride
- Terephthaloyl chloride
- Thionyl Chloride

### Dyes

- 2-Ethylhexanoyl chloride
- Isononanoyl Chloride
- Isophthaloyl Chloride
- Neodecanoyl Chloride
- Octanoyl chloride
- Pivaloyl chloride
- Terephthaloyl chloride

### Polymers

- 2-Chloroethylamine Hydrochloride Solution
- 4-Chlorobutyryl Chloride
- 2-Methoxyethyl chloride
- Diethylene Glycol Dichloride
- Isobutyryl chloride
- Lauroyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Decanoyl chloride
- n-Octyl chloride
- n-Valeroyl Chloride
- o-Toluoyl chloride
- Octanoyl chloride
- Pivaloyl chloride
- p-Nitrobenzoyl Chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Triethyleneglycol Dichloride
- Thionyl Chloride

### Pharma



“The company has a **strong experience** in manufacturing of products using chlorinated chemistry presenting **unending opportunities** for supply of **intermediates and specialty chemicals** suitable for **multiple applications**”.



# Our capabilities developed over years

## Research & Development

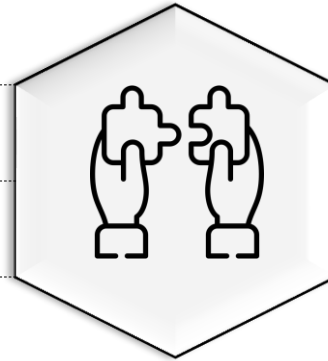
- ◇ In house development of products
- ◇ DSIR approved R&D Facility
- ◇ R&D Lab approved by MS University of Baroda for PhD research
- ◇ Kilo lab and Pilot plants for trials before commercializing plants

## Logistics

- ◇ Over 600 ISO tank management with own ISO tank repairs and cleaning stations

## Customer Base

- ◇ Long lasting and strong relationship with domestic and international buyers



## Sustainability Ratings

- ◇ ECOVADIS Sustainability platform – the company is rated very high with **‘Silver Badge’**
- ◇ One of those few Indian companies to have a separate Process safety function which was set up many years back.



## Manufacturing Capabilities

- ◇ Over 50 years of experience
- ◇ Unique recycling system with closed loop chemistry
- ◇ Expertise in chlorination chemistry

## Supply Chain

- ◇ Stable association with vendors and service providers

# Our clients trust in our capabilities & chemistries

Company has built an excellent reputation globally – Testament to our Reliability and Trustworthiness

Contract  
Period



10 years  
Exclusive contract with a  
**'MNC Giant'**

Products



Supply of **'Acid Chlorides'**

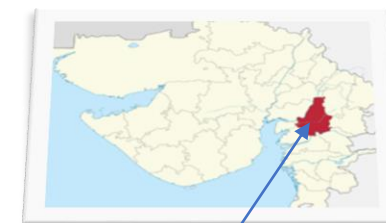
Global  
Player



**'Global Recognition and  
Visibility'**

- Long-term supply agreement commenced from 1st January 2018
- High performance product with dedicated manufacturing facility
- Positive effect on the turnover of the Company
- Augmented already solid reputation among Global Chemical Giants.
- EPS accretive

# Our plants are multipurpose and multiproduct



## **Ekalbara**

Located ~25 km away from the headquarter location at Vadodara, Gujarat.

- ★ Dedicated multipurpose and multiproduct plants spread over 100 acres with total production capacity of 66,000 MTPA.
- ★ Having an expert team of engineers for **Process Scale-up, Plant Design, Erection, and Commissioning**
- ★ Having a facility to take up **contract manufacturing** as well as job work facility for our customers to provide them **economically viable solutions**.
- ★ Handle projects for global clients in the areas of **pharmaceuticals, agrochemicals and specialty chemicals** by **deploying our expertise in chlorination technology** along with other core technologies

- Strategically located in largest chemical manufacturing zone
- ~ 400 kms away from Nhava Sheva Seaport, Mumbai
- Mundra, Pipavav and Hazira seaports are also well in reach
- Vadodara is also having ICD (Inland Container Depot) which is well connected to rail network with different regional ports

