

**October 31, 2022**

कार्तिक - शुक्लपक्ष - सप्तमी,  
विक्रम सम्वत् २०७९

**National Stock Exchange of India Limited**

“Exchange Plaza”  
Bandra – Kurla Complex,  
Bandra (E), Mumbai – 400 051  
**NSE Code: GHCL**

**BSE Limited**

Corporate Relationship Department,  
1<sup>st</sup> Floor, New Trading Ring, Rotunda Building, P.J.  
Towers,  
Dalal Street, Fort, Mumbai – 400 001  
**BSE Code: 500171**

Dear Sir/Madam,

**Subject: Investors’ Presentation – Q2FY23 Business Update**

As informed on October 20, 2022 that a conference call to discuss the Q2FY23 results of the company with Mr. R S Jalan, Managing Director and Mr. Raman Chopra, CFO & Executive Director (Finance) is scheduled to be held on **Monday, October 31, 2022 at 05.00 PM (IST)**. In this regard, copy of the financials and other business details for Q2FY23 (i.e. Business Update), which is going to be circulated for the scheduled investors’ conference, is enclosed herewith for your reference & record.

Please note that copy of this intimation is also available on the website of BSE Limited ([www.bseindia.com/corporates](http://www.bseindia.com/corporates)), National Stock Exchange of India Limited ([www.nseindia.com/corporates](http://www.nseindia.com/corporates)) and website of the Company ([www.ghcl.co.in](http://www.ghcl.co.in)).

You are requested to kindly take note of the same.

Thanking you

Yours truly

**For GHCL Limited**

**Bhwneshwar Mishra**  
**Sr. GM - Sustainability & Company Secretary**  
(Membership No.: FCS 5330)



GROWTH

PERFORMANCE

SUSTAINABILITY



# GHCL LIMITED

Q2 FY23 Investor Update

*October 2022*

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# Quarterly Update



*Sumit*



*“Leveraging  
our  
manufacturing  
expertise to  
drive  
sustained  
gains in the  
longer term”*

## Commenting on the Q2 FY23 performance, Mr. R. S. Jalan, MD said:

*“We have reported solid performance trajectory during the period under review reflecting in strong topline and profitability trends. The show was driven by healthy gains in Inorganic Chemicals segment counteracting headwinds in the Textiles industry.*

***Inorganic Chemicals*** – Firmness in Soda Ash prices due to continued robust demand from key end-user categories fueled the performance in Inorganic Chemicals. As a Company, we have taken several initiatives to enhance our process innovation capabilities to keep costs under control while increasing the plant throughput. We have made strong inroads here and I am glad that we have strengthened our leadership position in Soda Ash as the customers prefer a stable supplier with superior execution abilities.

***Textile Segment (Spinning)*** – Cotton and yarn prices have corrected sharply from the peak, product off take have been impacted, with the demand disturbance in down stream segment, although GHCL fared well in this scenario given its focus on value-added portfolio. Performance going forward will be challenging due to current headwinds in the industry.

*Overall, I am confident with the dynamics playing out within the sectors that we operate and believe that we are well poised to channelise our experience and expertise to demonstrate an industry leading performance in the years to come.”*

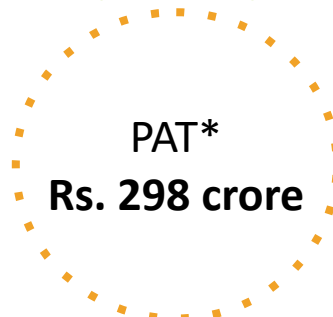
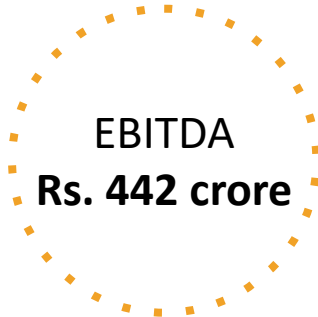
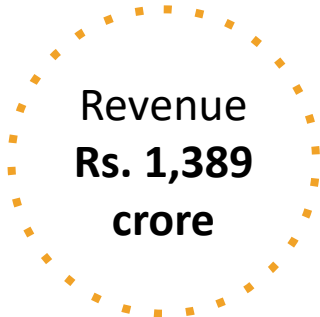
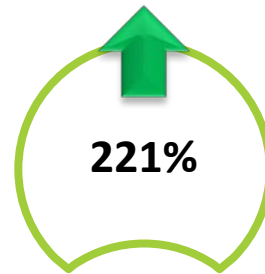
*- R. S. Jalan*

# Performance Highlights – Q2 FY23

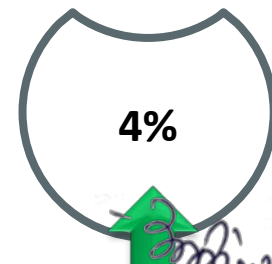
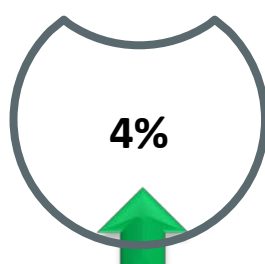
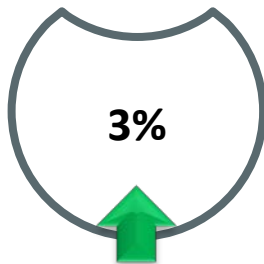
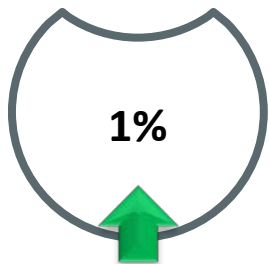
(Continued operations)



Q2 FY23  
Vs  
Q2 FY22  
(Y-o-Y)



Q2 FY23  
Vs  
Q1 FY22  
(Q-o-Q)



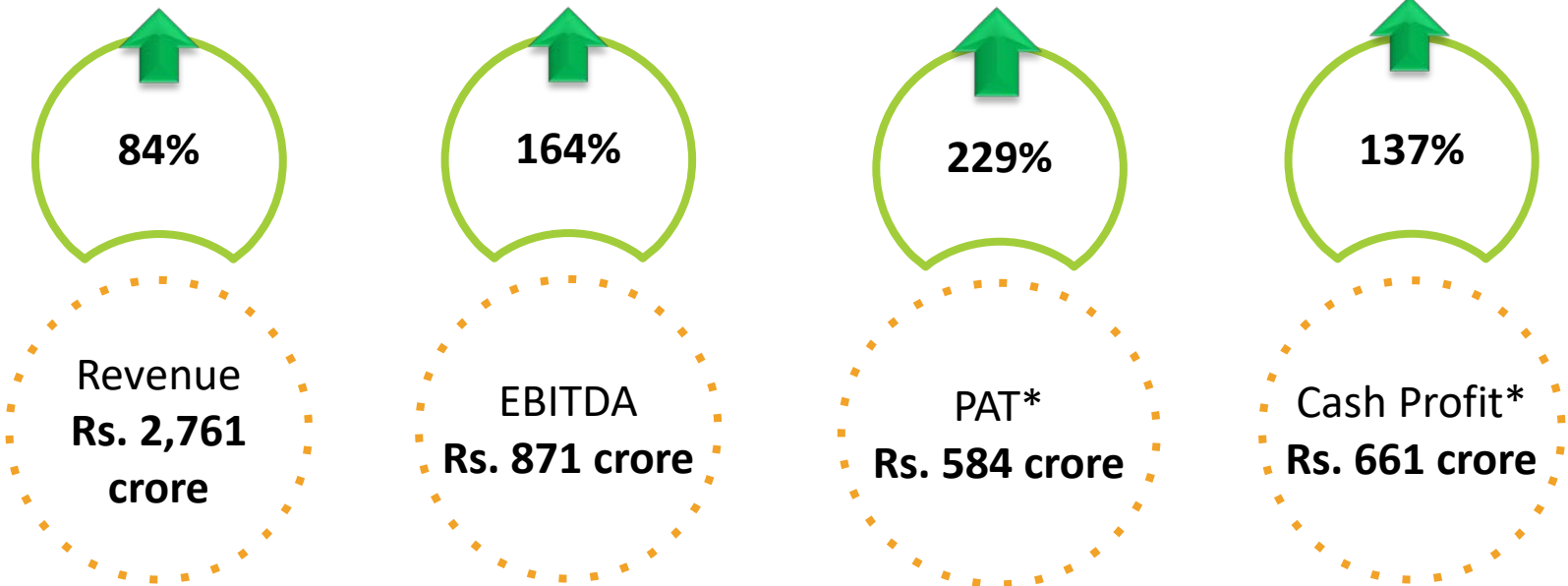
Note: \* Excluding Exceptional Gain/loss on divestment of Home textiles business.

# Performance Highlights – H1 FY23

(Continued operations)



H1 FY23  
Vs  
H1 FY22  
(Y-o-Y)



Note: \* Excluding Exceptional Gain/loss on divestment of Home textiles business.



