

Regd Office:
9 Cathedral Road
Chennai 600 086 India
Tel + 91 44 2812 8500
E-mail: csl@sanmargroup.com
www.chemplastsanmar.com
CIN L24230TN1985PLC011637

12th February, 2024

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code - 543336	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Mumbai – 400 050 Scrip Symbol - CHEMPLASTS
--	---

Subject: Investor Presentation

Please find enclosed a copy of Investor Presentation on Performance Highlights Q3 / 9M FY '24.

Copy of Investor Presentation will also be available on the website of the company at www.chemplastsanmar.com.

Date & Time of occurrence of the event/information: 12th Feb, 2024; 6.15 PM (IST)

Thanking You,
Yours faithfully,

For CHEMPLAST SANMAR LIMITED

M RAMAN
Company Secretary and Compliance Officer
Memb No. ACS 6248



Responsible
Pursuit of a
Sustainable Future



Chemplast Sanmar Limited

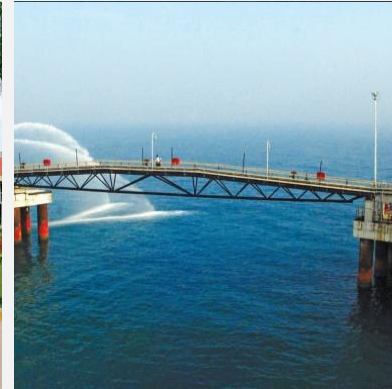
Investor Presentation – Q3/9M FY '24

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Chemplast Sanmar Ltd. (the “Company”)**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Performance Highlights

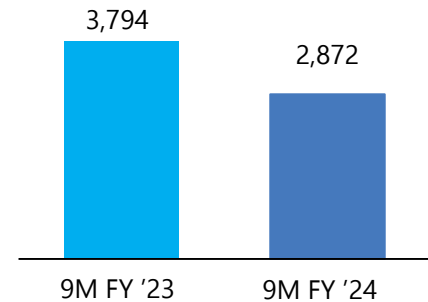
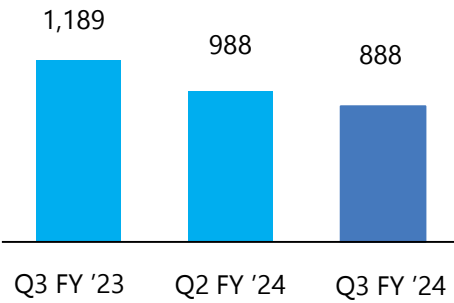


Performance Highlights: Q3 & 9M FY '24

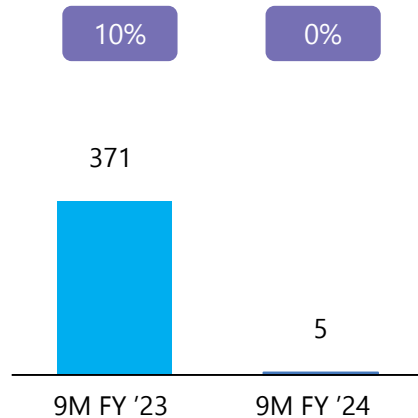
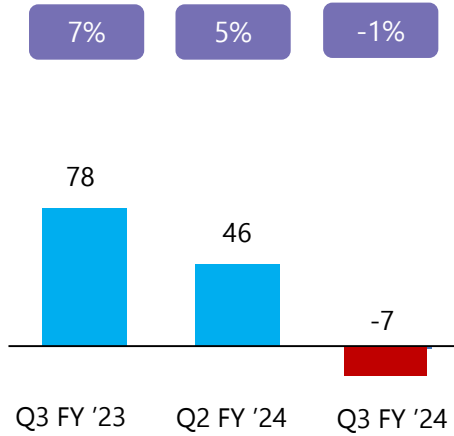
Rs. Crs

Margin

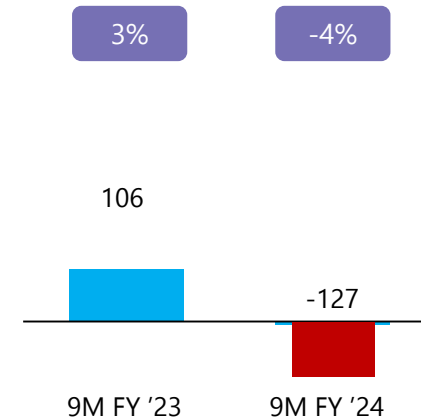
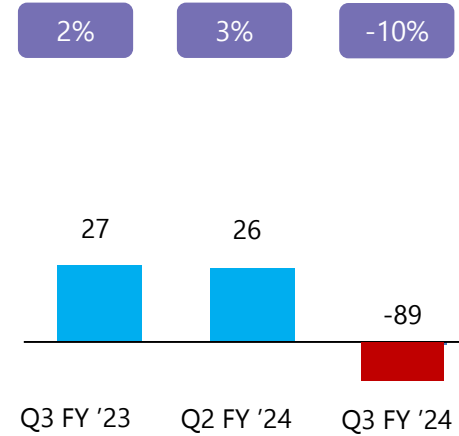
Revenues



EBITDA



PAT



Key Highlights

- Prices of both Suspension PVC and Paste PVC were lower by 8% and 6% respectively on q-o-q basis
- Caustic Soda and Chloromethanes prices were flat on q-o-q basis
- EDC prices witnessed a 12.5% increase during Q3 FY '24 compared to Q2 FY '24 while VCM prices remained flat during the quarter compared to the previous quarter
- Power cost (Rs. 143 Cr) increased marginally by around Rs. 4 Cr compared to the previous quarter
- Commercial despatches commenced during the quarter from the Phase 1 expansion project of the Custom Manufactured Chemicals division

