

+91 265 2335444, 2335757, 2358236
2342262, 2334141
P H O N E

+91 265 2335758
F A X



Transpek Industry Limited

Reg. Office:
6th Floor, Marble Arch
Race Course Circle
Vadodara - 390 007, Gujarat, (India)

Date: 21st November, 2020

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 November, 2020.

The aforementioned presentation has been uploaded on the Company's website viz. 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**



Works:
At. & Post: Ekalbura
Taluka: Padra
Dist.: Vadodara - 391 440
Gujarat (India)
Ph.: +91-2662-244444, 244318, 244309
Fax: +91-2662-244439, 244207



Company Identification No.: L23205GJ1965PLC001343

www.transpek.com
WEBSITE
inquiry@transpek.com
EMAIL

11/11/04/2019

Transpek Industry Limited

Investor Presentation
November 2020

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Transpek at Glance

About us



Environment
Protection

Founded by
Shri. Govindji
Shroff in 1965



Creative
Chemistry



Over three
decades of
presence in the
international
market

Part of Excel
group of
companies

Over 5 decades
experience in
Sulphur and
Chlorine
Chemistry

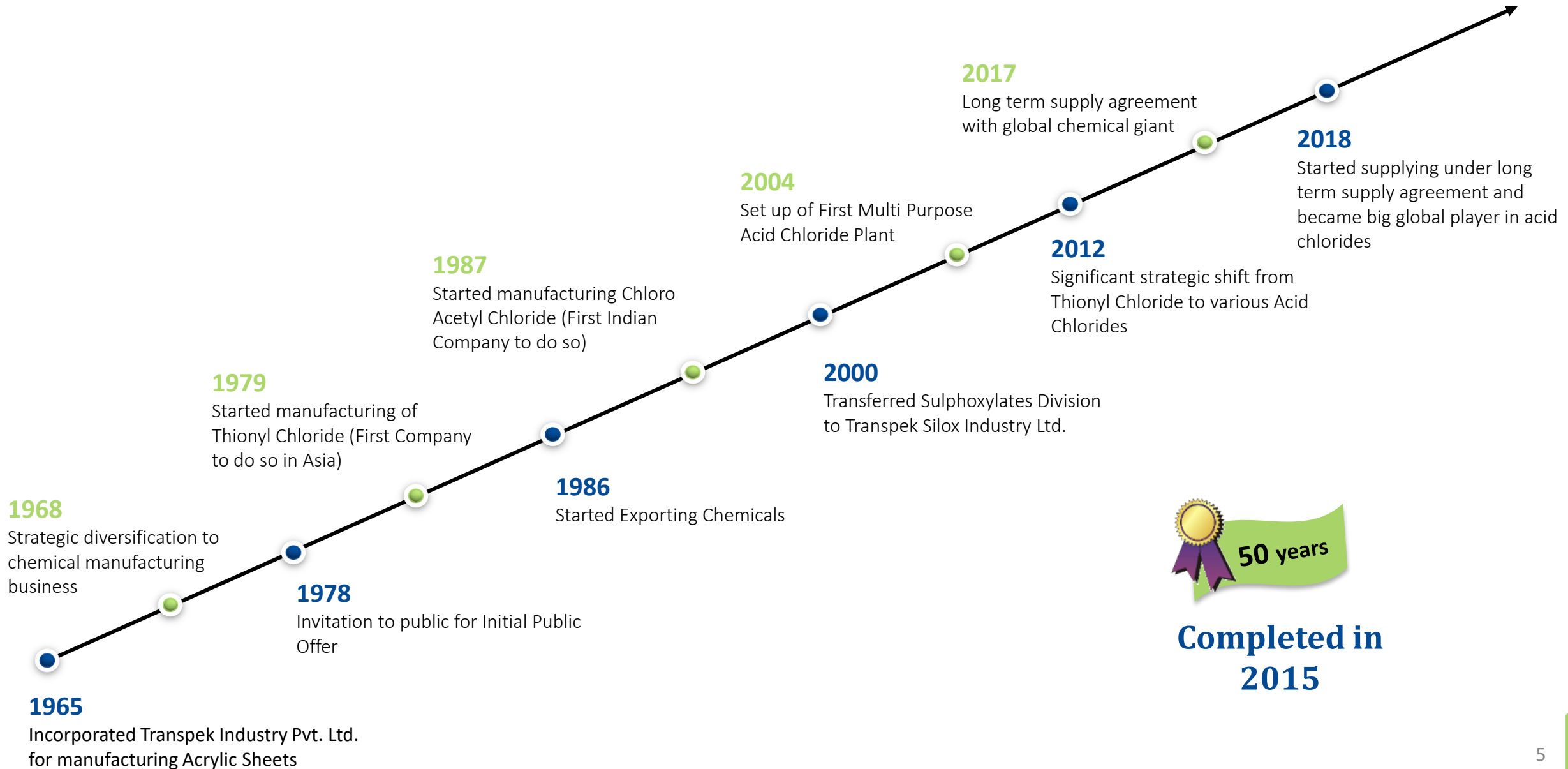


Customer
Focus

Exploring every
possible
compound
from Sulphur
and Chlorine

Headquartered
in Vadodara, -
approximately
400 kms from
Nhava Sheva

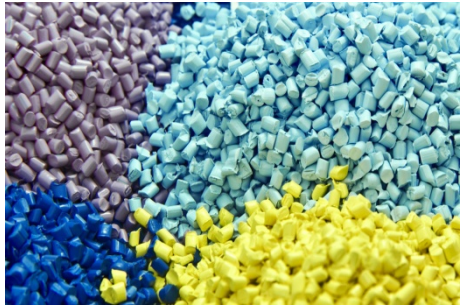
Our journey over five decades



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



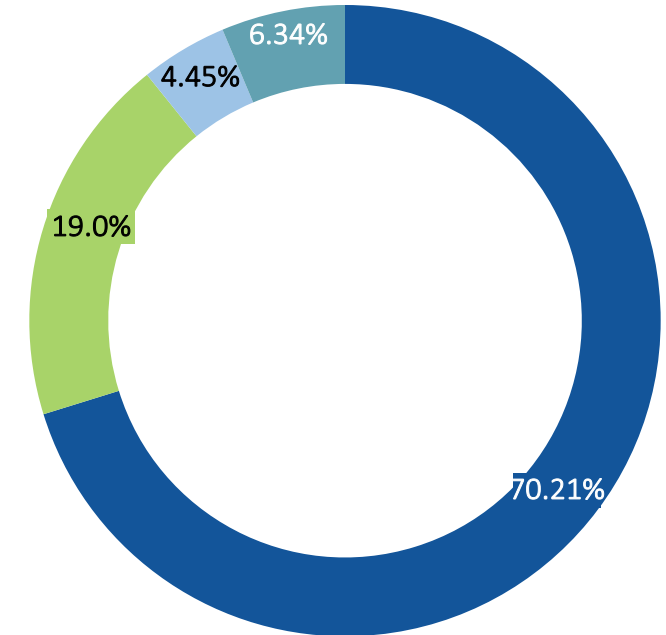
Cosmetics



Dyes



Q2 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

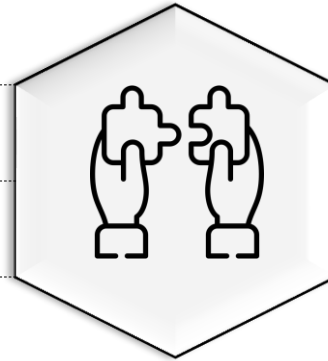
- ◇ In house development of products
- ◇ DSIR approved R&D Facility
- ◇ R&D Lab approved by MS University of Baroda for PhD research
- ◇ Kilo lab and Pilot plants for trials before commercializing plants

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

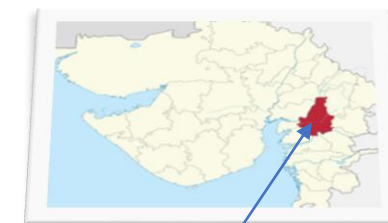
- High performance product with dedicated manufacturing facility

- 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 MT/P.A.
- ★ 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