# Profit & Loss Statement

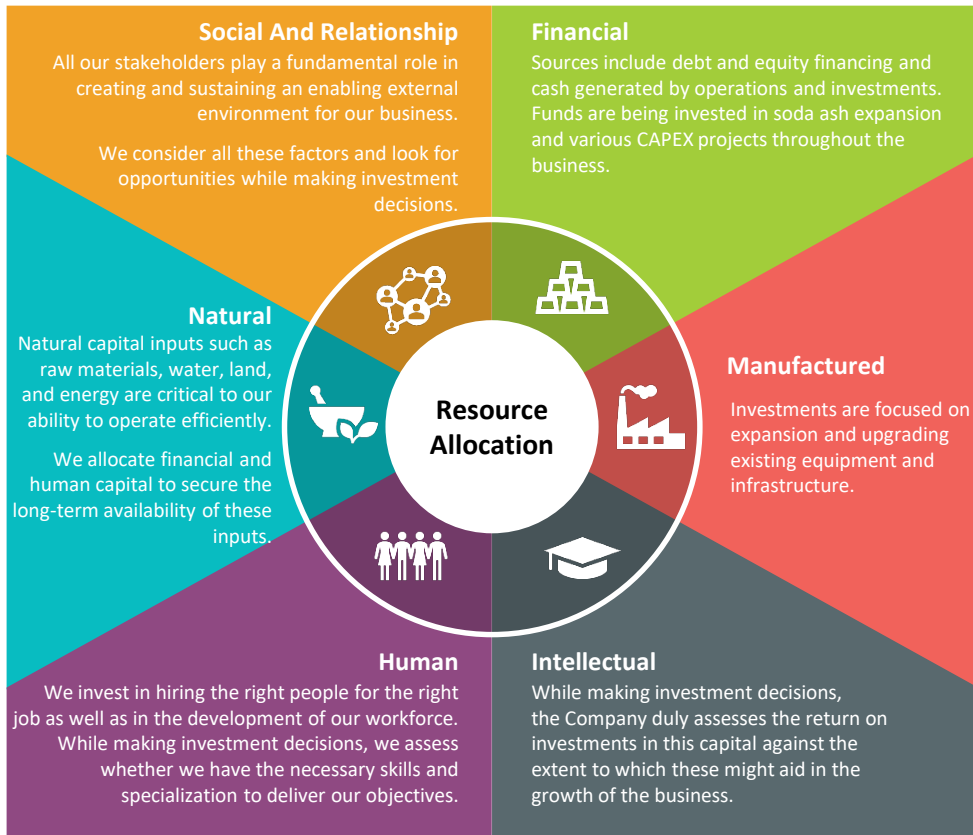


(Rs. In Crore)

Particulars	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q	H1 FY23	H1 FY22	Y-o-Y
Revenue from continued operations	1,389	805	73%	1,371	1%	2,761	1,504	84%
Operating Expenses of continued operations	947	634	49%	942	1%	1,889	1,174	61%
EBITDA from continued operations	442	171	159%	429	3%	871	330	164%
EBITDA Margins of continued operations	31.8%	21.2%	10.6%	31.3%	0.5%	31.6%	22.0%	9.6%
Depreciation of continued operations	32	29	8%	30	6%	62	58	7%
EBIT from continued operations	411	141	190%	399	3%	809	272	197%
Interest of continued operations	11	15	(29%)	12	(9%)	23	30	(26%)
Exceptional Item of continued operations	9	--	NM	(52)	(117%)	(45)	--	NM
Profit Before Tax from continued operations	391	126	210%	439	(11%)	830	242	243%
Tax of continued operations	102	34	203%	101	2%	203	65	214%
Profit After Tax from continued Operations	289	93	212%	339	(15%)	628	177	254%
Profit After Tax from discontinued Operations	--	17	NM	6	--	6	34	(81%)
Profit After Tax	289	109	164%	345	(16%)	634	211	201%

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# Resource allocation & Key financial ratios



## Efficient Capital Allocation H1 FY23

### Debt Repayment

Rs. 290 crore

### Working Capital

Rs. 321 crore



### Growth Capex

Rs. 176 crore



### Dividend

Rs. 144 crore

### Others

Rs. -13 crore

**Generated Cash inflows**

Increase in cash & Cash Equivalents Rs. 14 crore.

## Key Ratio's

Gross Debt		Net Debt	
Rs. 496 cr.		Rs. 262** cr.	
Net Debt/Equity	ROCE*	ROE*	
0.06x	34%	29%	

Note: \*ROCE and ROE post tax are calculated based on trailing 12 months. \*\* Net Debt is calculated after deducting cash, bank and current investments.

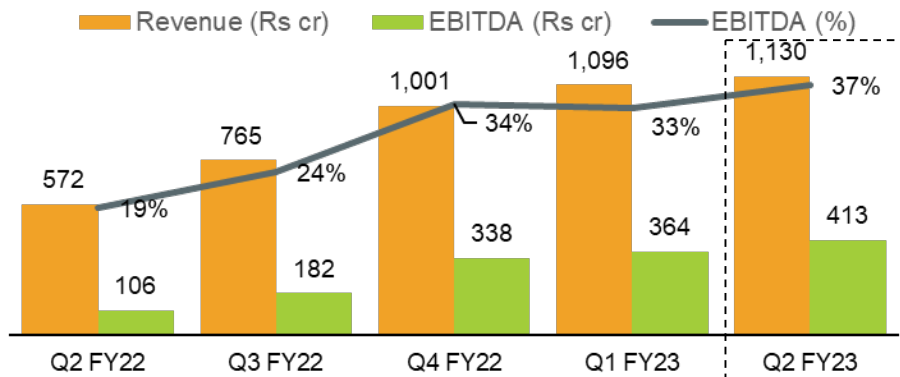
# Q2 FY23 Segment Highlights – Inorganic Chemicals



(Rs. In Crore)

Particulars	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q
Revenue	1,130	572	98%	1,096	3%
EBITDA	413	106	291%	364	13%
EBITDA %	36.6%	18.5%	18.1%	33.2%	3.3%

## Inorganic Chemicals – Quarterly Trend



## Performance Highlights

- ❖ Reported robust gains with 98% Y-o-Y improvement and 3% Q-o-Q growth in revenues; performance driven by solid realizations and volume trajectory due to continued healthy demand trends in key end user categories
- ❖ Control over operating costs as well as higher realizations in Soda Ash boosted the EBITDA performance, resulting in 291% increase Y-o-Y and 13% growth on Q-o-Q basis.
- ❖ EBITDA margins stood at 36.6%, higher by 18.1% on Y-o-Y basis
- ❖ High inflation in RM prices and other utilities including fuel and power continued throughout the period counteracting with higher realizations.

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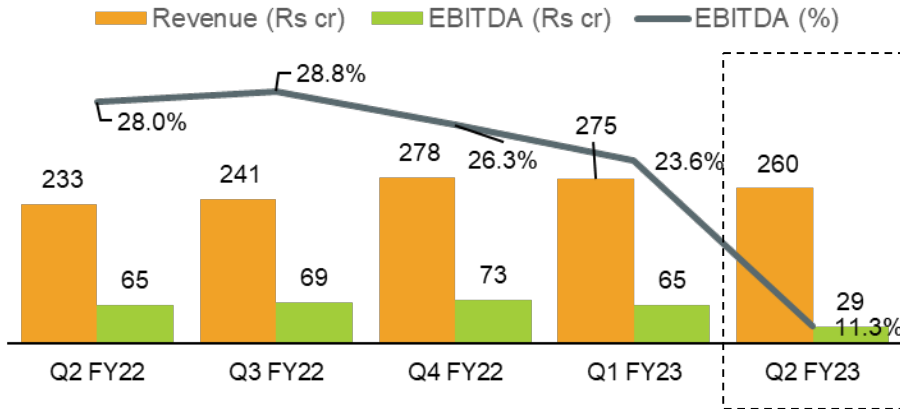
# Q2 FY23 Segment Highlights – Textiles (Spinning)



(Rs. In Crore)

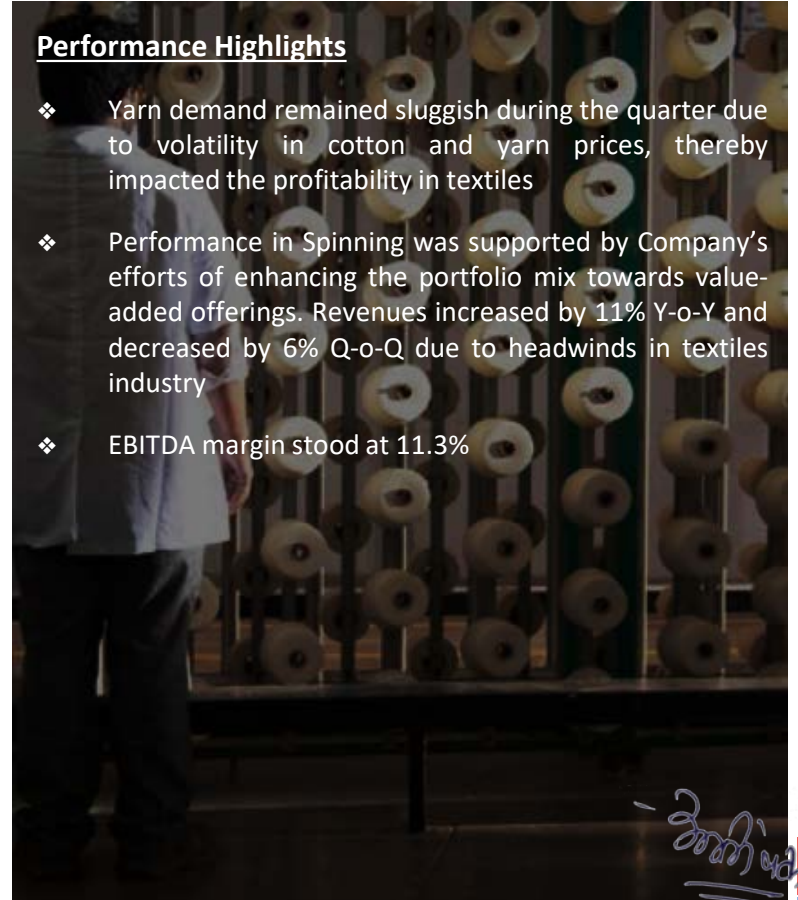
Particulars	Q2 FY23	Q2 FY22	Y-o-Y	Q1 FY23	Q-o-Q
Revenue	260	233	11%	275	(6%)
EBITDA	29	65	(55%)	65	(55%)
EBITDA %	11.3%	28.0%	(16.7%)	23.5%	(12%)