Projects Update

- Paste PVC expansion project – expected to be commissioned in Q4 FY '24
- Custom Manufactured Chemicals Phase 2 expansion project – expected to be completed in Q1 FY '25

All computations are on Consolidated basis



Ramkumar Shankar
Managing Director

After a relatively better Q2 FY '24, Q3 FY '24 performance ran into heavy weather due to further correction in PVC prices on account of dumping from China and other countries, slow down in the Other Chemicals (Caustic Soda, Chloromethanes, Hydrogen Peroxide, Refrigerant gases) business due to the over-supply situation in India, increase in key feedstock (EDC and Ethylene) prices and adverse impact of the lag effect in correction of VCM prices.

However, the boom in the infrastructure and real estate sectors is driving the strong demand for PVC. We expect a gradual recovery in prices and margins over the next 2-3 quarters. The Other Chemicals business is also expected to witness improvement in prices in the next 3-4 quarters once the excess supply is absorbed by the market.

In our Custom Manufactured Chemicals Division's business, the pipeline is healthy. We commercialised 3 new products this year and a number of products are under various stages of development. Despite the challenges on account of the downturn in the global agrochemicals industry and the consequent inventory rationalisation, we expect this business to deliver a reasonable growth during the year. While commercial production from Phase 1 of the expansion project has commenced, Phase 2 is expected to be completed in Q1 FY '25.

The 41 ktpa Paste PVC project is expected to start commercial production in Q4 FY '24. This will further cement our position as the leading Paste PVC producer in India. Despite the recent uncertainty in the industry, we are confident of the long term potential of all our businesses and are strengthening our capabilities and relationships to grow in a sustainable manner."