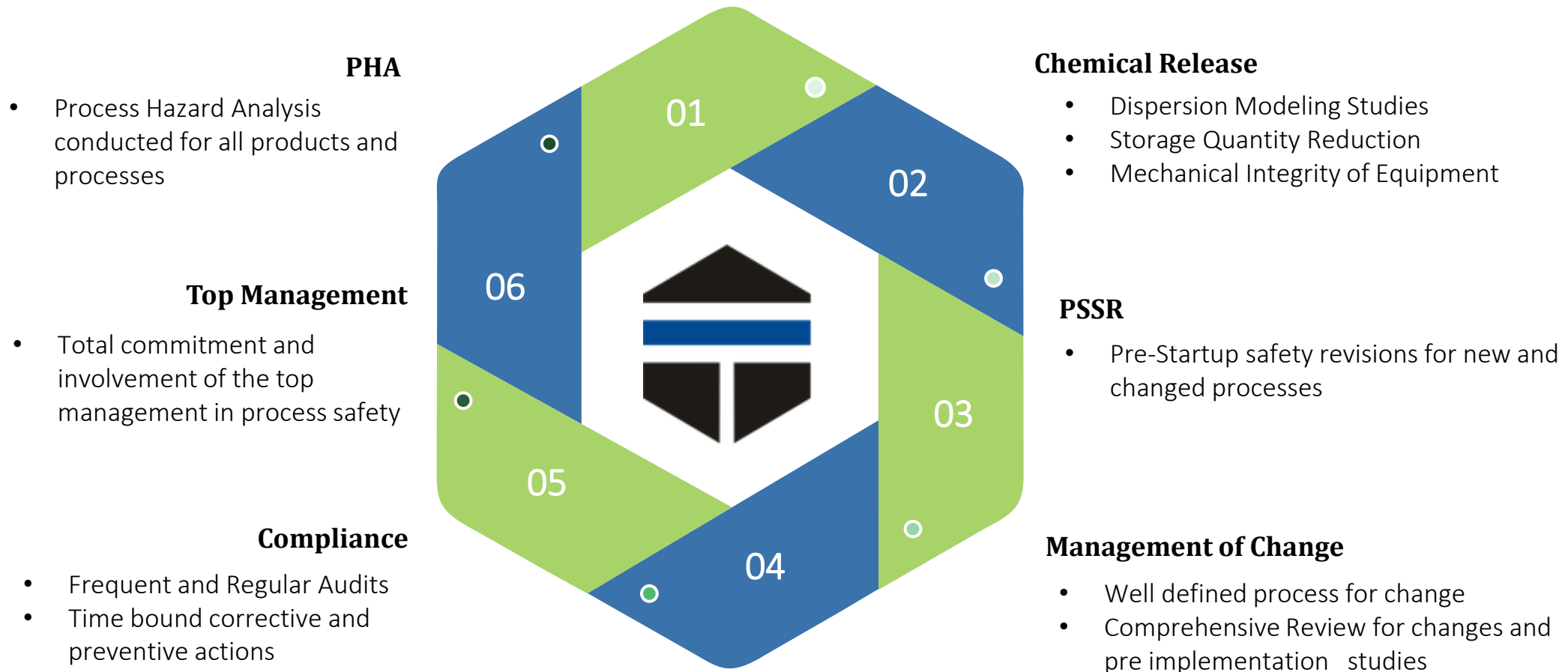
- Strategically located in largest chemical manufacturing zone
- ~ 400 kms away from Nhava Sheva Seaport, Mumbai
- Mundra, Pipavav and Hazira seaports are also well in reach
- Vadodara is also having ICD (Inland Container Depot) which is well connected to rail network with different regional ports



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**

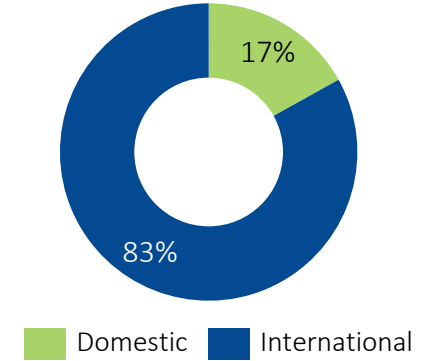
Our products are delivered across the globe

One of the Pioneering Global Exporters from India since 1986

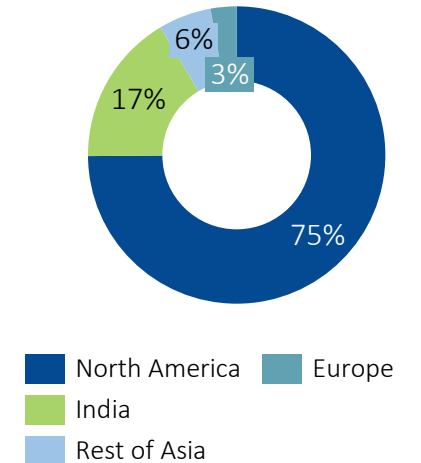
Long term relations with Leading Global Chemical Giants



FY20 - Revenue Breakup



FY20 - 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 Agrocel 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