## Spinning – Quarterly Trend



## Performance Highlights

- ❖ Yarn demand remained sluggish during the quarter due to volatility in cotton and yarn prices, thereby impacted the profitability in textiles
- ❖ Performance in Spinning was supported by Company's efforts of enhancing the portfolio mix towards value-added offerings. Revenues increased by 11% Y-o-Y and decreased by 6% Q-o-Q due to headwinds in textiles industry
- ❖ EBITDA margin stood at 11.3%



# Business Outlook & Other Dynamics



*Sumit*



# Business outlook



## Inorganic Chemicals

- ❖ As per global industry outlook, long term demand is very healthy and is likely to grow from 63 million MT to 78-83 million MT by 2030
- ❖ This increase in demand shall be driven by newer segments such as solar glass, lithium and sodium bi-carbonate
- ❖ Future capacity additions shall largely be dominated by natural soda ash, however, because of supply chain scenario, synthetic soda ash will continue to grow as well
- ❖ China's presence in international trade will reduce significantly, as it is likely to focus more on its domestic market
- ❖ In view of above, long term demand scenario will be very robust
- ❖ However, some blip may occur in short term. While China has a surplus situation due to dip in its real estate market, supply in rest of the world remains tight
- ❖ In the near term there could be some cost pressure from increased energy and raw material prices, which may impact the margins marginally



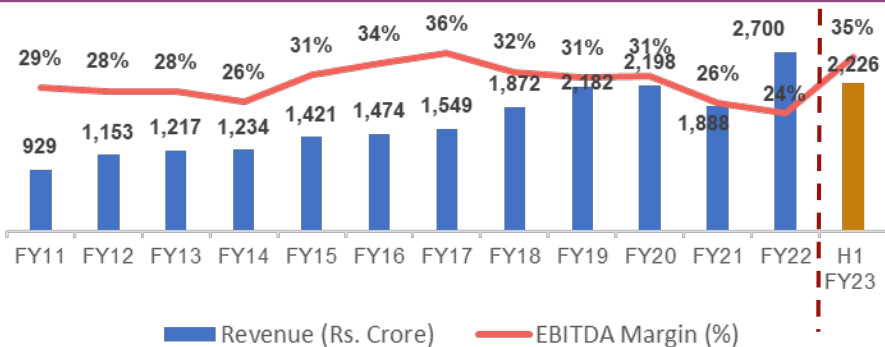
## Textiles

- ❖ Currently, textile industry across all domain is facing headwinds
- ❖ Spinning is also facing the heat as cotton and yarn pricing has corrected sharply from the peak and spreads have contracted
- ❖ Lack of demand across all user segments
- ❖ The industry is likely to face these challenges for at least next 2 quarters
- ❖ As stated earlier, we continue to believe that in the longer run, our margins shall resume back to the 17-20% range

# Soda Ash dynamics

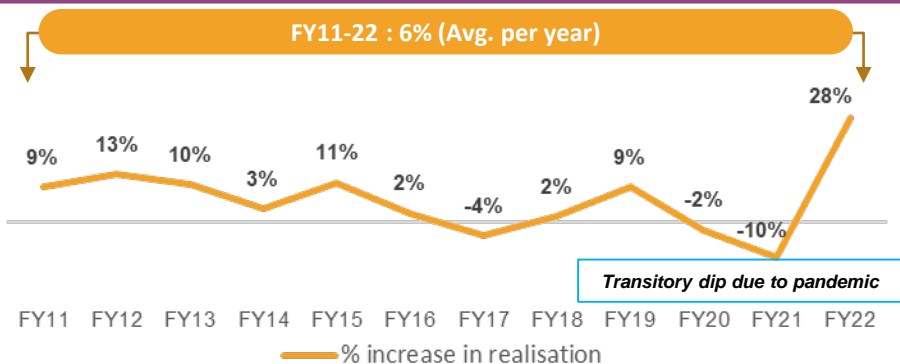


## Inorganic Chemicals (Soda Ash) – Revenue & EBITDA Margin trend for GHCL



- Soda Ash is a managed product given the complexities involved around raw material management, process expertise and supply chain capabilities/ logistics
- The strength of the business model lies in how the Company navigates these dynamics to deliver predictable topline performance and profitability

## Inorganic Chemicals (Soda Ash) – Historical realisation improvement for GHCL



**Soda Ash is one such industry where Demand and Supply is almost matched. Supply has traditionally always followed demand**

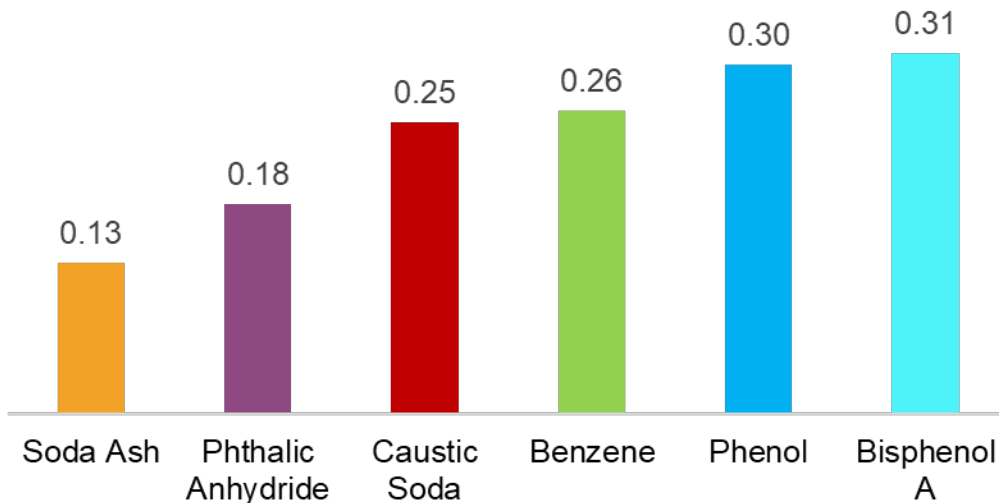
- Unlike other products, Soda Ash has witnessed less volatility in prices over the past 10-12 years barring minor setbacks linked to COVID-19 pandemic
- Ability of any Company to derive gains from favourable demand scenario by taking consistent price hikes serves as a strong differentiating factor

# Soda Ash dynamics



**Soda Ash has shown the least price volatility when compared to other major high volume commodities over the last 12 years**

## Standard Deviation of the Logarithmic Change in Consecutive Annual Prices (FY10 - FY23'H2)



- Soda Ash has shown the least price volatility when compared to other commodity chemicals like Caustic Soda, Benzene, Phthalic Anhydride, Phenol and Bisphenol A
- This is majorly because all these other commodities (except for Caustic Soda) are derivatives of Crude Oil whose prices are volatile in the global markets

Note 1: Logarithmic Change = Average Price in Year<sub>i</sub> / Average Price in Year<sub>i-1</sub>

Note 2 : Standard deviation is taken of the Logarithmic Price Change for each of the chemicals

Note 3: Prices of Caustic Soda, Phthalic Anhydride, Phenol and Bisphenol-A is taken as yearly average Assessment Value (CIF + 1%); Price of Benzene is taken as yearly average India FOB; Price of Soda Ash is taken as GHCL's net average realisations excluding all taxes

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# Doing things differently

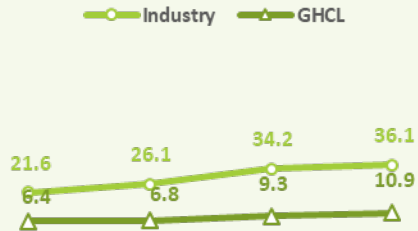
Optimum utilization of state-of-the-art equipments and processes to maintain top notch operating availability v/s. peers

Adopted carbonation and AI embedded digital twin technology for processing data

Using from met coke to briquette (made from coke fines) via patent technologies

Best-in-class capacity addition in Soda Ash with consistently high utilisation levels as compared to the industry

Production for GHCL (Soda Ash) Vs. Industry



- **Average capacity utilization** for GHCL from 2010 to 2022 is more than **93%**
- **Only GHCL has been able to sustainably expand capacities** in-line with better demand scenario.
- New entrant with GHCL has taken the Industry to newer high of 36 Lacs (GHCL ~4.5 Lacs Mt , New entrant ~ 4 Lacs).



# Doing things differently

## Smart operations planning V/s. peers

**Regular & phase-wise debottlenecking** of entire plant while maintaining capital allocation discipline to improve the return ratios

**Greenfield Expansion** : In 2019, visualized the demand supply scenario and initiated the preliminaries for green field project like land acquisition and government approvals which are minimal cost and takes maximum time, Now at the advantageous scenario in ramp up the process.