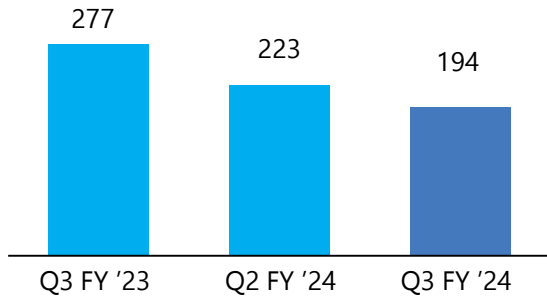
Segmental Highlights - Quarterly



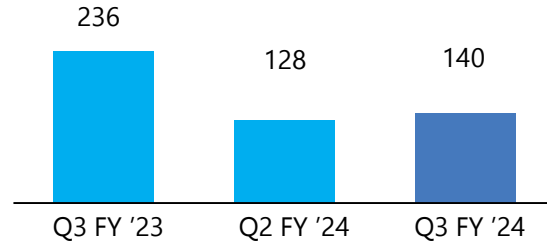
Rs. Crs

Revenue Breakup

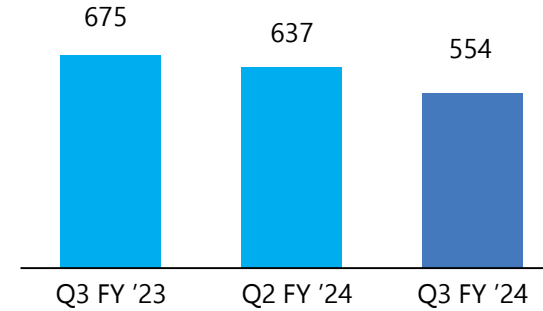
Speciality Chemicals



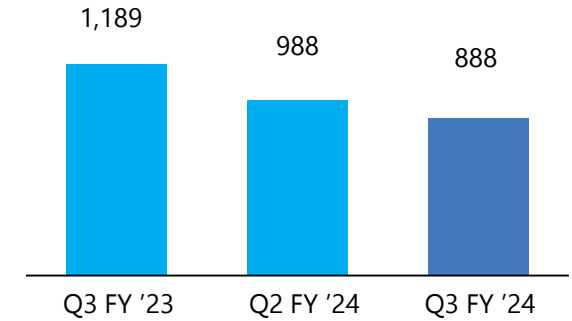
Other Chemicals#



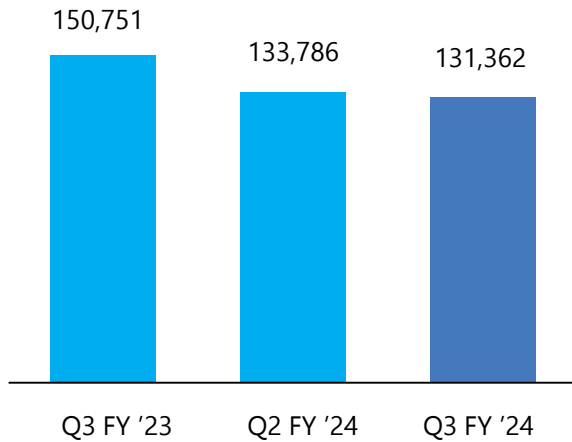
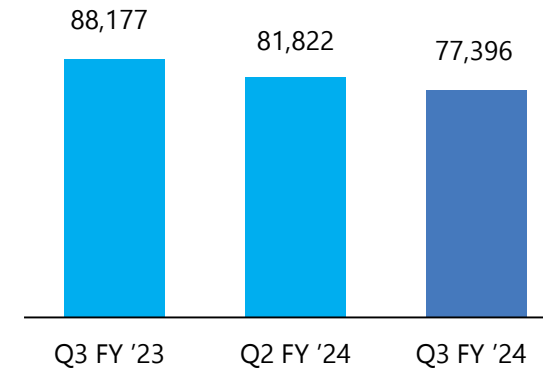
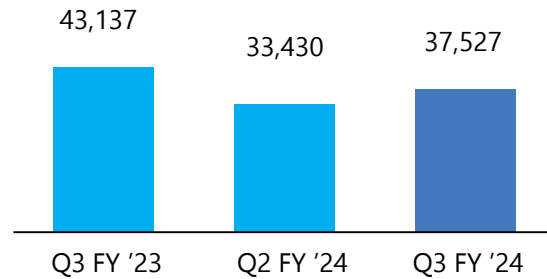
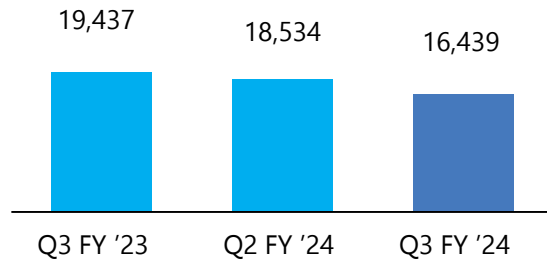
Suspension PVC



Consolidated



Sales Volume



"mt" stands for metric tons

- Includes Caustic Soda, Chloromethanes, Hydrogen Peroxide and Refrigerant gases



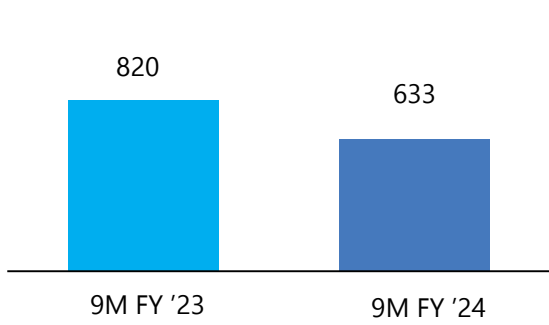
Segmental Highlights – Nine Month



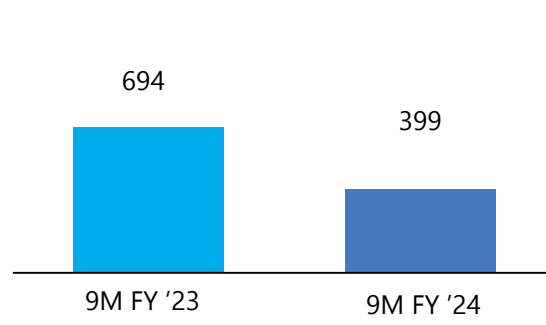
Rs. Cr

Revenue Breakup

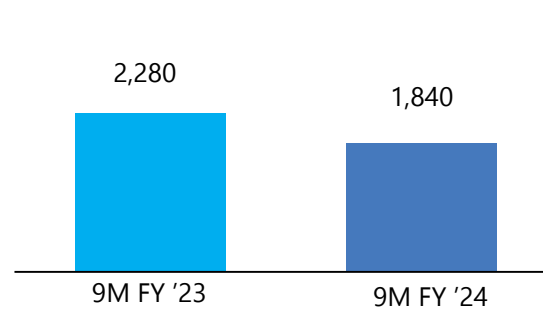
Speciality Chemicals



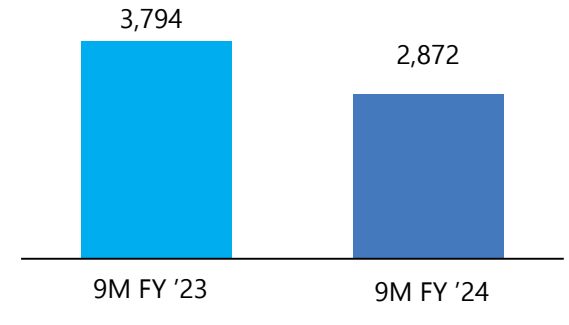
Other Chemicals#



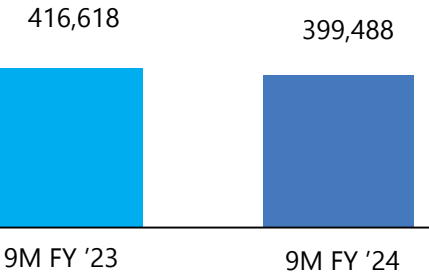
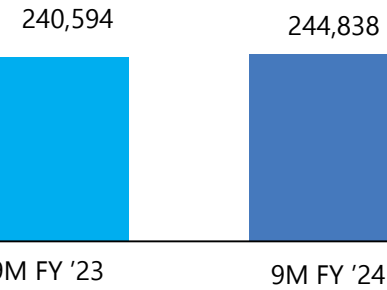
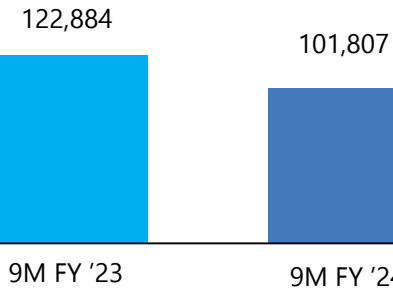
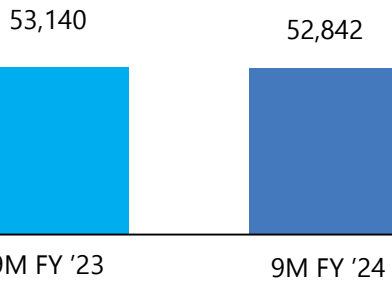
Suspension PVC