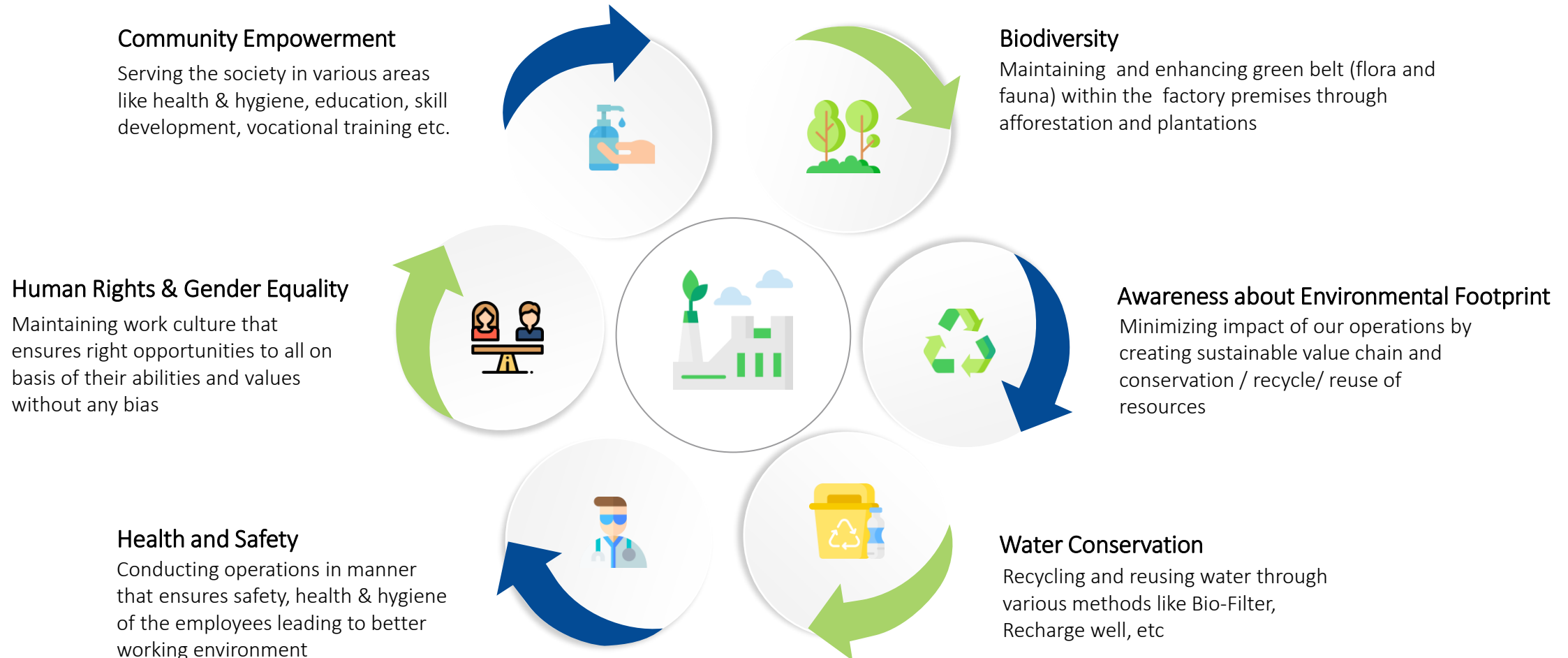
He is having 29 years of post qualification experience in the financial domain. The scope of excellence includes field of Auditing, Project consulting, Fund syndication, Merchant Banking Activities, Financial Consulting, Risk Management, Corporate Governance, Six Sigma, IFRS, XBRL, SOX. He had been designated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





Way Forward

01

Focus on Value-Added Products

One key focus area of the company is to introduce products that are intermediates (all current products are starting RMs)

02

Forward Integration

We are working on forward integration from Acid Chlorides and also considering other chemistries independently or as part of such forward integration. A few products are under development at multiple stages

03

Government Initiatives

Several government initiatives like Make in India, Aatmanirbhar Bharat and China plus one strategy will generate lot of opportunities for the chemical sector

04

Growing opportunities in Pharma and Agro

We have identified few intermediates on which work is going on. Currently the products are being imported largely from China. The final selection would be based on market, customer's interest, technical feasibility, approvals etc.

05

New Products

The company is working on multiple products which include low value, high volume products as well as high value, low volume products to create a broader and balanced product profile

06

Acquisition of New Customers

We are working to reduce the concentration by adding customers and geographies. In addition to this, we are also working to add more products and chemistries to reduce concentration