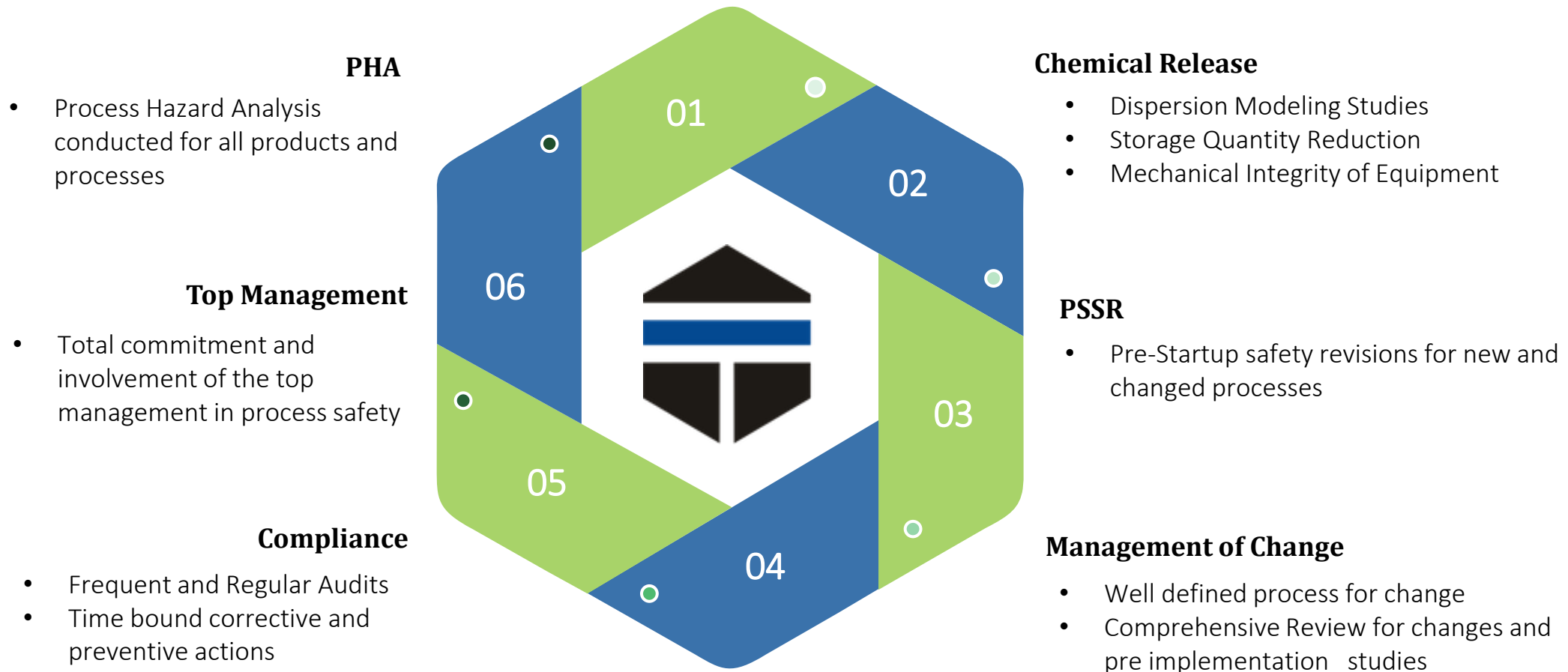




## Research & Development

- Developed a comprehensive in-house R&D facility **recognized by the Department of Science & Technology, Government of India**, which is equipped with latest technology and equipment
- Every new and existing product undergoes a constant research at our lab
- Derived **competitive edge in manufacturing of Acid Chlorides and Alkyl Chlorides**, which have wide applications. We have developed several products and started its commercial production and supply.
- We have the **facility of gram lab, kilo lab and pilot plant to scale up the process.**
- It also **approved by Maharaja Sayajirao University of Vadodara** for allowing students pursuing Doctorate of Philosophy (Ph. D) to conduct research and experiments.

# Our top management is committed to process safety



## Separate Process Safety Management Team

- Chemical Engineers
- Chemists
- Safety Professionals
- Automation Professionals

## Logistics

- Safe, systematic and sustainable transportation is a **key challenge to ever changing global chemical industry**
- **Pioneers in developing in-house ISO Tank station** which is well equipped with state-of-the-art technology
- We manage over 600 ISO Tanks for safe and secure transportation of our products
- Each tank is closely monitored for its efficient utilization and periodically inspected by competent authority
- Our team provides end to end support to deliver the material in ISO Tanks
- Facilitated many customers in transitioning to use ISO Tanks using our technological competence

## Packaging

- We offer different sizes of drum packing for our products which are **UN approved and certified by Indian Institute of Packaging**
- All packing, marking and labeling are prepare & ship **as per IMDG and IATA guidelines**