Consolidated



Sales Volume



mt

"mt" stands for metric tons

- Includes Caustic Soda, Chloromethanes, Hydrogen Peroxide and Refrigerant gases



Consolidated Profit & Loss Account

Rs. Cr

Particulars	Q3 FY '24	Q3 FY '23	Y-o-Y	Q2 FY '24	Q-o-Q	9M FY '24	9M FY '23	Y-o-Y
Revenue from Operations	888	1,189	-25%	988	-10%	2,872	3,794	-24%
Cost of Goods Sold	603	777		656		1,985	2,464	
Employee Cost	42	34		39		119	108	
Other Expenses	249	300		247		764	851	
EBITDA	(7)	78	nm	46	nm	5	371	-99%
EBITDA Margin %	-1%	7%		5%		0%	10%	
Other income	13	17		37		68	49	
Depreciation	38	35		35		105	109	
EBIT	(32)	60	nm	48	nm	(33)	311	nm
Finance Cost	47	39		39		130	116	
Profit Before Tax and exceptional items	(78)	21	nm	9	nm	(162)	196	nm
Exceptional Items**	-	-		-		-	(81)	
Profit Before Tax	(78)	21	nm	9	nm	(162)	115	nm
Tax	11	(7)		(17)		(35)	9	
PAT	(89)	27	nm	26	nm	(127)	106	nm
PAT Margin %	-10%	2%		3%		-4%	3%	
Basic EPS (Rs. /share)	(5.65)	1.72		1.65		(8.05)	6.72	

** Write-down in the carrying value of stocks of major intermediates and finished products

***nm – Not meaningful

Stand-alone Profit & Loss Account

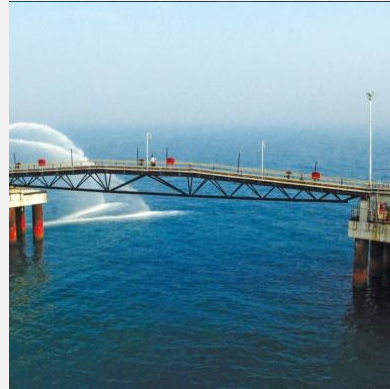
Rs. Cr

Particulars	Q3 FY '24	Q3 FY '23	Y-o-Y	Q2 FY '24	Q-o-Q	9M FY '24	9M FY '23	Y-o-Y
Revenue from Operations	439	630	-30%	351	25%	1,140	1,769	-36%
Cost of Goods Sold	235	306		151		541	799	
Employee Cost	29	24		26		81	73	
Other Expenses	184	216		182		560	623	
EBITDA	(10)	83	nm	(8)	nm	(42)	274	nm
EBITDA Margin %	-2%	13%		-2%		-4%	16%	
Other income	4	6		26		37	19	
Depreciation	27	23		24		72	70	
EBIT	(33)	66	nm	(6)	nm	(78)	224	nm
Finance Cost	11	5		4		20	17	
Profit Before Tax and exceptional items	(43)	60	nm	(10)	nm	(97)	207	nm
Exceptional Items**	-	-		-		-	(50)	
Profit Before Tax	(43)	60	nm	(10)	nm	(97)	157	nm
Tax	17	4		(24)		(23)	20	
PAT	(60)	57	nm	14	nm	(74)	137	nm
PAT Margin %	-14%	9%		4%		-7%	8%	
Basic EPS (Rs. /share)	(3.79)	3.59		0.87		(4.69)	8.69	

** Write-down in the carrying value of stocks of major intermediates and finished products

***nm – Not meaningful

Company Overview



Chemplast Sanmar: Leading Chemical Manufacturer in India...



#1
manufacturer of
Speciality
Paste PVC
resin in
India

**Leading player
in Custom
Manufactured
chemicals**

#1
manufacturer of
S-PVC in South
India & 2nd
largest in
India⁽¹⁾

#1
manufacturer of
Hydrogen
Peroxide in
South India

#4
manufacturer of
Caustic Soda in
South India

**One of the
oldest
manufacturers
of
Chloromethanes
in India**

4 Manufacturing
sites with a high degree of
backward integration ⁽²⁾

**Experienced management
team with deep domain
expertise**

Marquee parentage


The Sanmar Group is amongst
the oldest and most prominent
corporate groups in South India

FAIRFAX INDIA
Fairfax, a well-known
international investor, has been
an investor since 2016 in the
SHL Chemicals Group ⁽³⁾

Consolidated FY '23

Rs. 4,941 Cr
Revenue

Rs. 468 Cr
EBITDA

Note:

1. S-PVC – Suspension PVC ; Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited (“CCVL”)
2. For significant portion of its operations
3. Through FIH Mauritius Investments Limited