Q2 FY21 - Financial Highlights

Q2 FY21 – Consolidated Profit & Loss Account

Particulars (Rs. Crores)	Q2 FY21	Q1 FY21	Q-o-Q	Q2 FY20	Y-o-Y
Revenue from Operations	77.3	74.7		125.3	
Other Income	3.0	4.9		3.2	
Total Revenue from operations	80.3	79.6	+1%	128.5	-38%
Cost of materials consumed	41.7	32.7		61.3	
Purchases of stock-in-trade	0.0	0.0		0.0	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-4.9	-0.2		-5.7	
Total Raw Material	36.9	32.6		55.7	
Employee Expenses	11.0	12.1		12.0	
Other Expenses	22.9	21.1		32.3	
EBITDA	9.5	13.8	-31%	28.5	-67%
EBITDA Margin (%)	12.3%	18.5%		22.8%	
Depreciation	6.9	6.8		6.4	
EBIT	2.6	7.1	-63%	22.1	-88%
EBIT Margin (%)	3.3%	9.5%		17.6%	
Finance Cost	2.6	2.9		3.3	
Exceptional Item	0.0	0.0		0.0	
Profit before Tax	0.0	4.2	-	18.9	-
PBT Margin (%)	-0.1%	5.6%		15.1%	
Tax	-0.6	0.4		3.4	
Profit After Tax	0.6	3.8	-84%	15.5	-96%
PAT Margin (%)	0.7%	5.1%		12.3%	
EPS	1.0	6.7		27.7	

Sep'20 - Consolidated Balance Sheet

Liabilities (Rs. Crores)	Sep-20	Mar-20
Equity		
Equity Share capital	5.6	5.6
Other Equity	350.8	332.9
Total Equity	356.4	338.5
Financial liabilities		
(i) Borrowings	32.3	44.6
(ii) Lease liabilities	17.0	9.6
Provisions	3.8	3.6
Deferred tax liabilities (Net)	58.9	56.5
Total Non Current Liabilities	112.0	114.3
Financial liabilities		
(i) Borrowings	20.1	32.3
(ii) Trade Payables	31.1	52.2
(iii) Other financial liabilities	40.0	36.1
(iv) Lease liabilities	4.4	9.0
Provisions	2.4	1.7
Other current liabilities	8.1	6.9
Current tax liabilities (Net)	0.0	0.0
Total Current Liabilities	106.1	138.1
Total Equity and Liabilities	574.5	590.9

Assets (Rs. Crores)	Sep-20	Mar-20
Non Current assets		
Property, Plant and Equipment	268.6	270.7
Capital work-in-progress	17.9	18.6
Right to use of lease assets	19.3	16.0
Investment In subsidiary	0.0	0.0
Financial Assets		
(i) Investments	137.1	117.9
(iii) Loans	1.4	1.8
(ii) Other financial assets	1.3	1.3
Other non-current assets	2.7	3.9
Total Non Current Assets	448.4	430.1
Current Assets		
Inventories	55.5	49.7
Financial Assets		
(i) Trade receivables	40.7	92.0
(ii) Cash and cash equivalents	8.6	0.4
(iii) Bank balances other than above	6.5	0.7
(iv) Loans	0.2	0.1
(v) Other financial assets	0.0	0.1
Other current assets	14.5	17.8
Total Current Assets	126.0	160.8
Total Assets	574.5	590.9

Sep'20 - Consolidated Cash Flows Statement

Particulars (Rs. Crores)	Sep-20	Sep-19
Net Profit Before Tax	4.1	23.1
Adjustments for: Non-Cash Items / Other Investment or Financial Items	15.5	16.6
Operating profit before working capital changes	19.6	39.7
Changes in working capital	26.6	20.1
Cash generated from Operations	46.2	59.8
Direct taxes paid (net of refund)	0.4	-9.8
Net Cash from Operating Activities	46.6	50.0
Net Cash from Investing Activities	-9.3	-16.5
Net Cash from Financing Activities	-29.1	-33.0
Net Decrease in Cash and Cash equivalents	8.2	0.4
Add: Cash & Cash equivalents at the beginning of the period	0.4	0.3
Cash & Cash equivalents at the end of the period	8.6	0.7

- ❑ The sales and margins are comparatively lower, largely due to change in product mix and impact of COVID-19 on end product application segments where Transpek's products are used as raw materials.
- ❑ The Company does not expect a significant shift in long term demand for its products. However, the COVID-19 situation is still highly unpredictable. It is not possible to foresee how the global and local economic and business performance will evolve.
- ❑ The management is constantly monitoring the situation and remaining engaged with the customers to understand the market dynamics for formulating responses accordingly.