## Lower-to-optimized RM and utility costs

**High backward integration for supply security:** Limestone (25% captive), and Salt (35% captive) mine located within 40 km distance; also supported by own captive lignite mines.

**Makes briquette from coal dust (one of its kind in the industry).** Also uses anthracite as fuel, even its dust. Pet coke is also used, and Captive lignite mines also available (only company having this). A combination of this ensures strategic control over fuel while costs are optimized



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# Value added approach to business



Intent to do different but do well

- Bulk chemicals/ managed commodity business is in the DNA of the Company and in-line with this, foraying into Soda Ash was by design – what Company has achieved here over the last decade in terms of size, scale and profitability is remarkable
- Based on key strengths and expertise in bulk chemicals, opportunities in adjacent chemistries are regularly evaluated to diversify the revenue streams while achieving leadership in the existing business



Continuous innovation to create value for customers

- From incorporation till date, the intent has been to deliver best possible product at the most reasonable cost. While doing so, lot of initiatives have been undertaken to offer value to the customers
- Sodium Bicarbonate is a value-added product. While it has varied applications across many end-user industries, one potential application is for the flue gas treatment which is under trial; once approved, this could be a major game changer and will elevate the demand trajectory



Strategically identified customers with product quality that they seek

- Within Soda Ash, apart from application in key end-user industries like Detergents and Glass, the Company is strategically identifying newer end-use opportunities emerging out of Solar Panels
- The objective is to target right set of customers within the industry and offer them the right products and solutions. Having right customers prevents fluctuation in pricing and therefore margins

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# Demerger of the Spinning business of GHCL



## Fine prints of demerger

- ❖ The Board approved a scheme of demerger where **Spinning business of GHCL will be demerged into a GHCL Textiles Limited**
- ❖ Shareholders of GHCL will be allotted shares in GHCL textiles Limited in the **swap ratio of 1:1, one share of Rs. 2 each for every share of Rs. 10 held in the GHCL**
- ❖ The resulting company will takeover **all the assets and liabilities of the Textile business and will be listed on NSE and BSE**
- ❖ **No change in the shareholding pattern** of the Demerged Company



Focused growth

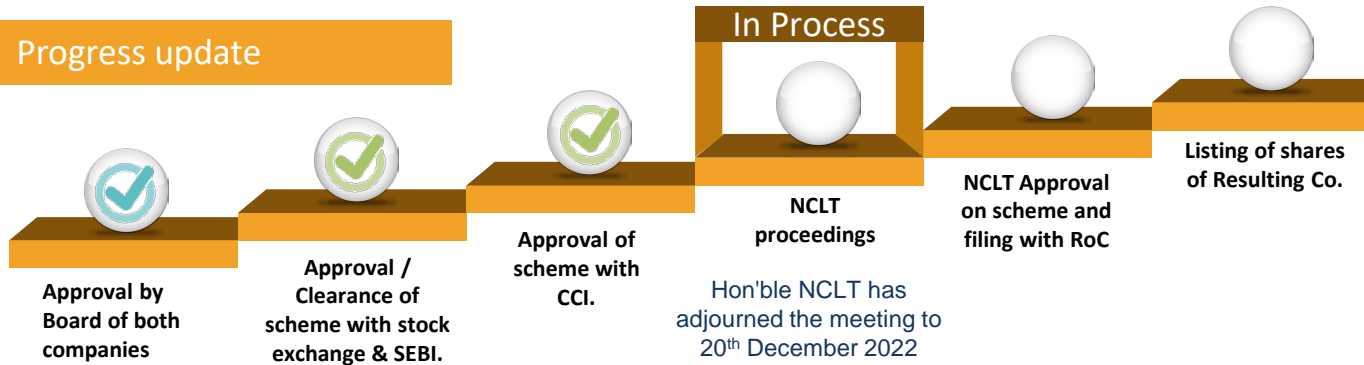


Concentrated approach



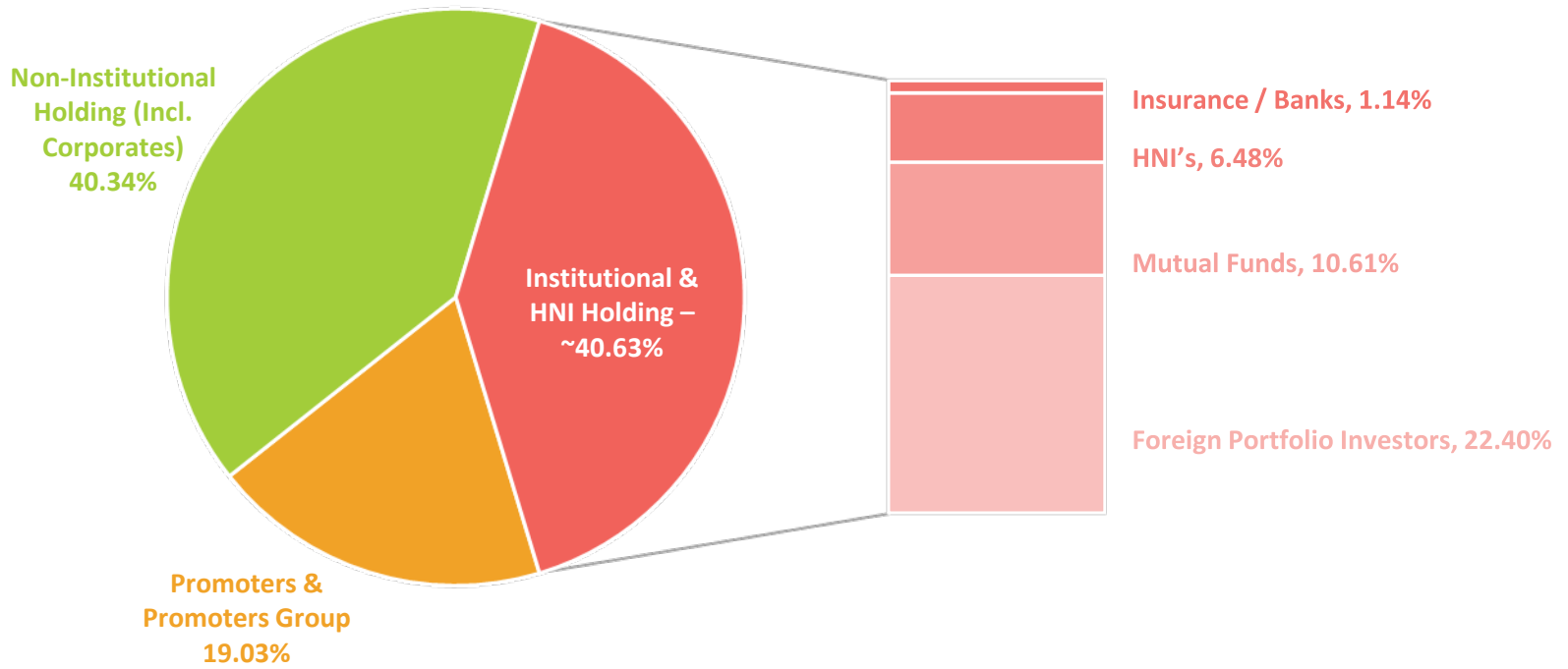
Business synergies

## Progress update



Scheme will be concluded within 30 days post NCLT approval.

# Strong Institutional Holding - ~40.63%



Note: Shareholding as of Sept 30, 2022; HNI - Individuals holding share capital in excess of Rs. 2 lakhs.

# Focus on driving responsible future growth – Inorganic Chemical & Textiles (Spinning)



## Inorganic Chemicals

- ❖ Doubling RBC Capacity from 60k to 120K MT
- ❖ Focus on Greenfield Soda Ash project of 5L MT
- ❖ Augmenting our backward integration of raw material for enhanced control on cost
- ❖ Focus on reducing carbon footprint – proposed 6.5 MW of renewable energy project
- ❖ Inducting AI & IoT 4.0 at plant level for manufacturing excellence which can enable immense efficiencies
- ❖ Exploring product basket expansion – synergistic and value-added bulk chemicals

Smarter foundation for better tomorrow; Creating scale - strengthening leadership



## Textiles (Spinning)

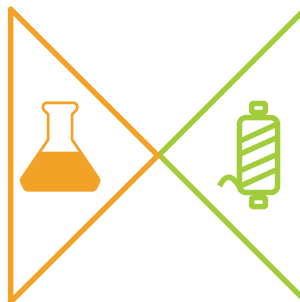
- ❖ Expansion of Spinning facility:
  - 40k spindles to be completed by Q3 FY23
- ❖ Focus on green energy:
  - Solar – 20 MW implemented and additional 10 MW under implementation
  - Further 5 MW solar roof top.
  - Total renewable energy (solar & wind) – MW at the end of FY23 catering to 75% of the energy needs
- ❖ Product basket expansion and Value-added segment growth
- ❖ Customer realignment and operating excellence
- ❖ Emphasis on sustainability and innovation as core planks

Aligned with growth opportunities; Gearing for sustained investment for next leg of growth

# Quality assets, high-potential runway for growth

## Chemicals business

- ❖ 1.1 mn tons largest single location facility
- ❖ Comfort of key input material integration
- ❖ Industry leading efficiency and productivity
- ❖ Brownfield scale up achieved at minimal capex
- ❖ Strong service orientation towards customers



## Spinning business

- ❖ 200k spindles supported by ~47MW renewables
- ❖ Differentiated capability across quality and pricing tiers, across cotton and blended yarn
- ❖ Strategic Cotton procurement
- ❖ Dedicated client base across range