# Our products are delivered across the globe

## One of the Pioneering Global Exporters from India since 1986

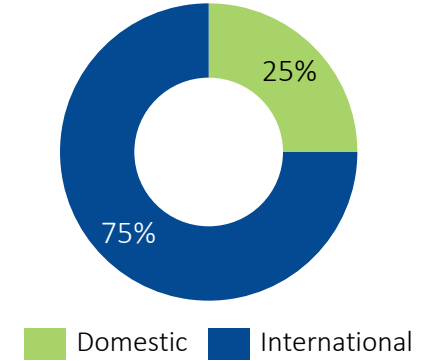
Long term relations with Leading Global Chemical Giants



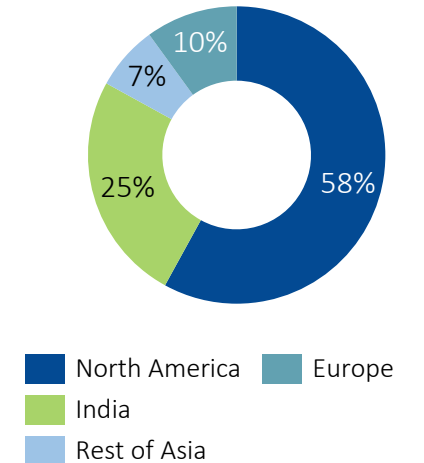
For India & The World

Presence across **14** Countries

### FY21 - Revenue Breakup



### FY21 - Region-wise Breakup





# Our board has vast industry experience



**Mr. Ashwin C. Shroff | Chairman**

He is a science graduate, Mr. Shroff have emerged stronger, helping the growth of Industrial chemicals, Agro chemicals and Environment related businesses. He was the President o Indian Chemical Council (1996–1998). He is member of FICCI Environment Committee and FICCI Chemicals Committee



**Mr. Bimal Mehta | Managing Director**

He is a qualified CA by profession. He has worked on C level positions in Indian and multi-national companies. He has 33 years of experience in Business Strategy, Market Growth, Customer Relationships and Finance



**Mr. Atul G. Shroff | Director**

He had been the MD of the Company from 1981 to Nov 2017, has grown through the ranks of the Company since its inception. His keen sense of understanding the chemical processes has resulted in development of several innovative and appropriate improvements in our various plants



**Mr. Dipesh K. Shroff | Director**

He holds a Diploma in Civil Engineering, M.E.P. from IIM, Ahmedabad and OPM from Harvard Business School, Boston; he is presently the MD of Agrocet Industries Pvt. Ltd



**Mr. Ravi A. Shroff | Director**

He is B.E. (Chemical Engineering) and M.S. (Chemistry). He is also holding directorship in several private limited companies and one Investment Company. He is also a partner in several partnerships. Presently he is the MD in Excel Industries Ltd



**Mr. Ninad D. Gupte | Independent Director**

He is a B.Sc degree from Bombay University, PGDBM (XLRI-Jamshedpur), and Diploma in Tax Management (Bajaj Institute of Management-Bombay University). He has 39 years of experience with the industry in the field of chemicals, petrochemicals and agrochemicals



**Mr. Bernd Dill | Independent Director**

He is a German national, having emphasis on mathematics and natural sciences, Doctoral Thesis in Chemistry “Summa Cum Laude” at Frankfurt University. Recently, he has left his latest position as Executive Vice President Technology of Lurgi AG in Frankfurt and started his own company, Dr. Bernd Dill Consulting, based in Germany and Switzerland



**Mr. Nimish U Patel | Independent Director**

He has 23 years of experience with the industry in the field of Electro Plating, Textile and Pharma Industries. He is the MD of Shri Dinesh Mills Ltd. He is also holding the position of Director in Ultramarine & Pigments Ltd. He is also the Chairman and MD of Dinesh Remedies Ltd, a subsidiary of Shri Dinesh Mills Ltd



**Ms. Geeta Goradia | Independent Director**

She is MA Honors in Industrial Economics and Law from Maharaja Sayajirao University of Vadodara. She started her career as a Management Trainee in Mukund Iron & Steel Works, Mumbai and reached to a level of MD of renowned Company of Vadodara viz. Jewel Consumer Care Pvt. Ltd.



