



NGL Fine-Chem Limited

Regd. Office 301, E – Square, Subhash Road, Vile Parle East, Mumbai 400057 Maharashtra, India.
Tel.: (+91 22) 40842222, Fax: (+91 22) 2610 8030, Email: info@nglfinechem.com CIN L24110MH1981PLC025884, Website www.nglfinechem.com

February 16, 2024

To,
Listing Department,
The BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001.
Scrip: 524774

Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1
G Block, Bandra Kurla Complex,
Bandra East, Mumbai 400050.
Symbol: NGLFINE

Sub: Investor Presentation for the quarter & nine month ended December 31, 2023.

Dear Sir/Madam,

Pursuant to Regulation 33 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 enclosed herewith please find Investor Presentation for the quarter and nine month ended December 31, 2023.

Kindly take the same on your record.

Thanking you,

Yours faithfully,
For NGL Fine-Chem Limited

Pallavi Satish
Pednekar

Digitally signed by
Pallavi Satish Pednekar
Date: 2024.02.16
10:29:33 +05'30'

Pallavi Pednekar
Company Secretary & Compliance Officer
Membership No: A33498

Encl: Investor Presentation.

NGL Fine-Chem Limited

INVESTOR PRESENTATION



Q3FY24

Disclaimer

This investor presentation has been prepared by NGL Fine-Chem Limited and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements", including those relating to the general business plans and strategy of NGL Fine-Chem Limited, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as 'will', 'expected to', 'horizons of growth', 'strong growth prospects', etc., or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. NGL Fine-Chem Limited may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.

Inside This Presentation



Pg. No.

04

Q3FY24
Highlights

Pg. No.

08

Overview,
Key Strengths
and Strategy

Pg. No.