### Performance

Soda Ash	
Revenues (5-year CAGR)	12%
EBITDA Margins (5 Years Avg.)	29%
Segmental Debt	400

### Performance

	Spinning
11%	Revenues (5-year CAGR)
19%	EBITDA Margins (5 Years Avg.)
96	Segmental Debt

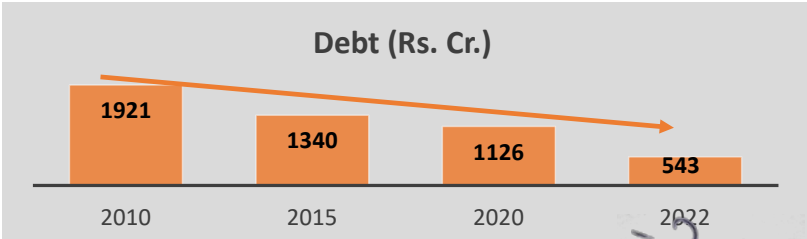
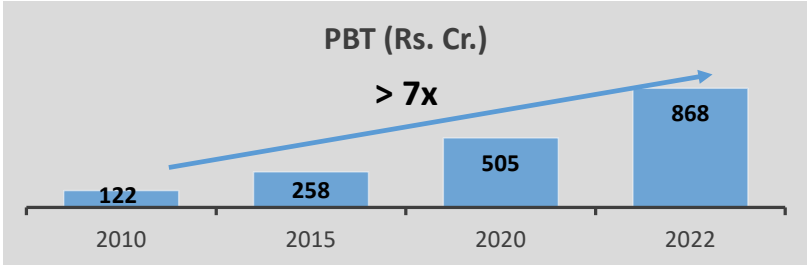
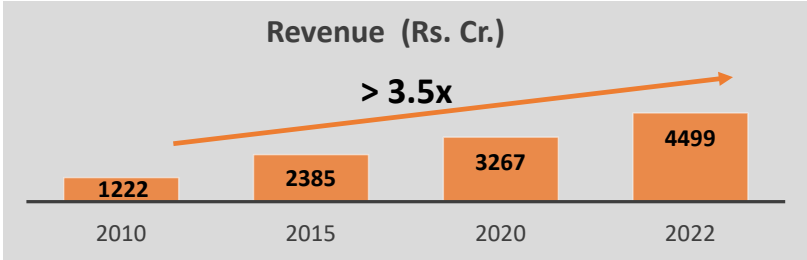
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# Our Journey since 2010..



- >3.5x increase in revenue and >7x growth in Profitability.
- Debt reduction by Rs 1400 Cr.  
Current debt-to-equity at 0.2x
- Rs. 500+ Cr. payout to shareholders through 2 buybacks & dividends in last 6 years
- More than 1 Lakh Shareholders. Strong Institutional & HNI holding of ~ 41% from a marginal 5 years ago.
- Market Cap increased by 20x.



Note: FY22 includes HT business for like-to-like comparison basis

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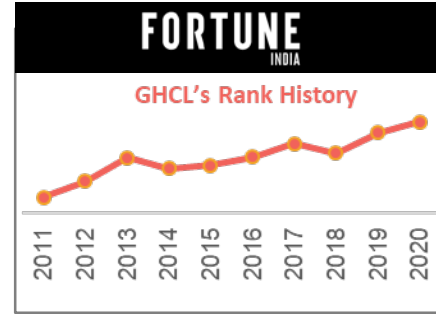
# Awards & Recognitions



**Mahatma Award for CSR Excellence**



**HR Excellence Award**  
GHCL received 12<sup>th</sup> CII National HR Excellence Award for strong commitment 13th CEO Conference



Referred as **Great Place to work** in sixth consecutive years of participation



**Sustainability 4.0 Awards** by Frost & Sullivan as Challenger Award 1st Runner Up, Mega large business, process sector.



**Gold National Awards** for Manufacturing Competitiveness-2019-20 by International Research Institute for Manufacturing



# Company Overview



- 20/11/24

# GHCL – An Introduction



## Best-in-class

- ❖ Operations management
- ❖ CAPEX planning and execution
- ❖ Financial management



- ❖ Focused management approach
- ❖ Strategy led by professional management team



## Targeting

- ❖ To grow profits at a CAGR 15% on a long-term horizon
- ❖ To inculcate value systems that defines our culture
- ❖ To drive sustainable inclusive growth involving all stakeholders



11

Lac MT Soda Ash Capacity

Dividend Payout Policy (% of Profits)

15%-20%

2.0

Lac Spindle Capacity

Return on Equity (ROE)

21%\*

<1.0

Debt to equity ratio maintained over the last 3 years

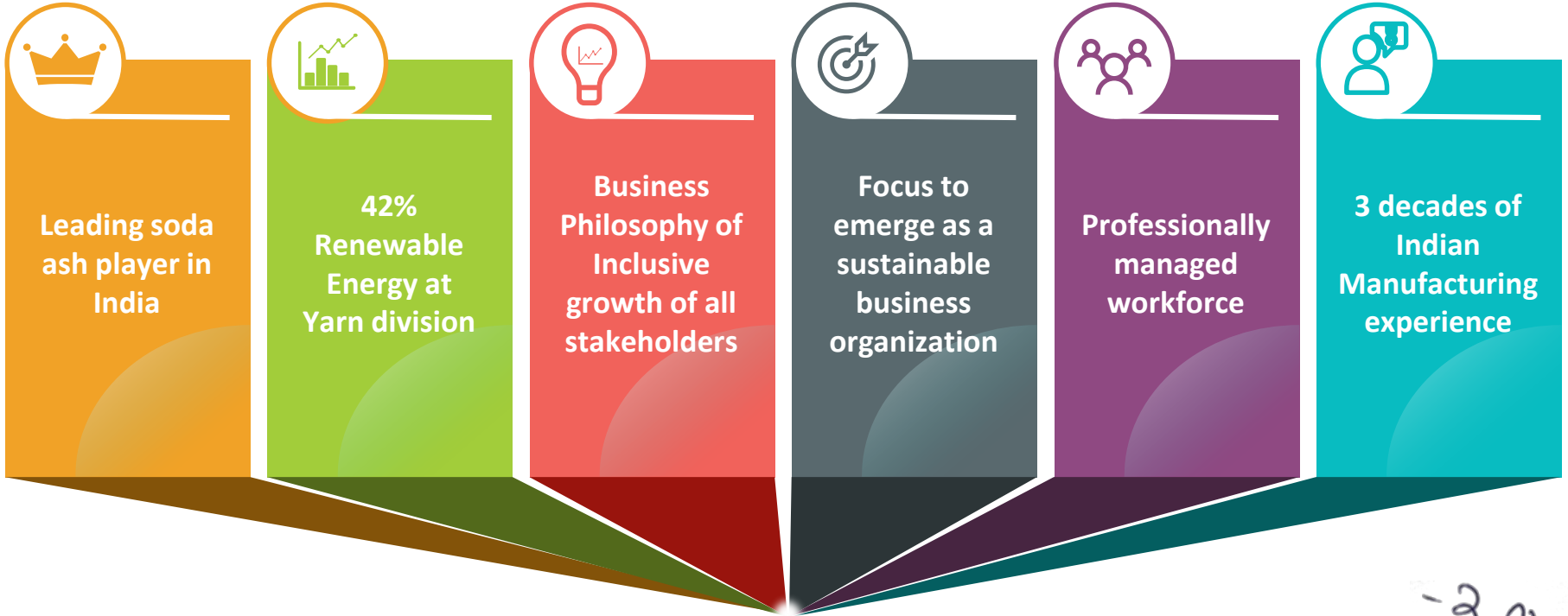
Return on Capital Employed (ROCE)