**Mr. Hemant J. Bhatt | Independent Director**

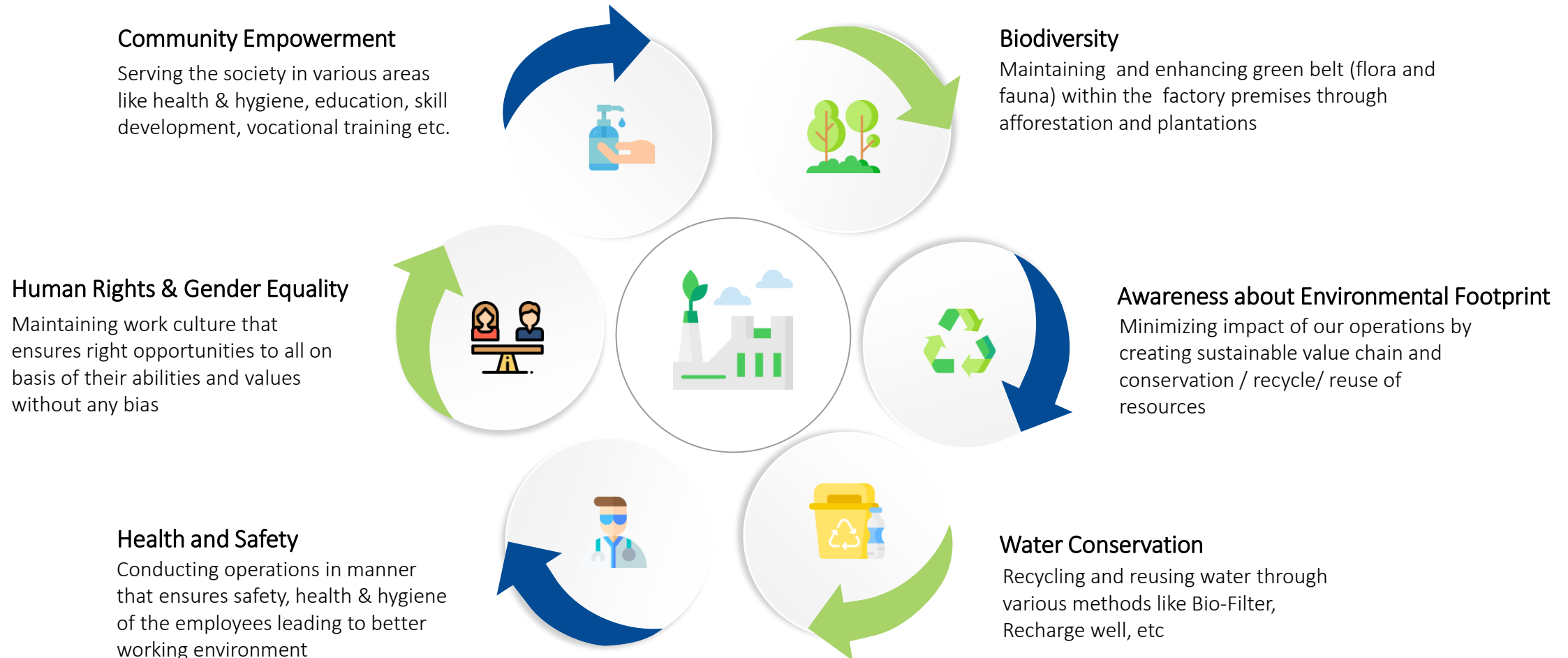
He is having 29 years of post qualification experience in the financial domain. The scope of excellence includes field of Auditing, Project consulting, Fund syndication, Merchant Banking Activities, Financial Consulting, Risk Management, Corporate Governance, Six Sigma, IFRS, XBRL, SOX. He had been designated as the head of Gujarat Operations for BDO Consulting Pvt. Ltd.



**Mr. Anandmohan Tiwari | Independent Director**

He has worked as a member of the Indian Administrative Service for 34 years, out of which for 20 years in social sector namely women’s empowerment, rural development, tribal development, education and CSR. He has worked as MD in Gujarat Narmada Valley Fertilizers Company, Gujarat Alkalies and Chemicals Ltd, Vadodara and Gujarat State Fertilizers & Chemicals, Ltd, Vadodara

# Our company has adopted a sustainable method of doing business



## Well Established, Efficient & Effective Safety and Environmental Practices

Accredited with ISO 9001:2015, ISO 14001:2015, BS OHSAS 18001:2007 for Management System and ISO 50001:2011 for Energy Management System



ESG at the heart of all we do

## Women Empowerment Workshops

Understanding the needs of communities, addressing them through need-based projects and making them work together to help create game changing development for sustainable growth



## Vocational Training

Our vision is to actively contribute towards creating innovative and sustainable solutions in the fields of health, education, vocational training and skill building and in doing so, build a better sustainable way of life for the weaker sections of the society



## Solidifying the base

Focus on all round development of children with special teaching classes for academic purpose and workshops having various activities