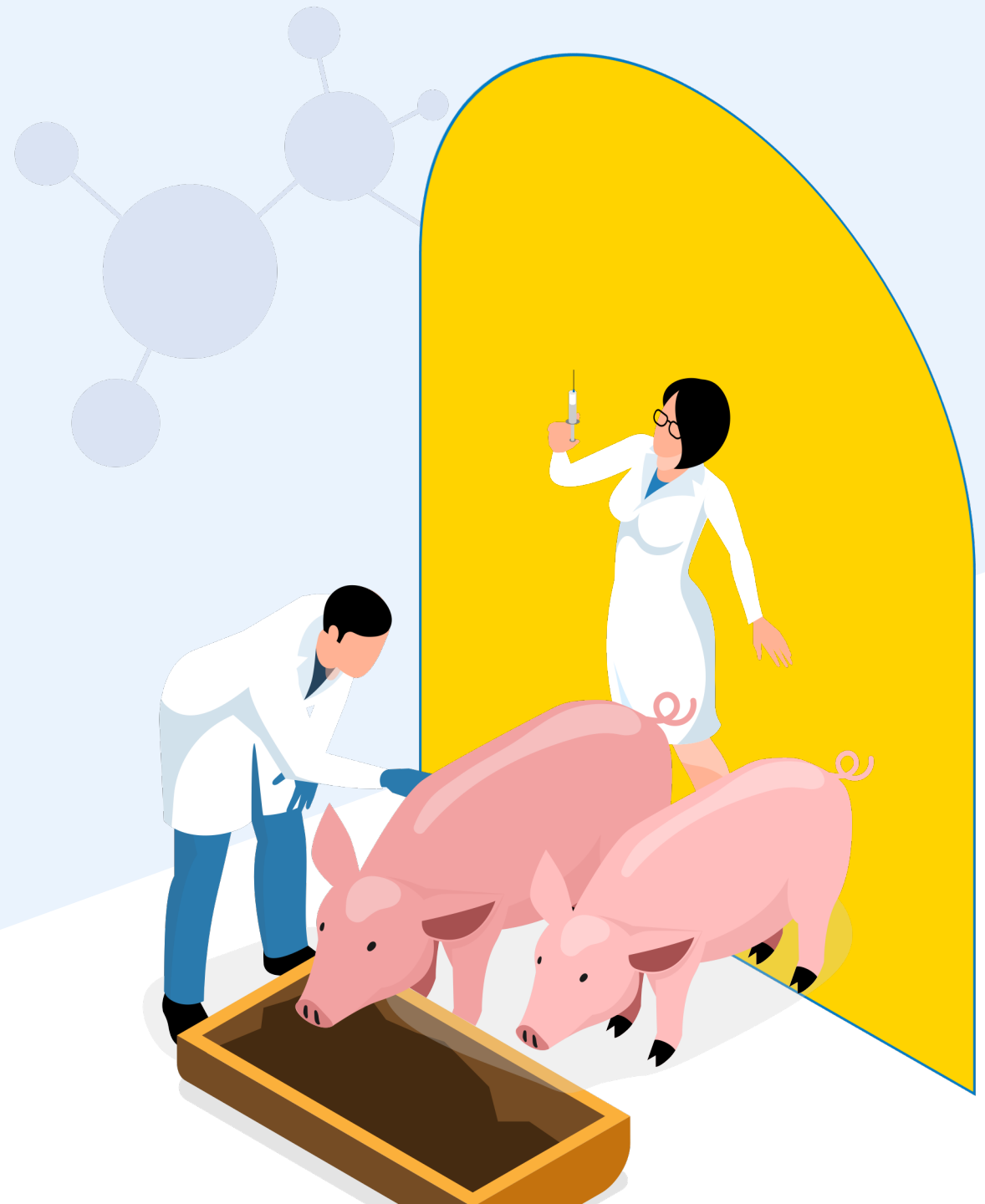
13

Historical
Financial
Performance

01

Q3FY24 Highlights

- 05 MANAGEMENT COMMENTARY
- 06 QUARTERLY OPERATIONAL METRICS
- 07 SUMMARY OF FINANCIAL STATEMENTS



MANAGEMENT COMMENTARY



Rahul Nachane
MANAGING DIRECTOR

Dear Shareholders,

Reflecting on Q3FY24, I am pleased to share that NGL Fine Chem Limited has maintained its trajectory of strong performance, underpinned by robust volume growth despite the competitive challenges and pricing pressures we have faced in the market.

Our topline growth this quarter has been particularly encouraging, driven predominantly by an increase in volumes across our product portfolio. This achievement is noteworthy, especially considering the stable to slightly declining realisations in some of our products.

We have continued to see signs of recovery in demand, as anticipated in our previous communications. This recovery, however, has been accompanied by a slight increase in raw material costs, leading to a marginal contraction in our margins compared to the last quarter. Nevertheless, the positive demand signals across our markets give us confidence in the gradual improvement of our margins on a sequential basis.

The competitive landscape remains intense, and pricing pressures persist. Yet we are witnessing recovery in our export markets, particularly in regions like Bangladesh and Egypt, which had faced challenges in the past year. Despite ongoing currency volatility and the extended timelines in currency arrangements on the buyer's end, the resurgence in demand from these markets is a positive development.

In light of the promising signs of demand recovery, we are accelerating our CAPEX plans, aiming to complete phase 1 by the end of Q2FY25. With an investment of ₹75 crores earmarked for this phase, of which ₹45 crores have already been invested, we are laying the groundwork for capacity expansion. Phase 1 will see the establishment of all necessary utilities for the entire CAPEX project and the operationalisation of one clean room (API line), setting the stage for further expansion.

As we plan for the completion of phase 1 and look ahead to phase 2, which involves making the remaining 5 clean rooms operational by December 2025, our financial strategy remains focused on prudence and sustainability. The total project cost is maintained at ₹140 crores. To date, we have invested ₹45 crores in the CAPEX, all through internal accruals. We anticipate investing an additional ₹25 crores from internal accruals into the project, covering both phase 1 and phase 2 activities. This approach underscores our strategy to increase the proportion of internal accruals in funding this CAPEX, while also acknowledging that some level of debt buildup may occur from Q1FY25 as we advance our expansion plans and strive to meet our strategic objectives.

•

Operational Metrics

SEGMENTAL REVENUE MIX

PARTICULARS	Q3FY23	Q2FY24	Q3FY24
ANIMAL API	81%	83%	94%
HUMAN API	5%	6%	2%
INTERMEDIATES	8%	5%	2%
FORMULATIONS	6%	6%	2%

GEOGRAPHIC MIX

PARTICULARS	Q3FY23	Q2FY24	Q3FY24
Asia	38%	32%	33%
Europe	29%	25%	16%
India	21%	27%	25%
ROW	11%	15%	20%
USA	1%	1%	6%