23%\*

2<sup>nd</sup>

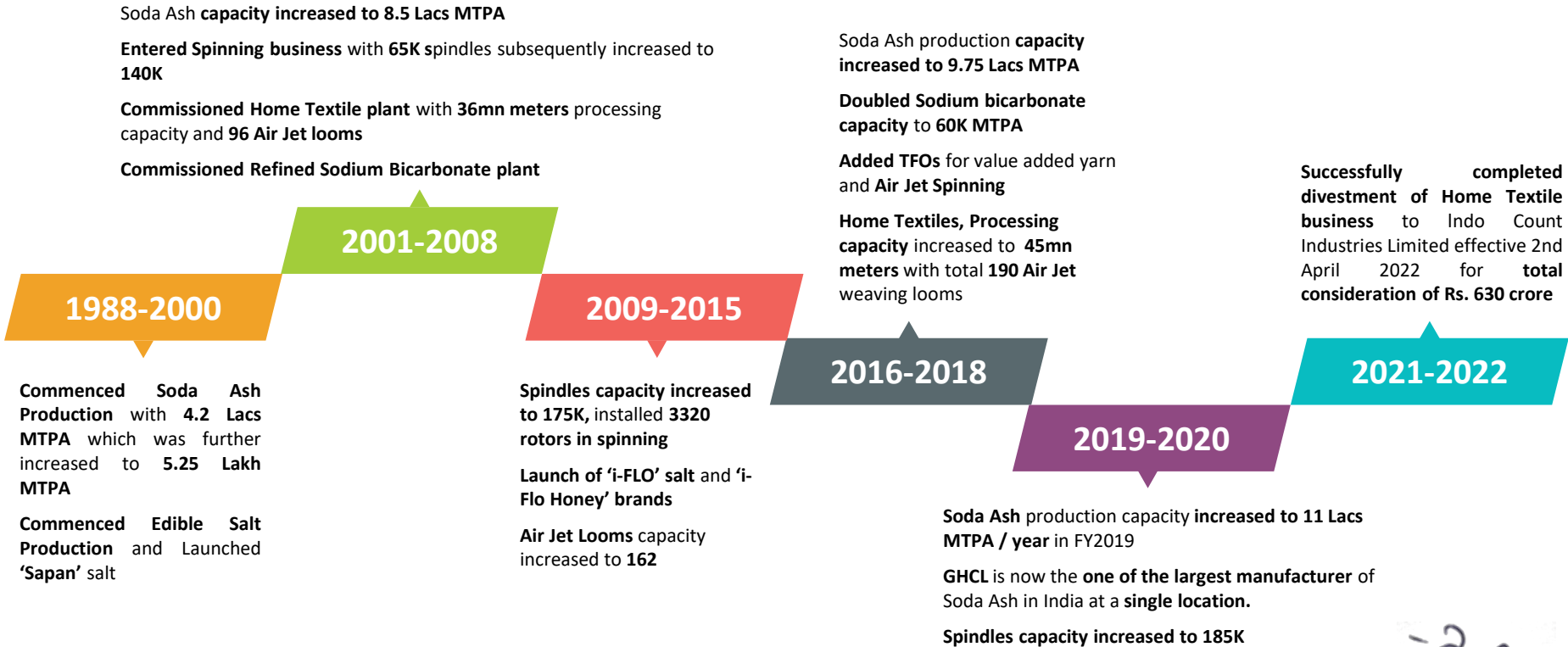
Largest manufacturer of Soda Ash in India, with 25% market share

# GHCL Overview



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# Evolution of GHCL through the years



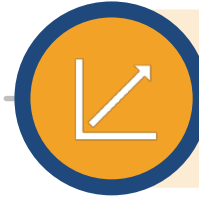
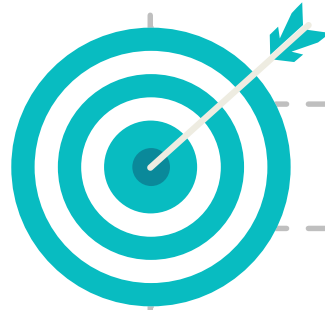
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# Our Objective



“Achieve the CAGR growth of 15% in bottom-line with creating value for all our 5 stakeholders”



## Responsible Growth

Organic Growth – CAPEX, Non-CAPEX led Growth, Growth – M&A/JV and Optimize Return on Capital



## Brand Image

Corporate Governance, Customer Focus and Stakeholder Engagement



## ESG

HSE – Zero Harm, CSR - Responsible Citizen and Renewable Energy



## Learning Organization

Competency Building, Talent Management and Employer of Choice

To Grow our Business Responsibly, with Governance, Sustainability and Core Values as our Foundation



# Sustainability Vision 2023



**GHCL's business goals include sustainability. To embed sustainability in business and operations, concentrating attention on material concerns like environmental management, culture, and employee health and engagement, in order to ensure long-term success while still living up to core values.**



## Stakeholder centric

- ❖ 30% reduction of high-risk suppliers in supply chain
- ❖ Trusted CSR brand
- ❖ To be among Top 100 Great Places To Work (GPTW)
- ❖ Single digit overall attrition rate
- ❖ 25% female employees' representation in overall headcount & 10% in executive cadre
- ❖ Increased employment of specially-abled candidates by 50%

## Zero harm



- ❖ Zero reportable injuries
- ❖ Zero environmental incidences

## Responsible steward



- ❖ 20% specific freshwater consumption reduction
- ❖ 10% specific energy consumption reduction
- ❖ Green building certification for Noida office

## Climate warrior



- ❖ 20% GHG emission reduction
- ❖ Implement of Internal Carbon Pricing

**GROWTH. ACCOUNTABILITY. RESPONSIBILITY**

*अभिमान*

# Core Values at forefront



## MISSION

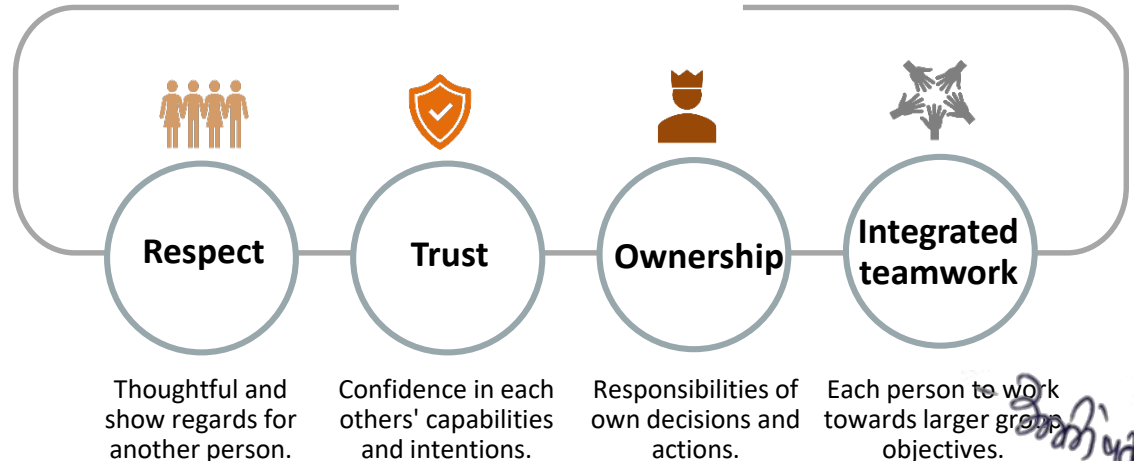
**Responsibly maximising stakeholder value**



## VISION

**To grow our business responsibly, with governance, sustainability and core values as our foundation**

- ❖ GHCL is a unique workplace which is dotted with its Core Values, defining its culture.
- ❖ Every employee in the Company is expected to imbibe its Core Values and interact within the business ecosystem with all its stakeholders accordingly.
- ❖ Here we have established the link for performance appraisals of every employee with core value surveys conducted twice a year.