Responsible Care®
OUR COMMITMENT TO SUSTAINABILITY

... with a Diversified Product Portfolio

	Chemplast Sanmar					CCVL (1)
	Speciality Chemicals		Other Chemicals			Suspension PVC
End-user industries	<p>Speciality Paste PVC resin</p> Footwear Auto and Furniture upholstery Artificial leather products Mats	<p>Custom Manufacturing</p> Pharma Agrochemicals Fine Chemicals	<p>Caustic Soda</p> Paper Textile Organic and Inorganic Chemicals	<p>Hydrogen peroxide</p> Paper Textiles Effluent treatment at refineries Disinfectants	<p>Chloromethanes</p> Pharma Agro-Chemicals Refrigerants (HFOs)	Irrigation Urban infra Real estate
Capacity	66,000 mtpa	1,068 mtpa	119,000 mtpa	34,000⁽²⁾ mtpa	35,000 mtpa	331,000 mtpa
FY '23 Sales split	22%		17%			61%
FY '23 EBITDA split	65%					35%

Note:

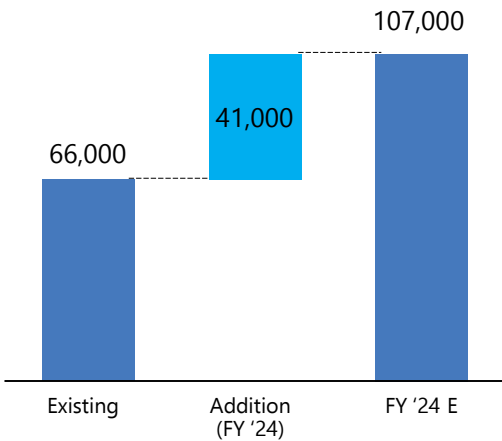
- Wholly-owned subsidiary of Chemplast Sanmar Ltd.
- The Hydrogen Peroxide capacity is calculated at 50% concentration level, in line with industry standards. ('mtpa' stands for metric tons per annum)

1. Paste PVC

Part of speciality chemical division of Chemplast Sanmar. Largest manufacturer of Speciality Paste PVC resin in India

- Manufactured at Mettur facility since 1968; 41 ktpa expansion coming up at Cuddalore
- Primary raw materials include VCM, EDC, Ethylene and Chlorine
- Manufactures significant portion of EDC and all of VCM requirements in-house. This provides flexibility in operations and reduces dependence on external suppliers
- High repeat business – customer stickiness

Capacity (in mt)



Key growth drivers

- India is heavily import-dependent - import substitution opportunity
- Enough headroom to grow – no capacity expansions have been announced – technology is a barrier
- Growing demand in end-user industry driven by low per capita consumption
- Customer stickiness

The Sanmar Advantage

CSL is the **oldest player and one of only two companies in India** having the requisite technology

> 60% of Paste PVC capacity (post expansion) is **backward integrated**

Leadership position in Indian market; Post expansion, CSL will have ~83% of domestic production capacity and ~66% market share with the downstream capacities configured to CSL's resin quality

Long-standing customer relationships

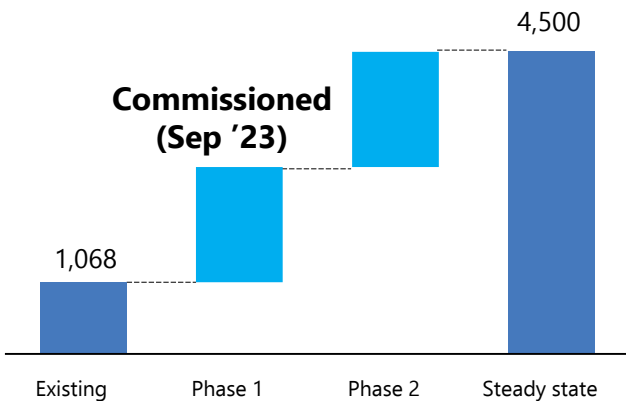
2. Custom Manufactured Chemicals



Part of speciality chemical division of Chemplast Sanmar; growing rapidly on the back of 15 years of long-standing client relationships

- Quality manufacturing at Berigai facility in a safe and sustainable manner
- Custom manufactures starting materials, advanced intermediates and active ingredients for global innovator companies – ‘One Product to One Customer’ strategy
- Wide range of chemistry capabilities such as cyanation, hydrogenation, liquid purification etc.
- In-house process research, process engineering and large-scale manufacturing capabilities, making it a one-stop shop manufacturing of newly discovered molecules

Capacity (in mt)



Key growth drivers

- India’s share in the global outsourced Agro CMC market increasing at a faster pace of 10%-12%
- Increasing EU regulatory constraints
- China +1 strategy - India to be a focus region as companies move away from China for custom manufacturing
- Higher penetration of API manufacturing in India

The Sanmar Advantage

Renowned for our **Sustainability, Environmental and Safety stewardship**

Professional management with **high standards of ethics and integrity**

Proven track record of execution, with a long history of partnerships with **global originator and innovator companies**

Extremely careful with the intellectual property of our customers

Ability to handle complex chemistries and complex chemicals due to our process technology, process improvement and product development capabilities. **World-class research and development capability** combined with a **broad range of chemical technologies at production scale**

Highly qualified engineers and chemists

Benefit and advantage of having facilities with land available for future expansion

Proactive investment in **"best in class" hardware** - production blocks, lab and pilot capabilities, process safety labs



3. Caustic Soda | Hydrogen Peroxide | Chloromethanes | Ref. Gas

Part of other chemicals division of Chemplast Sanmar; These complete the integration story of the company