PRODUCT CONCENTRATION

PARTICULARS	Q3FY23	Q2FY24	Q3FY24
TOP 3 PRODUCTS	39%	29%	36%
TOP 5 PRODUCTS	51%	41%	51%
TOP 10 PRODUCTS	76%	65%	72%

CUSTOMER CONCENTRATION

PARTICULARS	Q3FY23	Q2FY24	Q3FY24
TOP 3 CUSTOMERS	17%	17%	17%
TOP 5 CUSTOMERS	25%	24%	25%
TOP 10 CUSTOMERS	39%	34%	41%

Summary of Profit and Loss Statement

₹ IN CRORES

PARTICULARS	Q3FY23	Q2FY24	Q3FY24	Q-o-Q	Y-o-Y	9MFY23	9MFY24	Y-o-Y
REVENUE FROM OPERATIONS	71.93	80.18	87.95	9.70%	22.27%	200.26	239.23	19.46%
OTHER INCOME	0.69	3.22	3.68	14.32%	434.64%	6.48	10.17	56.86%
TOTAL INCOME	72.62	83.40	91.63	9.87%	26.17%	206.74	249.39	20.63%
TOTAL OPERATING EXPENSES	62.12	66.21	74.08	11.90%	19.26%	181.96	210.80	15.85%
EBITDA	9.81	13.97	13.87	-0.73%	41.32%	18.30	28.42	55.31%
EBITDA MARGIN (%)	13.64%	17.42%	15.77%	(165) bps	213 bps	9.14%	11.88%	274 bps
FINANCE COST	0.26	0.36	0.28	-24.05%	6.88%	0.87	0.88	0.62%
DEPRECIATION AND AMORTISATION EXPENSES	1.23	2.89	2.94	1.82%	139.12%	8.26	8.69	5.21%
PROFIT BEFORE TAX	9.01	13.94	14.33	2.82%	58.98%	15.65	29.02	85.46%
PROFIT AFTER TAX	6.49	10.48	10.03	-4.24%	54.68%	11.51	29.02	152.10%

02

Overview, **Strengths and Strategy**

- 09 LEADING ANIMAL HEALTH COMPANY
- 10 LEADERSHIP IN VETERINARY API SEGMENT
- 11 STATE-OF-THE-ART MANUFACTURING CAPABILITIES
- 12 STRATEGY FOR NEXT LEG OF GROWTH



Leading Animal Health Company



COMPREHENSIVE PRODUCT PORTFOLIO

- 26 APIs (24 Veterinary APIs, 2 Human APIs), 4 Intermediates and 10 finished dosage forms
- Best quality and value-driven pricing



MARKET LEADERSHIP IN VETERINARY API

- Leadership in top 5 products – 50%+ market share
- Growing position in next 4 – taking market share from other players



MANUFACTURING EXCELLENCE

- 3 state of the art manufacturing facilities
- Strong R&D capabilities in custom synthesis



LARGE GLOBAL PRESENCE

- 45+ countries across the globe with country-wise regulatory approvals
- Strong presence in unregulated markets



LONG STANDING CUSTOMER RELATIONSHIPS

- ~400 customers
- Reliable supplier focused on good sale support to all customers

Leadership in Veterinary API Segment

Strong controls of processes with **95%** in-house manufacturing and backward integrated facilities leading to cost competitiveness

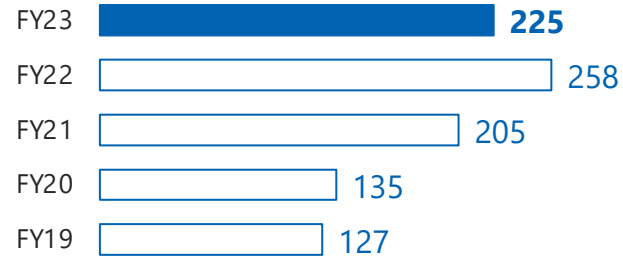
High quality and reliable products with no market rejection in **15 years**

Market share ranging from **15% to 50%+** in key products

Suppliers to **5 of top 10** global animal healthcare companies

REVENUE FROM VETERINARY API SEGMENT

(₹ IN CRORES)



15%
CAGR

WIDE RANGE OF PRODUCT CATEGORIES

ANTHELMINTICS

ECTOPARASITICIDES

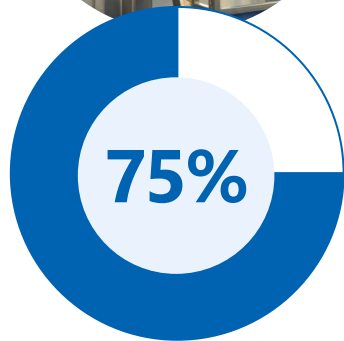
ANTIPROTOZOALS

PHOSPHORUS SUPPLEMENTS

CUSTOMER & PRODUCT CONCENTRATION (OF SALES FY23)

	CUSTOMER	PRODUCT
TOP 3	17% (13% FY22)	34% (37% FY22)
TOP 5	24% (20% FY22)	47% (52% FY22)
TOP 10	35% (33% FY22)	72% (76% FY22)

State-of-the-art Manufacturing Capabilities



3 manufacturing facilities located at Tarapur & Navi Mumbai, Maharashtra, designed to meet the requirements of regulatory agencies and are capable of a wide range of reaction capabilities