# Spearheaded by distinguished management



**R S Jalan**  
*Managing Director*



**Raman Chopra**  
*CFO & Executive Director*

## Experienced and accomplished Board of Directors

**Mr. Sanjay Dalmia**  
(Chairman)

**Mr. Anurag Dalmia**  
(Vice Chairman)

**Neelabh Dalmia**  
(Executive Director, Textiles)

**Dr. Manoj Vaish**  
(Independent Director)

**Justice (Rtd.) Ravindra Singh**  
(Independent Director)

**Mr. Arun Kumar Jain**  
(Ex-IRS) (Independent Director)

**Mrs. Vijaylaxmi Joshi**  
(Independent Director)

**Mr. Lavanya Rastogi**  
(Independent Director)

## Resilient Operational Team

**NN Radia**  
*President & COO, Soda Ash*

**R. Balakrishnan**  
*CEO, Spinning*

**Sunil Singh**  
*VP, Marketing (Soda Ash) & CEO CPD*

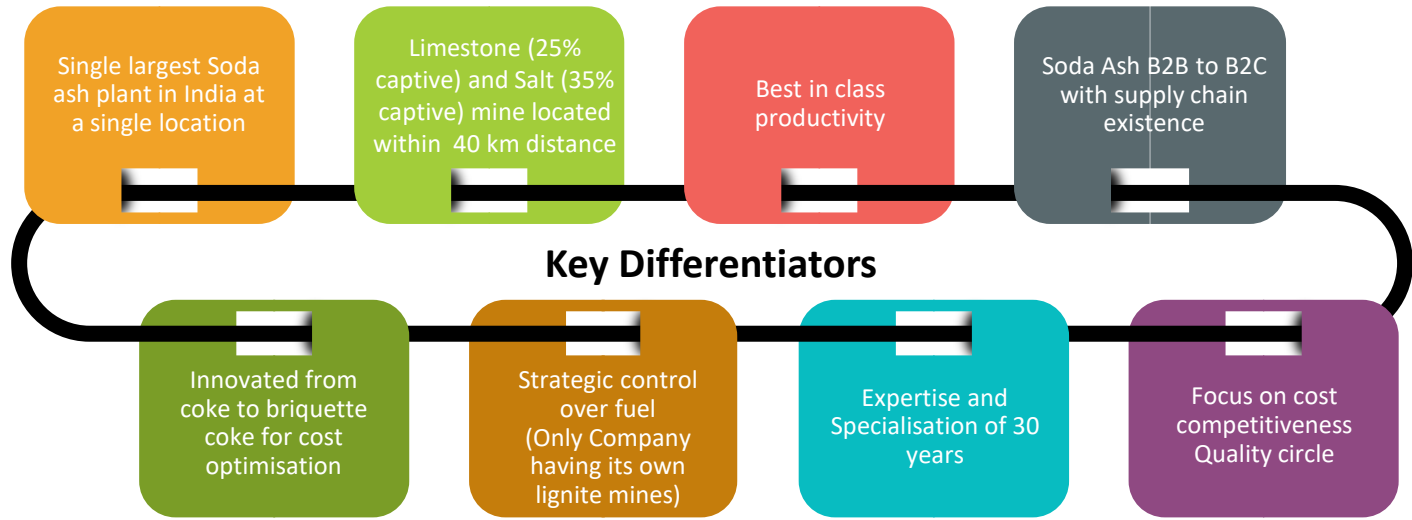
**Biswarup Goswami**  
*CHRO*

**Bhwneshwar Mishra**  
*Sr. GM Sustainability & Company Secretary*

# Inorganic Chemicals



# Commanding leadership in Soda Ash manufacturing



**Margin Leadership**

**11 L MT**

Soda ash capacity;  
25% market share of  
domestic demand

**+30%\***

EBITDA Margins;  
consistent high  
margins

*Note: Based on last 10 year's average EBITDA Margin.*

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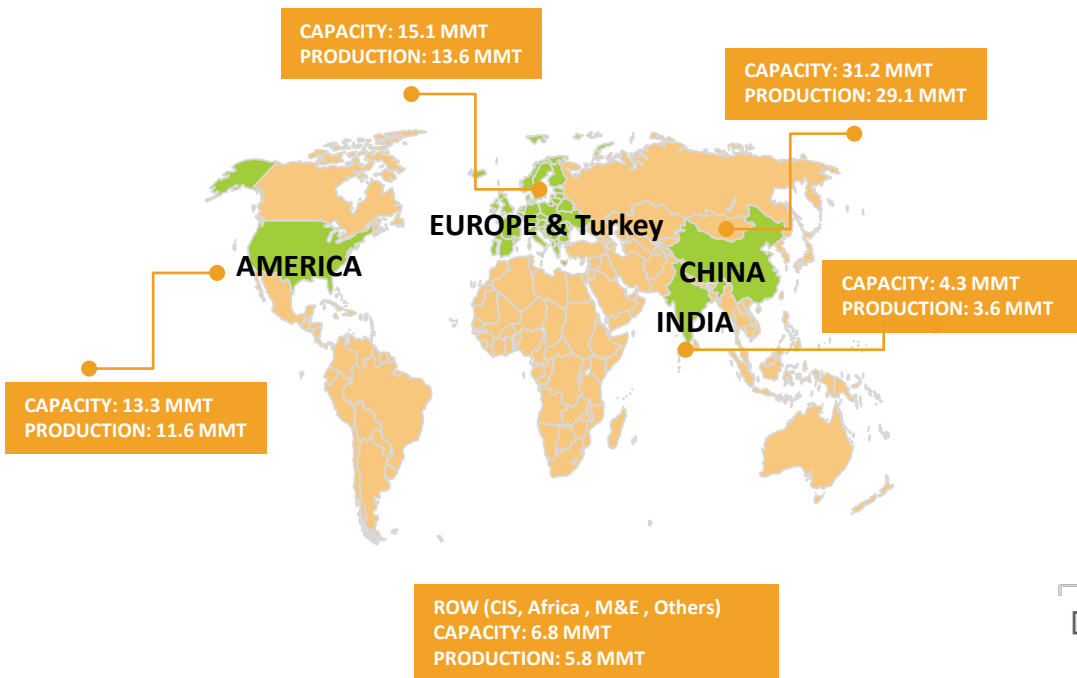
# Global outlook on the Soda Ash industry



## Soda Ash Market Outlook

**GLOBAL SIZE: CAPACITY-71 MMT, PRODUCTION-64 MMT**

Globally, Soda Ash demand has been steady in line with economic growth and is expected to get an additional boost from emerging segments such as Solar Glass and Lithium Carbonate, going forward. Some supply disruptions are continued due to the ongoing war between Russia and Ukraine & low operating rates of many manufacturers majorly due to volatile energy costs.



**Turkey:** Natural gas prices are increasing. Soda Ash Demand stays healthy and expected to remain in same fashion.

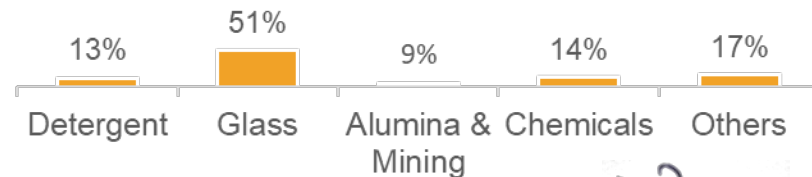
**China:** Temporary destruction in demand due to slowdown in real estate sector resulting in lower demand and softening in prices. In a longer term china will focus on domestic consumptions rather than exports.

**US:** Soda Ash Market remained tight due to healthy domestic demand and exports.

**Europe:** Adversely impacted by Russia-Ukraine conflict, Highest cost producer, and export out of Europe are at risk.

**Middle East & Africa:** Balanced market conditions. Some tightness in Middle east.

**Global Demand Concentration (User Segment)**



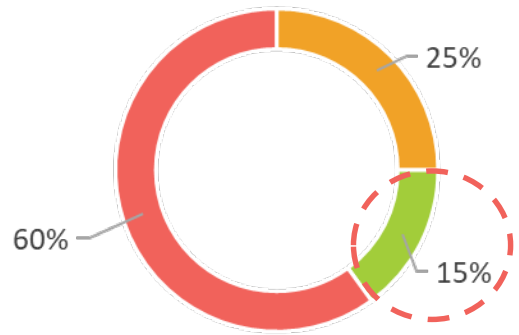
Globally market is growing @ 2.0% pa CAGR requiring around 1.2Mn MT additional supplies every year

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# Soda Ash Dynamics (Domestic Industry)

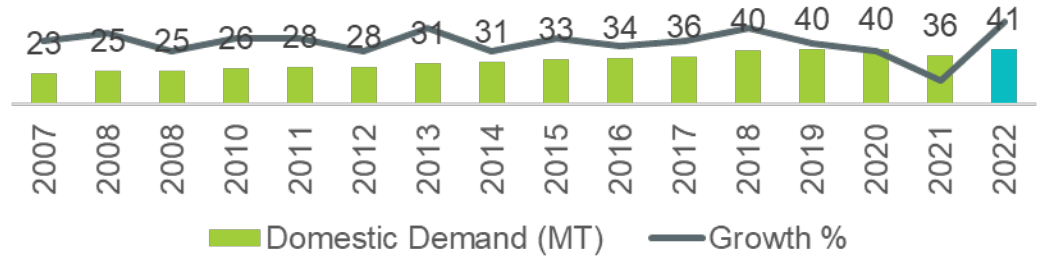


Domestic Demand Share

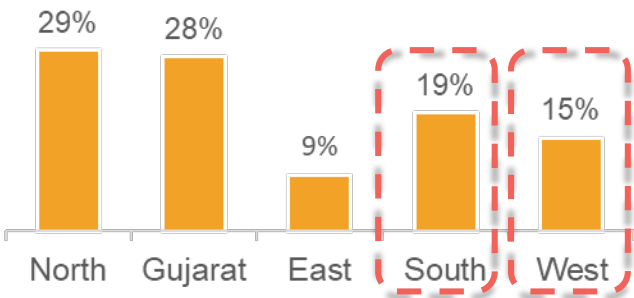


■ GHCL ■ Import ■ Other Domestic Players

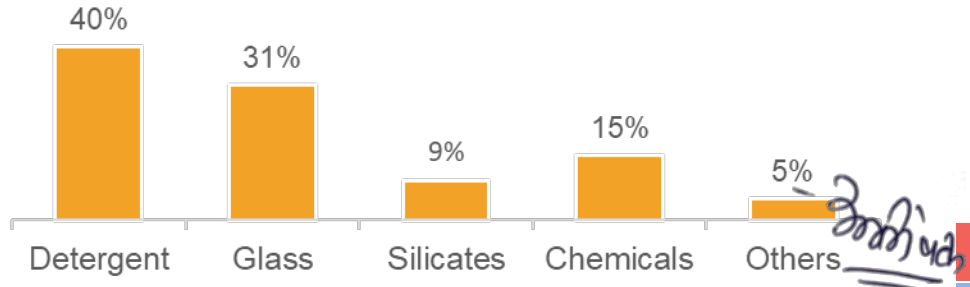
Domestic Demand & Growth Trend  
(CAGR Growth of ~5% during period upto FY 22)



Domestic Demand Concentration



Domestic Demand Concentration  
(User Segment)





# At GHCL, Soda Ash is managed unlike any commodity



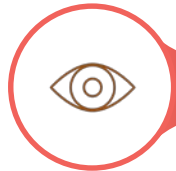
## Balanced Demand & Supply Scenario

Historically, no mismatches in demand supply as supply always followed demand globally



## Excellence in Execution

Sustaining high utilization rates while maintaining periodic enhancement in capacities. Achieved through better planning and maintenance practices



## Visibility of Earnings

Soda Ash business has consistently performed well with steady realizations and margins

Assured visibility on growth through managed execution of highly efficient capacities

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# Application diversity of Soda Ash across end-user industries