## Health Awareness

Several sessions arranged for creating health awareness on issues like HIV, Anemia, Women's Health and hygiene, Cancer etc. Special medical check up camps are also arranged for addressing their health issues and for providing medicines and guidance to everyone



## Strengthening the Foundation





# Awards and Recognitions – A glimpse

## Government of Gujarat: Excellence in CSR Award



Shri Atul Shroff MD & Union Leader Shri Ashok Narsinh receiving the award at the hands of Hon. O. P. Kohli – Governor of Gujarat

## FGI Award for Excellence in the field of Environment Pollution Abatement & Preservation



Shri Bimal V. Mehta, ED, receiving Federation of Gujarat Industries Award at the hands of Shri Manohar Parrikar, Minister of Defence, Government of India

## Indian Chemical Council: Best in Social Responsibility Award



Vice President (Marketing) and Dy. General Manager (HRM) receiving the Indian Chemical Council Award for Social Responsibility

Many Awards in Social Responsibility, Environment Protection & Water Conservation  
Recognition for Company's Values, Ethics and Social Commitment

# Environment, health and safety



Rainwater harvesting and recharging



Green cover in Transpek premise



Safety is our responsibility

We have **Full-fledged Effluent management system** with a licensed discharge facility to the central Effluent channel  
Our company has **100 acres of land** with a green belt of more than **30,000 trees** within its premises



# Socially responsible at the time of COVID – 19

## Activities done during COVID-19:



Arranged for immunity boosting medicines including multi vitamins, zinc and iron sucrose injections, as per the requirements of Primary Health Centre – Mujpur, along with gloves and sanitizer bottles for their health staff



During the lockdown period, packed lunches were provided from our factory's canteen to various Govt. personnel on duty



Distribution of masks, sanitizer bottles, homeopathic medicines etc in Ekalbara and Mahuvad villages



Help to Employees - Personal attention on wellbeing, Distribution of Preventive Ayurvedic and Homeopathic Medicine & Increase in Medical and Life Insurance Limits



Donation of Sanitization Tunnel at District Collector Office



Contribution to Chief Minister's Fund



Provided Infusion Pumps to Govt. Hospital.  
Oxygen provided to Employees, Individuals and Hospitals



Company's ambulance was given to SSG Hospital, Vadodara for 10 days to transport patients infected with COVID-19





## Historical Financial Highlights

# FY21 – Consolidated Profit & Loss Account

Particulars (Rs. Crores)	FY21	FY20	Y-o-Y
Revenue from Operations	339.4	565.6	
Other Income	17.3	17.4	
<b>Total Revenue from operations</b>	<b>356.7</b>	<b>583.0</b>	<b>-38.8%</b>
Cost of materials consumed	159.3	253.1	
Purchases of stock-in-trade	0.0	0.0	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	3.2	7.2	
<b>Total Raw Material</b>	<b>162.6</b>	<b>260.3</b>	
Employee Expenses	44.9	49.4	
Other Expenses	84.8	138.0	
<b>EBITDA (Including Other Income)</b>	<b>64.4</b>	<b>135.3</b>	<b>-52.4%</b>
<b>EBITDA Margin (%)</b>	<b>18.1%</b>	<b>23.2%</b>	
Depreciation	28.5	25.9	
<b>EBIT</b>	<b>35.9</b>	<b>109.4</b>	<b>-67.1%</b>
<b>EBIT Margin (%)</b>	<b>10.1%</b>	<b>18.8%</b>	
Finance Cost	10.4	15.9	
Exceptional Item	0.0	0.0	
<b>Profit before Tax</b>	<b>25.5</b>	<b>93.5</b>	<b>-72.7%</b>
Tax	2.2	20.6	
<b>Profit After Tax</b>	<b>23.3</b>	<b>73.0</b>	<b>-68.1%</b>
<b>PAT Margin (%)</b>	<b>6.5%</b>	<b>12.5%</b>	
EPS	41.74	130.62	

# Mar'21 - Consolidated Balance Sheet

Liabilities (Rs. Crores)	Mar-21	Mar-20
<b>Equity</b>		
Equity Share capital	5.6	5.6
Other Equity	374.2	332.9
<b>Total Equity</b>	<b>379.8</b>	<b>338.5</b>
<b>Financial liabilities</b>		
(i) Borrowings	44.3	44.6
(ii) Lease liabilities	7.1	9.6
Provisions	3.1	3.6
Deferred tax liabilities (Net)	58.5	56.5
<b>Total Non Current Liabilities</b>	<b>113.0</b>	<b>114.3</b>
<b>Financial liabilities</b>		
(i) Borrowings	27.0	32.3
(ii) Trade Payables	36.2	52.2
(iii) Other financial liabilities	32.4	40.7
(iv) Lease liabilities	9.2	9.0
Provisions	0.3	0.3
Other current liabilities	1.3	1.5
Current tax liabilities (Net)	0.2	0.0
<b>Total Current Liabilities</b>	<b>106.4</b>	<b>135.9</b>
<b>Total Equity and Liabilities</b>	<b>599.2</b>	<b>588.7</b>