Historical Financial Highlights

Consolidated Profit & Loss Account

Particulars (Rs. Crores)	FY20	FY19	FY18	FY17
Revenue from Operations*	565.6	594.6	361.2	316.6
Other Income	17.4	17.8	9.8	7.4
Total Revenue	583.0	612.4	370.9	324.0
Cost of materials consumed	253.1	304.3	186.8	139.1
Purchases of stock-in-trade	0.0	0.1	8.0	6.7
Changes in inventories of finished goods, work-in-progress and stock-in-trade	7.2	-3.4	-2.6	2.8
Total Raw Material	260.3	301.0	192.2	148.6
Employee Expenses	49.4	45.2	37.7	35.0
Other Expenses	138.0	131.7	84.1	80.2
EBITDA	135.3	134.4	56.9	60.2
EBITDA Margin (%)	23.9%	22.6%	15.7%	19.0%
Depreciation	25.9	14.1	9.9	8.6
EBIT	109.4	120.3	46.9	51.5
EBIT Margin (%)	19.3%	20.2%	13.0%	16.3%
Finance Cost	15.9	19.0	11.9	9.1
Exceptional Item	0.0	0.0	0.0	0.0
Profit before Tax	93.5	101.3	35.0	42.4
PBT Margin (%)	16.5%	17.0%	9.7%	13.4%
Tax	20.6	35.6	8.6	12.4
Profit After Tax	73.0	65.7	26.4	30.0
PAT Margin (%)	12.9%	11.1%	7.3%	9.5%
EPS	130.6	117.7	47.3	51.9

*FY17 and FY18 revenue are net off excise duty

Consolidated Balance Sheet - Assets

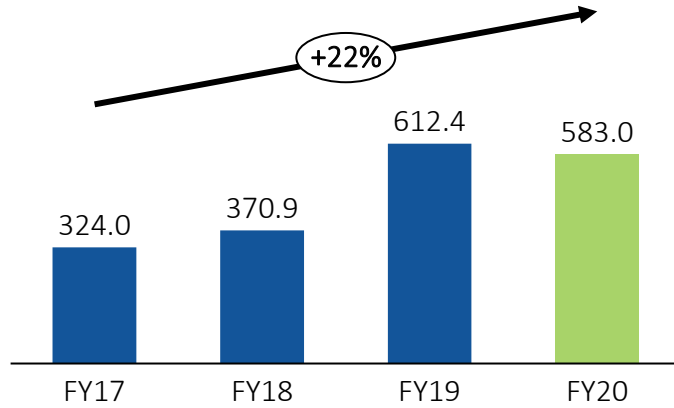
Assets (Rs. Crores)	Mar-20	Mar-19	Mar-18	Mar-17
Non Current assets				
Property, Plant and Equipment	270.7	236.5	178.6	117.1
Capital work-in-progress	18.6	32.8	56.4	13.0
Right to use of lease assets	16.0	0.0	0.0	0.0
Investment In subsidiary	0.0	0.0	0.0	0.0
Financial Assets				
(i) Investments	117.9	149.0	143.5	130.8
(iii) Loans	1.8	2.1	2.3	1.1
(ii) Other financial assets	1.3	1.2	2.5	2.2
Other non-current assets	3.9	4.4	5.9	2.7
Total Non Current Assets	430.1	425.9	389.2	267.0
Current Assets				
Inventories	49.7	56.1	46.0	37.1
Financial Assets				
(i) Trade receivables	92.0	93.5	93.5	67.2
(ii) Cash and cash equivalents	0.4	0.3	0.7	0.4
(iii) Bank balances other than above	0.7	0.5	1.0	0.9
(iv) Loans	0.1	0.5	0.9	0.8
(v) Other financial assets	0.1	1.6	0.1	0.8
Other current assets	17.8	20.3	35.2	12.2
Total Current Assets	160.8	172.7	177.2	119.4
Total Assets	590.9	598.7	566.4	386.4

Consolidated Balance Sheet - Liabilities

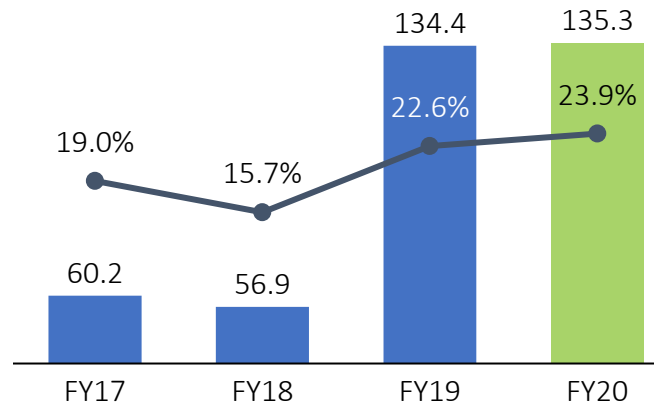
Liabilities (Rs. Crores)	Mar-20	Mar-19	Mar-18	Mar-17
Equity				
Equity Share capital	5.6	5.6	5.6	5.6
Other Equity	332.9	305.8	241.4	200.0
Total Equity	338.5	311.4	246.9	205.6
Financial liabilities				
(i) Borrowings	44.6	68.8	85.4	25.0
(ii) Other Financial liabilities	9.6	0.0	0.0	0.0
Provisions	3.6	3.3	3.1	2.9
Deferred tax liabilities (Net)	56.5	61.0	47.5	43.6
Total Non Current Liabilities	114.3	133.1	136.1	71.4
Financial liabilities				
(i) Borrowings	32.3	51.4	94.7	44.9
(ii) Trade Payables	52.2	59.3	54.5	33.9
(iii) Other financial liabilities	45.1	26.3	25.3	20.3
Provisions	1.7	2.1	1.8	2.4
Other current liabilities	6.9	11.8	6.6	6.3
Current tax liabilities (Net)	0.0	3.3	0.6	1.6
Total Current Liabilities	138.1	154.2	183.4	109.4
Total Equity and Liabilities	590.9	598.7	566.4	386.4