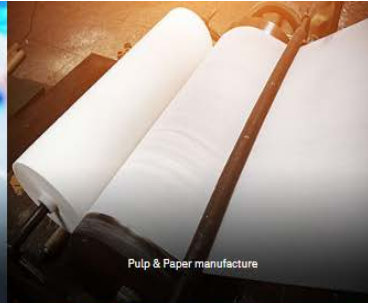
Soap & Detergents



Glass Manufacturing



Chemicals



Pulp & Paper manufacture



Textile Industry



Non- Ferrous Metallurgy



Water Treatment

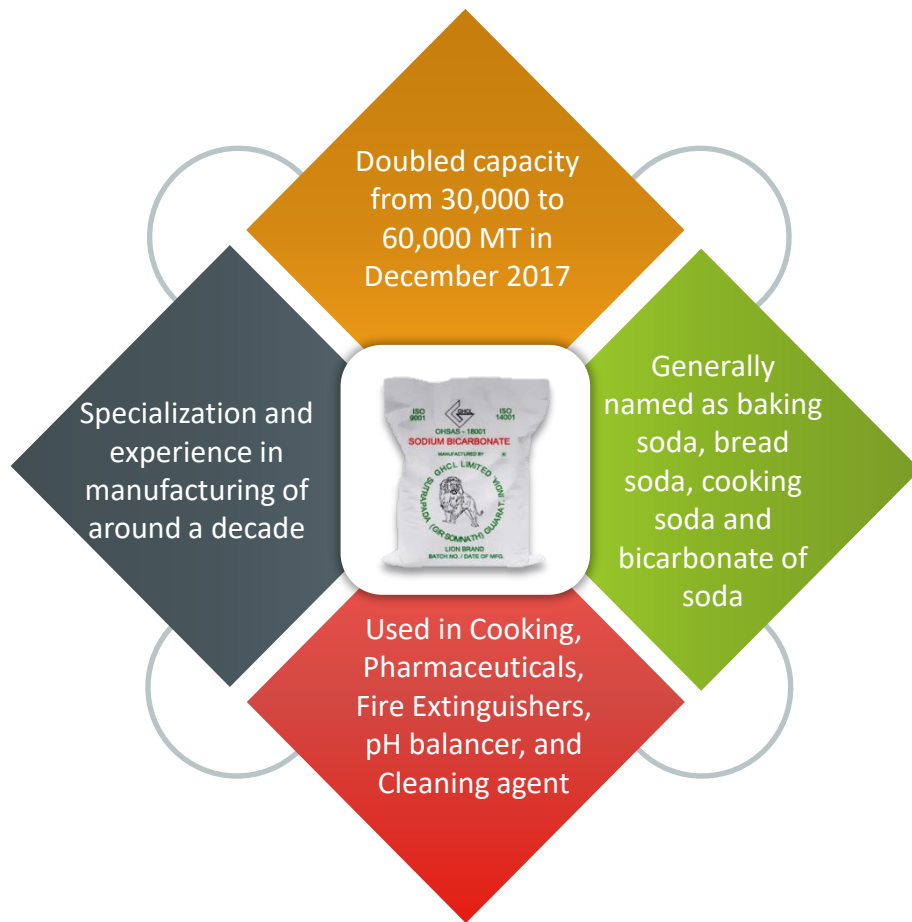


Mining

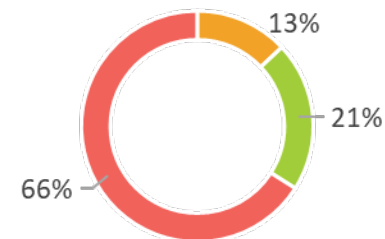


Solar Panel

# Inorganic Chemicals – Sodium Bicarbonate

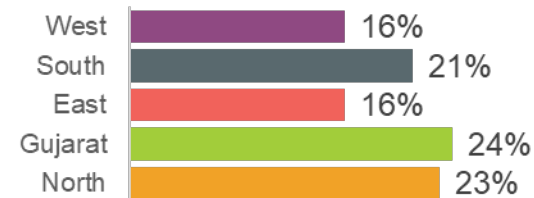


**Domestic Demand Share**



Import GHCL Other Domestic Players

**Domestic Demand Concentration**



**User Segment spread**



# Key Application of Sodium Bicarbonate

Tannery



Pharma



Food



Animal Feed



Chemicals

**Potential application of Sodium bicarbonate in flue gas treatment which is under trial phase; could be a game changer**

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# Marquee Clients



Hindustan Unilever Limited



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# Textiles Segment (Spinning)





# Spinning business: Performance synopsis

- ❖ Demonstrated sustained gains over long term; on track to deliver next leg of growth
- ❖ High-margin value-added yarn accounts for 80% of total revenue
- ❖ Elevated capacity utilisation levels at ~99%

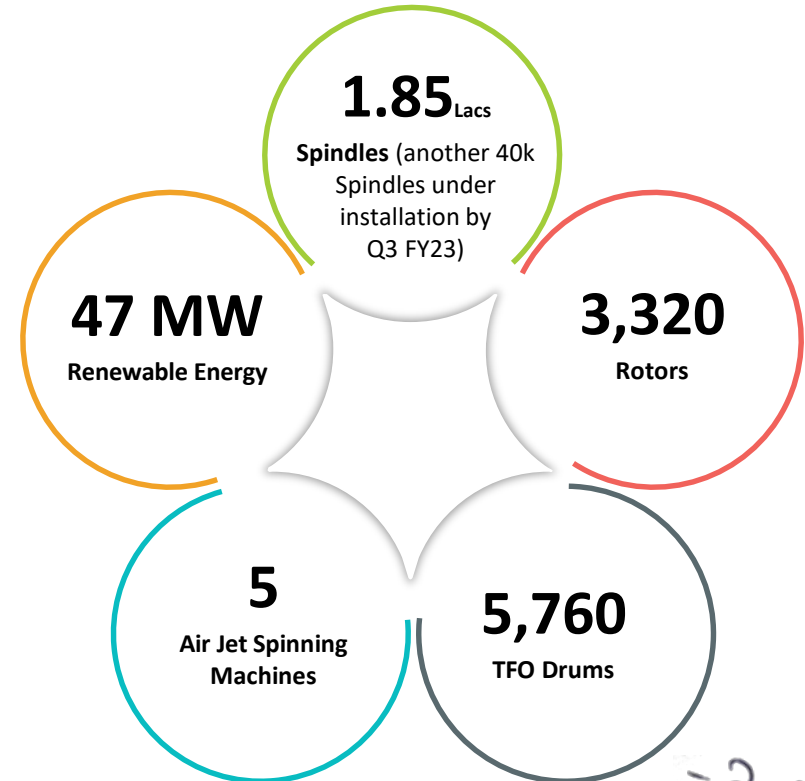
Particulars	H1 FY23	FY22	FY21	5 Years' Avg.	10 Years' Avg.
Revenue	535	924	611	689	572
EBITDA	94	255	116	132	98
EBITDA Margins	18%	28%	19%	18%	16%





# Spinning manufacturing facility at a glance

- ❖ **Journey Started with acquisition of sick spinning unit in 2002**, Turnaround to one of the most reputed mill in southern India
- ❖ **State of art manufacturing infrastructure** includes machines from **LMW India, Rieter Switzerland, Schlafhorst Germany, Savio Italy, Murata Japan and Trueztschler Germany** for cutting edge quality
- ❖ **Green Energy of more than 47 MW** catering to almost ~75% of energy requirement
- ❖ Known for its quality and customer-oriented focus
- ❖ **Focused quality assurance**; Quality control begins from cotton itself to final offerings with world class instruments
- ❖ Various initiatives like **quality circle, Kaizen, 5S** implemented



# Key product offerings in Spinning

Preferred supplier to premium customers both at domestic and international level with varied portfolio offerings

Yarn Type	Range	End Use
100% cotton combed Compact Hosiery yarn from Indian, US and Australian Mix	25s to 60s	Knitting
100% cotton combed compact yarn from Indian, US, Australian, Supima and Giza Mix	30s to 170s	Weaving
Polyester /Cotton & Cotton/Polyester blended Hosiery yarn	25s to 40s	Knitting
PV/PC/100% Polyester normal and Fancy yarns	25s to 70s	Weaving
100% cotton open end yarn	10s to 32s	Weaving
100% VSF Vortex and Ring Spun Yarn	30s to 40s	Knitting/Weaving
Micro Modal, Tencel and its blend yarn	40s to 80s	Weaving
100% Cotton TFO yarn in all Mix	2/30s to 2/170s	Weaving



# Marquee Clients



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# About Us



**GHCL Limited** was incorporated on 14th October, 1983. The Company has established itself as a well-diversified group with an ascertained footprint in chemicals, textiles (spinning) and consumer products segments. In chemicals, the Company mainly manufactures Soda Ash (Anhydrous Sodium Carbonate) that is a major raw material for detergents & glass industries; and Sodium Bicarbonate (baking soda). Within Textiles operations, the company undertakes spinning of fiber (yarn), with focus on value-added product offerings. Consumer Products operation is another business for GHCL where it is a leader in manufacturing and selling edible salt, industrial grade salt and jujube honey in the country under the brand name of I-Flo.

At GHCL Ltd., sustainability is a core element of the business strategy as defined under the aegis of 'GHCL Way' which has four pillars i.e., Responsible Stewardship, Social Inclusiveness, Promoting Relationship and Adding Value. GHCL is committed to working closely with all stakeholders at various plant locations for promoting the agenda of sustainability underpin on GHCL Ltd. core values (Respect, Trust, Ownership and Integrated Teamwork).

For more information, please visit us at [www.ghcl.co.in](http://www.ghcl.co.in)

## Contact Us:



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**CDR India**



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**Email: siddharth@cdr-india.com / nishid@cdr-india.com**

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A wide-angle photograph of a large industrial facility, likely a refinery or chemical plant. The scene is filled with a complex network of pipes, scaffolding, and large cylindrical storage tanks. A white van is parked on a paved area in the foreground. The sky is clear and blue. A semi-transparent red and white graphic overlay is present, with the text "Thank You" centered in white.

Thank You