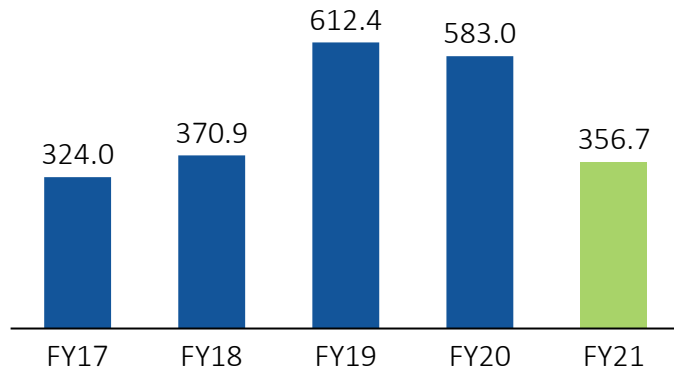
Assets (Rs. Crores)	Mar-21	Mar-20
<b>Non Current assets</b>		
Property, Plant and Equipment	271.5	270.7
Capital work-in-progress	13.9	18.6
Right to use of lease assets	15.6	16.0
Investment In subsidiary	0.0	0.0
Financial Assets		
(i) Investments	142.1	117.9
(iii) Loans	0.9	1.8
(ii) Other financial assets	1.2	1.3
Other non-current assets	0.3	3.9
<b>Total Non Current Assets</b>	<b>445.5</b>	<b>430.1</b>
<b>Current Assets</b>		
Inventories	36.7	49.7
<b>Financial Assets</b>		
(i) Trade receivables	76.1	89.8
(ii) Cash and cash equivalents	15.5	0.4
(iii) Bank balances other than above	6.7	0.7
(iv) Loans	0.0	0.0
(v) Other financial assets	3.1	2.1
Other current assets	15.6	15.9
<b>Total Current Assets</b>	<b>153.7</b>	<b>158.6</b>
<b>Total Assets</b>	<b>599.2</b>	<b>588.7</b>

# Mar'21 - Consolidated Cash Flow Statement

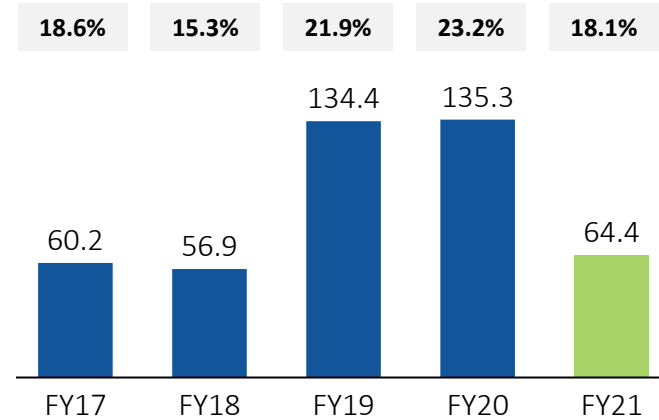
Particulars (Rs. Crores)	Mar-21	Mar-20
<b>Net Profit Before Tax</b>	<b>25.5</b>	<b>93.5</b>
Adjustments for: Non Cash Items / Other Investment or Financial Items	33.6	39.3
<b>Operating profit before working capital changes</b>	<b>59.1</b>	<b>132.8</b>
Changes in working capital	2.4	2.0
<b>Cash generated from Operations</b>	<b>61.5</b>	<b>134.8</b>
Direct taxes paid (net of refund)	(3.8)	(24.2)
<b>Net Cash from Operating Activities</b>	<b>57.8</b>	<b>110.6</b>
<b>Net Cash from Investing Activities</b>	<b>- 16.8</b>	<b>- 33.2</b>
<b>Net Cash from Financing Activities</b>	<b>- 26.0</b>	<b>- 77.2</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>15.1</b>	<b>0.2</b>
Add: Cash & Cash equivalents at the beginning of the period	0.4	0.2
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>15.5</b>	<b>0.4</b>