Caustic soda	<ul style="list-style-type: none"> Generated as a joint product in the process of manufacture of chlorine Sold at 48-50% concentration to customers 	<p>Capacity</p> <p>119,000 mtpa</p>
Hydrogen Peroxide	<ul style="list-style-type: none"> Part of downstream integration as a value-added product Plant is designed for a capacity of 34,000 tons per year of 50 percent concentration. Production process adopted is environment-friendly 	<p>Capacity</p> <p>34,000 mtpa</p>
Chloromethanes	<ul style="list-style-type: none"> Refers to a group of products namely, Methyl Chloride, Methylene Di Chloride, Chloroform and Carbon Tetra Chloride Part of downstream integration as a value-added product 	<p>Capacity</p> <p>35,000 mtpa</p>
Refrigerant Gas	<ul style="list-style-type: none"> Primarily used as a cooling agent in air-conditioning systems. CSL uses chloromethanes captively to manufacture R-22 	<p>Capacity</p> <p>1,700 mtpa</p>

The Sanmar Advantage

- Fully integrated operations resulting in sufficient control over feedstock
- Entire chlorine consumed in-house; no disposal issues
- Diversified product portfolio and customer base

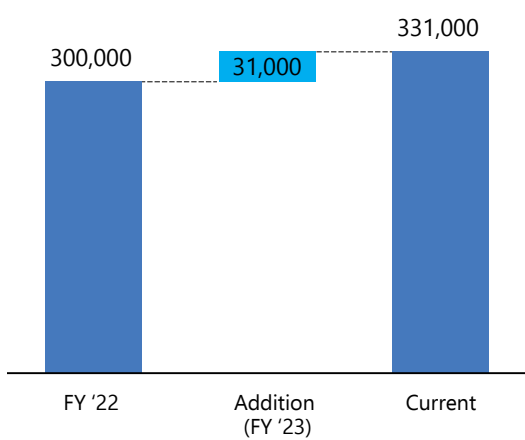
4. Suspension PVC



Part of CCVL (100% subsidiary); Largest manufacturer of S-PVC in South India and second largest in India

- Manufactured at Cuddalore facility since 2009
- This facility has a captive import terminal facilitating VCM imports for PVC production
- One-step non-integrated manufacturing process

Capacity (in mt)



Key growth drivers

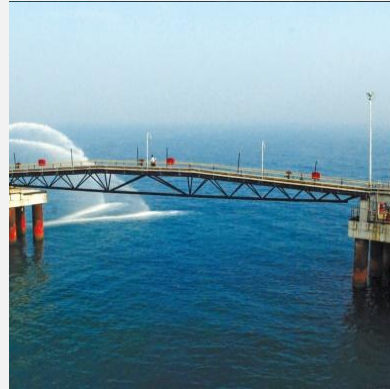
- **Significant gap between demand and supply:** Despite new capacity addition announcements, India will continue to be huge deficit market
- **Import substitution opportunity:** ~ 60% of Indian demand served through imports
- **Growing demand in end-user industry** driven by low per capita consumption

The Sanmar Advantage

- **Strong customer relationships** with a diversified dealer/customer network
- **Leadership position in South India**
- **Shore-based facility for seamless and safe import of feedstock**
- **Asset-light model** with sufficient infrastructure for future expansions