PRODUCTION COMING FROM ZERO LIQUID DISCHARGE FACILITIES

HIGHLIGHTS

10,000 m²

AREA OF MANUFACTURING FACILITIES

102 m³

GLASS-LINED REACTORS

194 m³

STAINLESS STEEL REACTORS

12 m³

GAS INDUCTION REACTORS

-20°C to +250°C

REACTION RANGE



ACCREDITATIONS

WHO-GMP, ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 and cGMP accredited

Strategy for next leg of growth



**ONGOING INITIATIVES
TO INCREASE
CAPACITIES TO MEET
GROWING DEMAND**

BROWNFIELD EXPANSION

- Completed expansion in subsidiary Macrotech
- Additional capacities of intermediates
- Commercial production started



**LARGER EXPANSION
TO DRIVE THE NEXT
LEG OF EXPONENTIAL
GROWTH**

GREENFIELD EXPANSION AT TARAPUR

- 50% capacity expansion with sufficient capacity to meet demand for new products in pipeline
- Estimated capex of ₹ 140 Cr to be funded through debt and internal accrual
- Civil construction undergoing. Invested ₹ 45 crores till Q3FY24

03

Historical Financial **Performance**

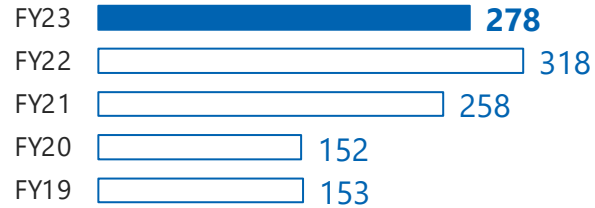
14 ROBUST FINANCIAL PERFORMANCE



Robust Financial Performance

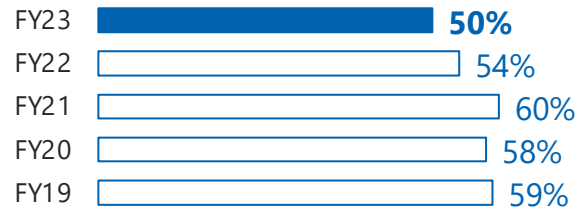
REVENUE

(₹ IN CRORES)



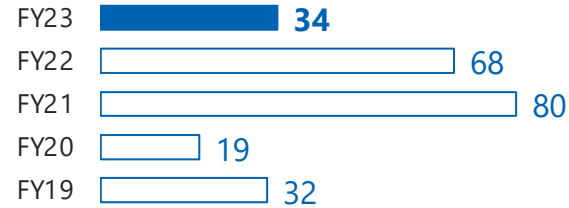
GROSS MARGIN

(IN %)



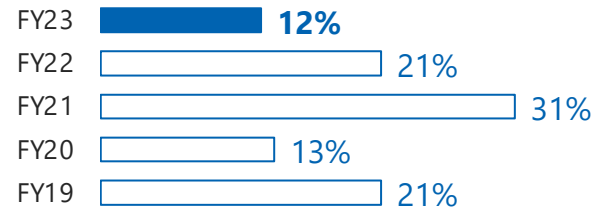
EBITDA

(₹ IN CRORES)



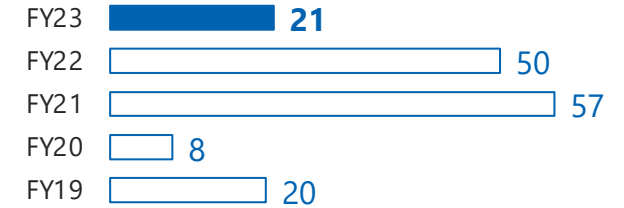
EBITDA MARGIN

(IN %)



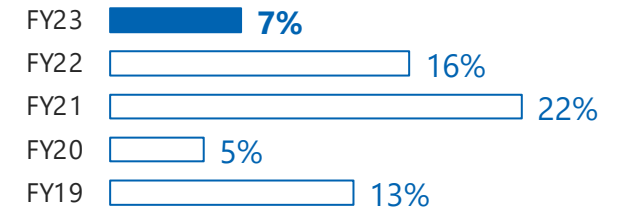
PAT

(₹ IN CRORES)



PAT MARGIN

(IN %)



EBITDA excludes Other Income



Thank **You**

**FOR ANY FURTHER INFORMATION,
PLEASE CONTACT**

Pallavi Pednekar

NGL FINE-CHEM
LIMITED

cs@nglfinechem.com
+91 22 40842222

Abhishek Mehra

TIL ADVISORS PRIVATE
LIMITED

abhishek@theinvestmentlab.in
+91 95588 14500

 **NGL Fine-Chem Ltd**

Corporate Office

301, E-square, Subhash Road,
Vile Parle (East),
Mumbai - 400057,
Maharashtra, India

nglfinechem.com