# Consolidated Financial Highlights

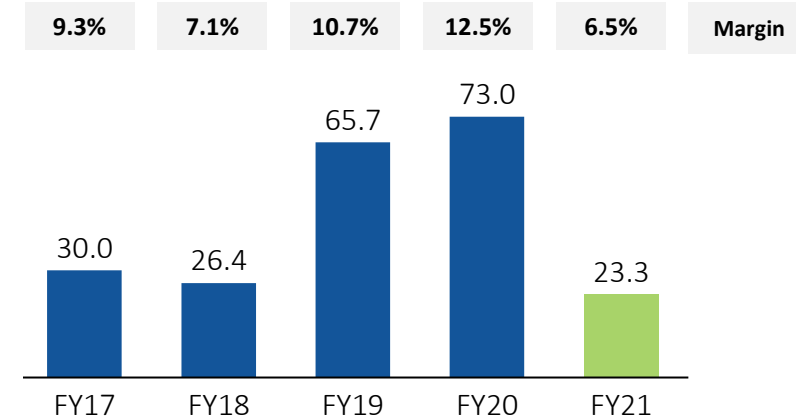
Revenue\* (Rs. In Cr)



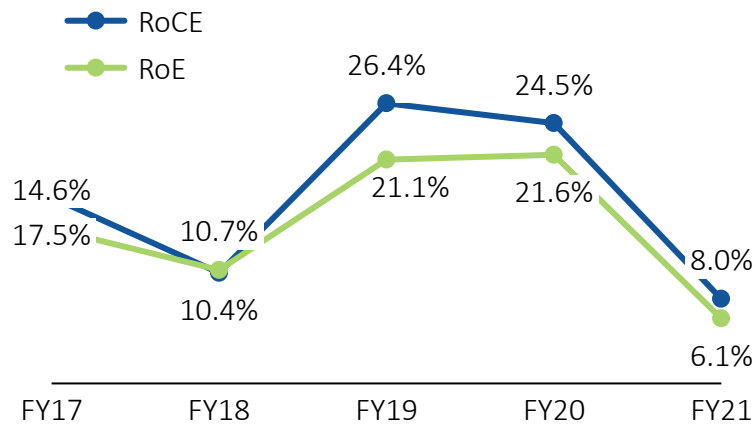
EBITDA\* (Rs. In Cr)



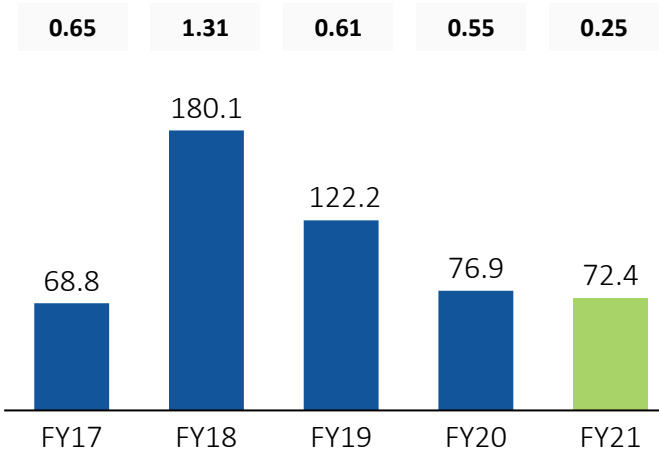
PAT (Rs. In Cr)



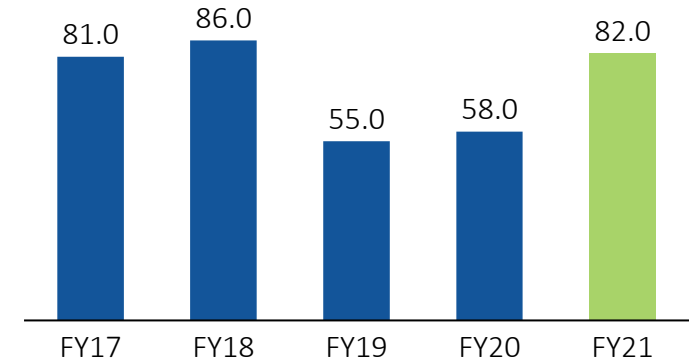
ROCE & ROE (%)



Debt (Rs. In Cr) & Debt / Equity (x)