Well Positioned to Capture Growth

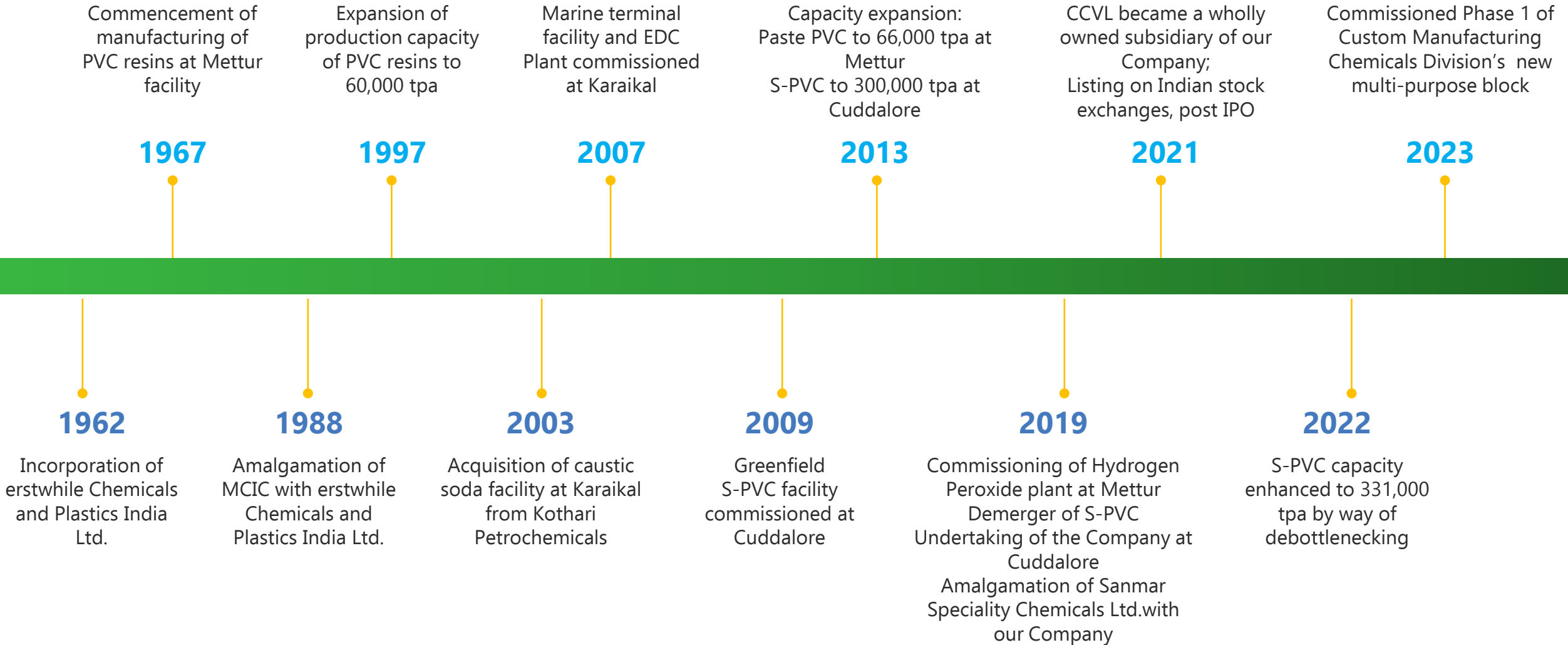


Well Positioned to Capture Growth



- ▶ Five decades track record
- ▶ State-of-the-art manufacturing units at strategic locations
- ▶ Improving product mix
- ▶ High growth industry
- ▶ Strong focus on sustainability
- ▶ Committed leadership team with eminent board

1. Five decades track record



2. State-of-the-art Manufacturing Units...

01 Mettur, Tamil Nadu

- Paste PVC – 66 ktpa
- Hydrogen Peroxide – 34 ktpa
- Chloromethanes – 35 ktpa
- Refrigerant gas – 1.7 ktpa

- The site consist of 4 plants with high degree of integration
- Zero liquid discharge facility
- Sourcing of power from a captive power plant of 48.5 MW
- Access to salt fields at Vedaranyam, a key raw material



02 Berigai, Tamil Nadu

- Custom manufacturing - 1,068 mtpa

- Fully equipped, Multi-purpose facility
- Fully automated with distributed control systems and modern technologies
- Capability to support development work in various chemistries at the laboratory scale and pilot scale



03 Karaikal, Puducherry

- EDC – 84 ktpa (Captive purpose)

- Zero liquid discharge plant | Desalination plant
- Captive terminal for import of feedstock and sale of product
- Two captive power plants of 8.5 MW and 3.5 MW
- Double walled insulated cryogenic ethylene storage tank with 4 kt capacity
- Access to salt fields at Vedaranyam, a key raw material



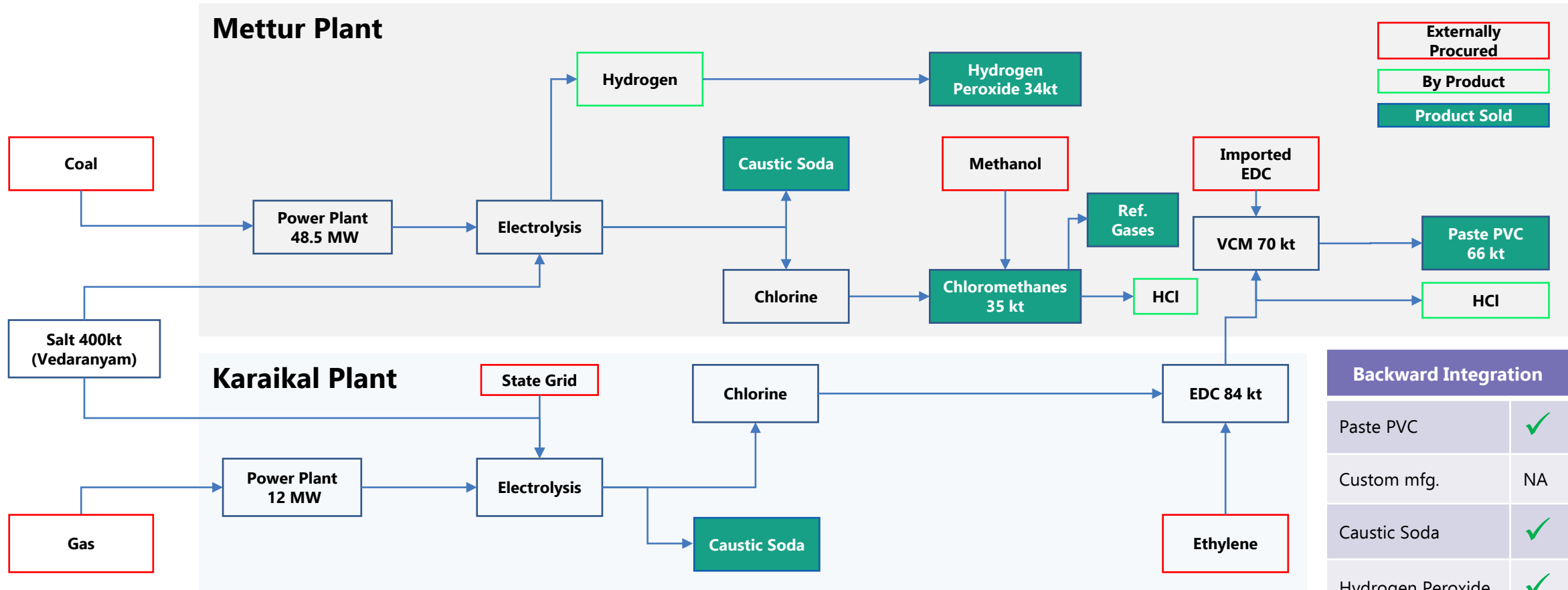
04 Cuddalore, Tamil Nadu

- Suspension PVC - 331 ktpa

- Zero liquid discharge plant
- Desalination plant
- Captive terminal for import of feedstock
- Two refrigerated VCM storage tanks with a capacity of 7,500 mt each
- 31 ktpa added in May '22 via debottlenecking