Consolidated Financial Highlights

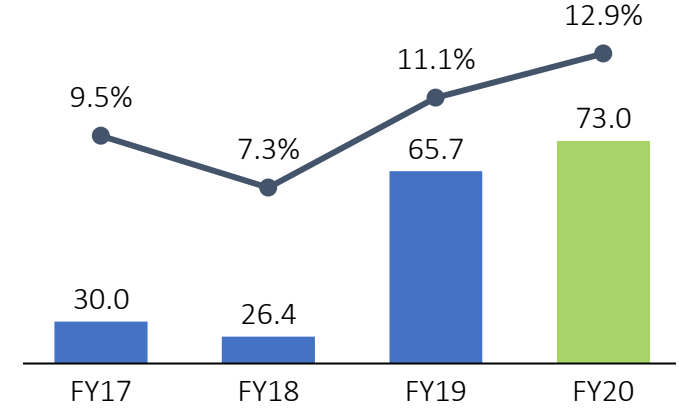
Revenue* (Rs. In Cr)



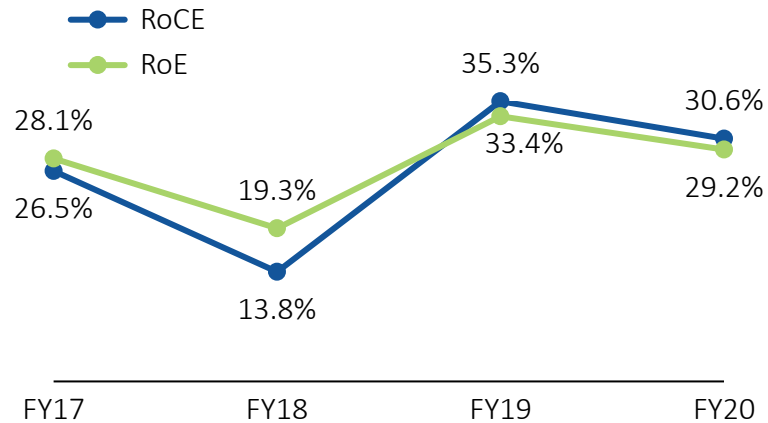
EBITDA* (Rs. In Cr) & EBITDA Margin (%)



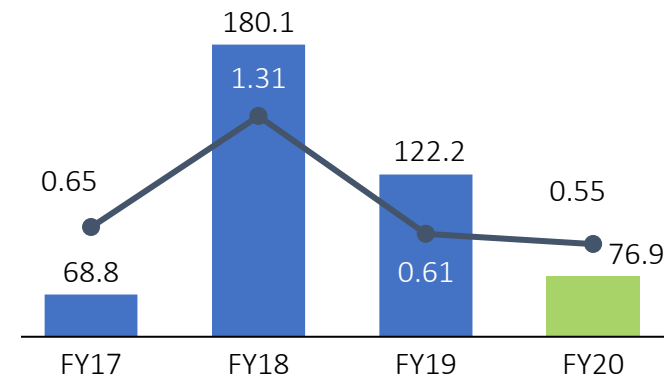
PAT (Rs. In Cr) & PAT Margin (%)



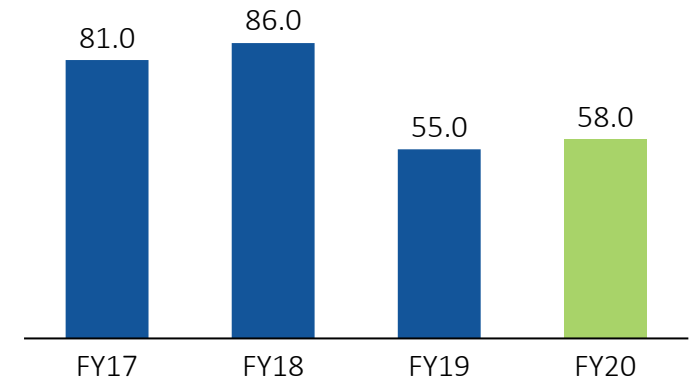
ROCE & ROE (%)