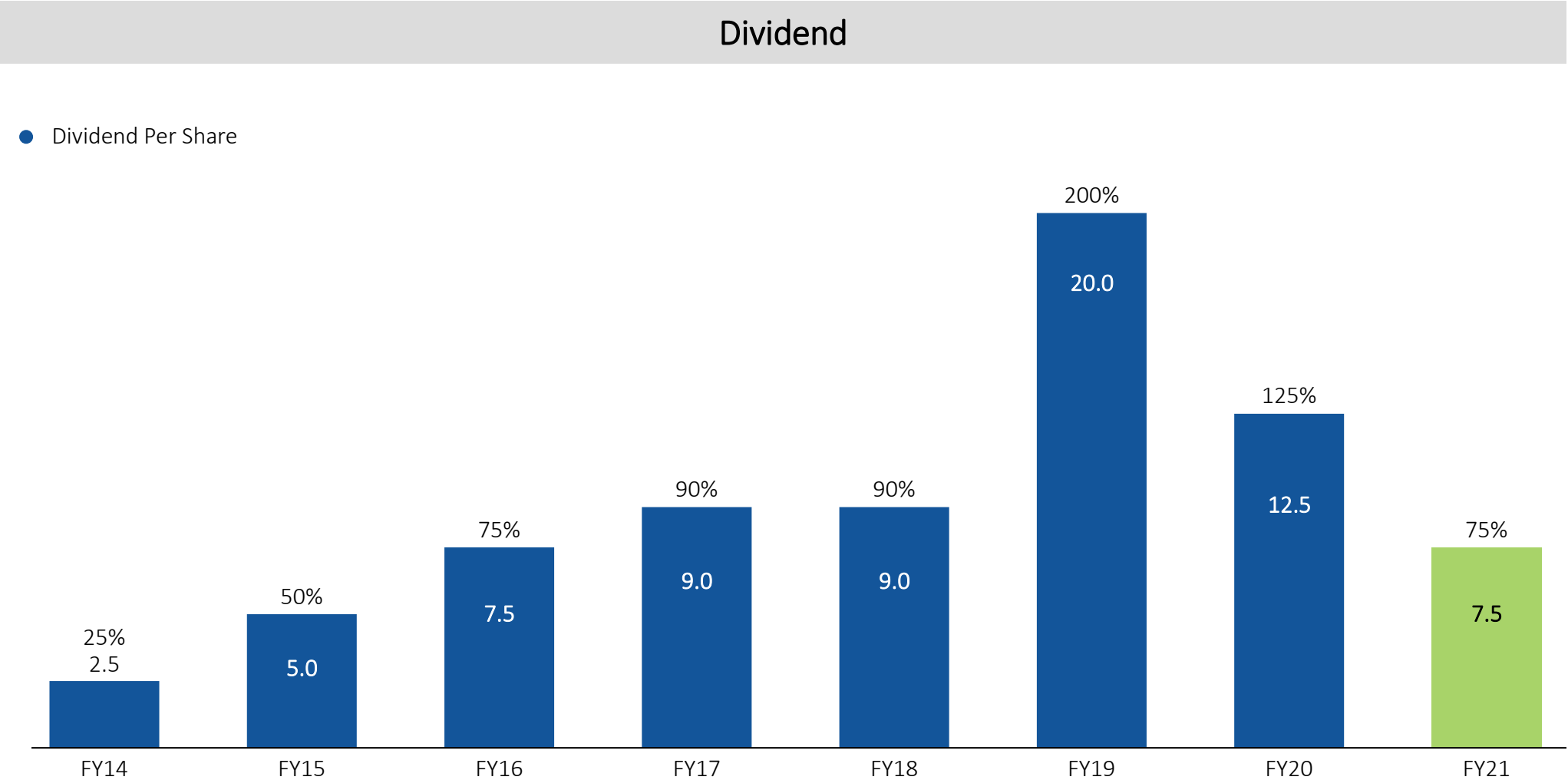


Net Working Capital (No. of days)





# Consistent Dividend Performance





## Way Forward

## De-risking

- The company is focusing on reducing customer, product and regional concentration.
- It is to be noted that customer/product concentration has helped company to improve its performance significantly in 2018-19 and 2019-20 bringing in stability and financial strength. However, considering the long term growth and need to minimize impact of challenges to specific application segment/s due to market situation, the company has already started adding new products and customers as well working to change the regional concentration.
- As a Long Term De-risking Strategy, the company is targeting balanced volume distribution among four to five application segments.

## New Products

- The company is targeting growth from products having the following application profile
  1. Pharma Intermediates
  2. Agro Intermediates
  3. Polymers and plastics
  4. Photo initiators
  5. Electronics
  6. Personal Care Products
- The Company has introduced two more new Acid Chlorides recently.
- All other new products are at different stages of development and shall be introduced after the completion of development and validation by the customers.

## Contact Information

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# THANK YOU