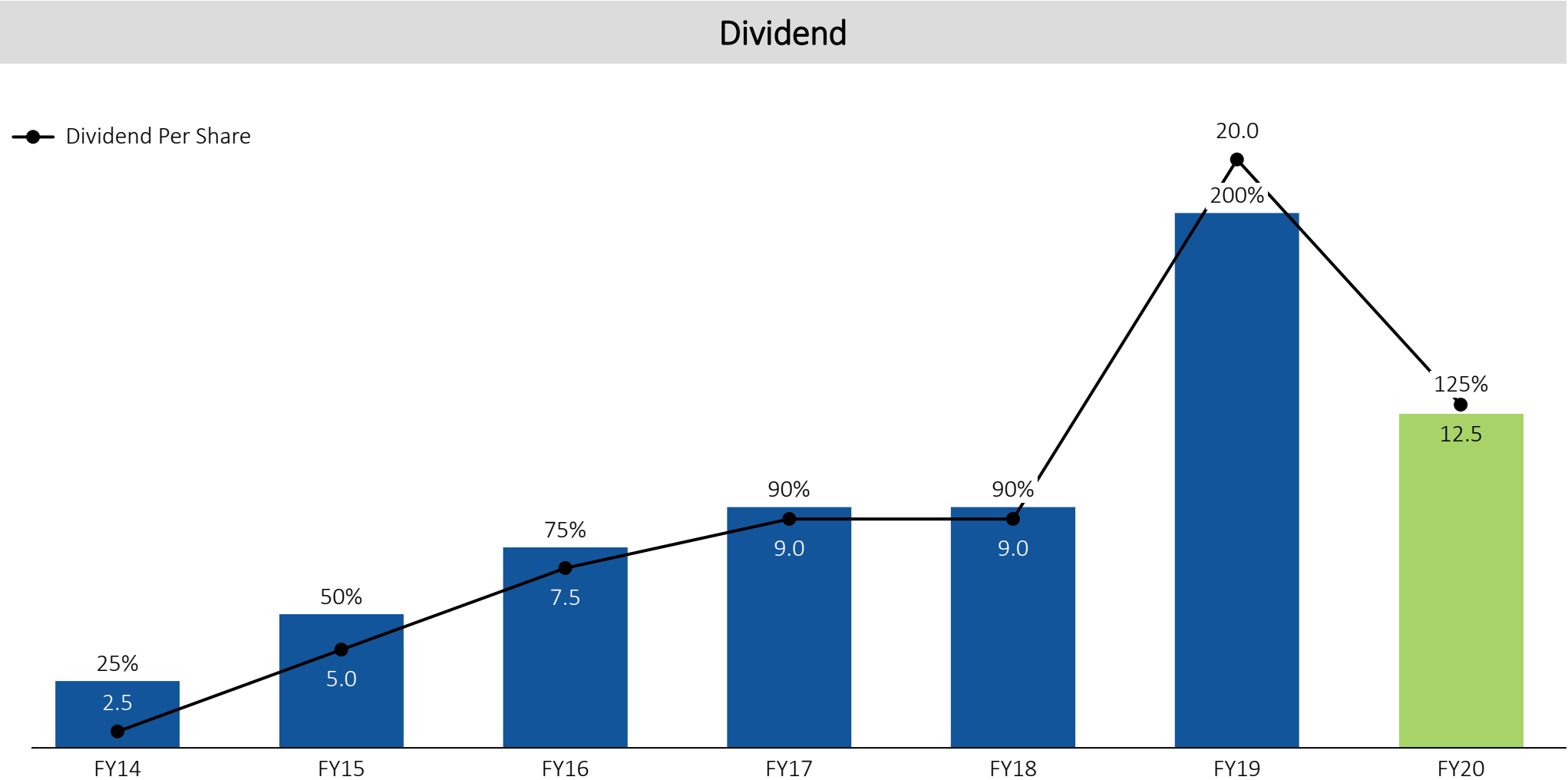
Debt (Rs. In Cr) & Debt / Equity (x)



Net Working Capital (No. of days)



Consistent Dividend Performance



Contact Information

Company :

Transpek Industry Limited
CIN: L23205GJ1965PLC001343

Mr. Alak D. Vyas

E: secretarial@transpek.com

www.transpek.com

Investor Relations Advisor :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Mr. Shrikant Sangani / Mr. Abhishek Shah

E: Shrikant.sangani@sgapl.net / abhishek.shah@sgapl.net

T: +91 9619595686 / +91 9930651660

www.sgapl.net

THANK YOU