... with a High Degree of Backward Integration



Externally Procured
By Product
Product Sold

Backward Integration	
Paste PVC	✓
Custom mfg.	NA
Caustic Soda	✓
Hydrogen Peroxide	✓
Chloromethane	✓
Suspension PVC	✗

Quantity of EDC manufactured at Karaikal plant/EDC imported, depends on the relative pricing vis-à-vis International Markets

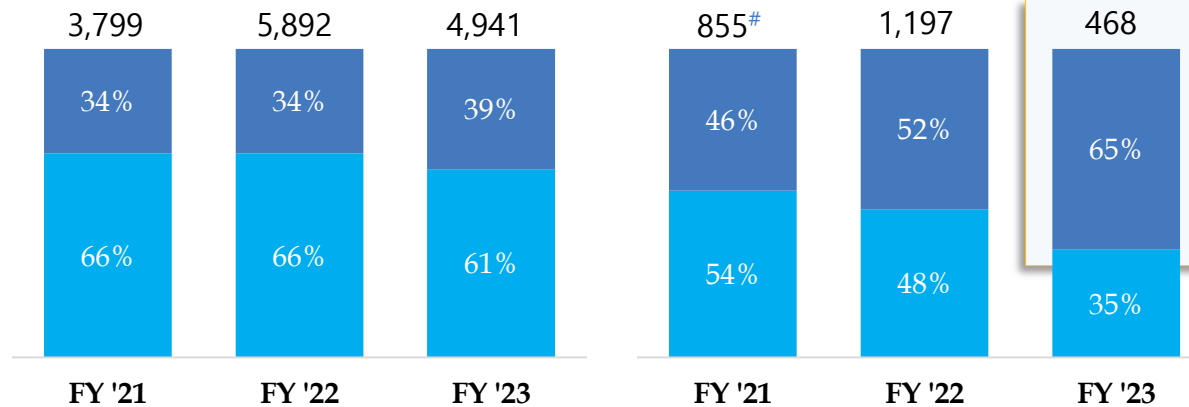


3. Improving Product Mix...

Total Revenue

EBITDA

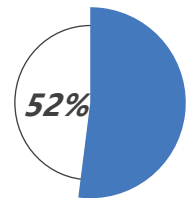
Rs. Cr



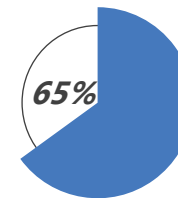
Currently, Suspension PVC dominates the sales mix. However, in terms of profitability, share of Speciality vehicle is larger

In the long term, once our proposed expansions come on-stream, Speciality vehicle would contribute even larger share of profitability

Improving Profitability Mix



CSL EBITDA Contribution in FY '22



CSL EBITDA Contribution in FY '23

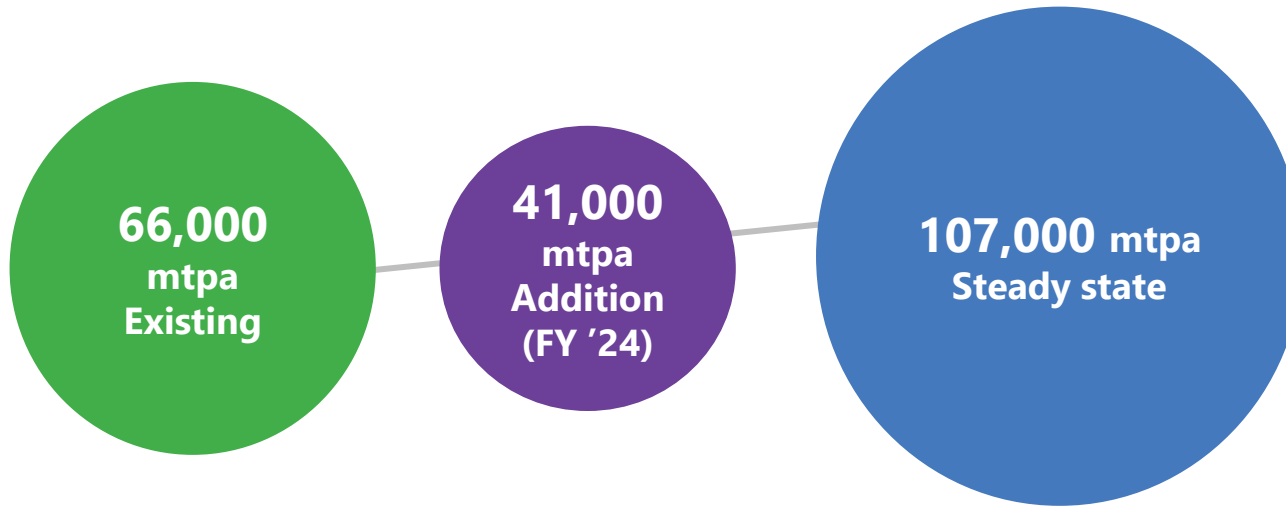
Excludes positive impact on account of inventory write down of Rs.107 Cr made in FY '20

.. Supported by over Rs. 1,000 Cr Investment



Speciality Paste
PVC
Capex Outlay
Rs. 360 Cr

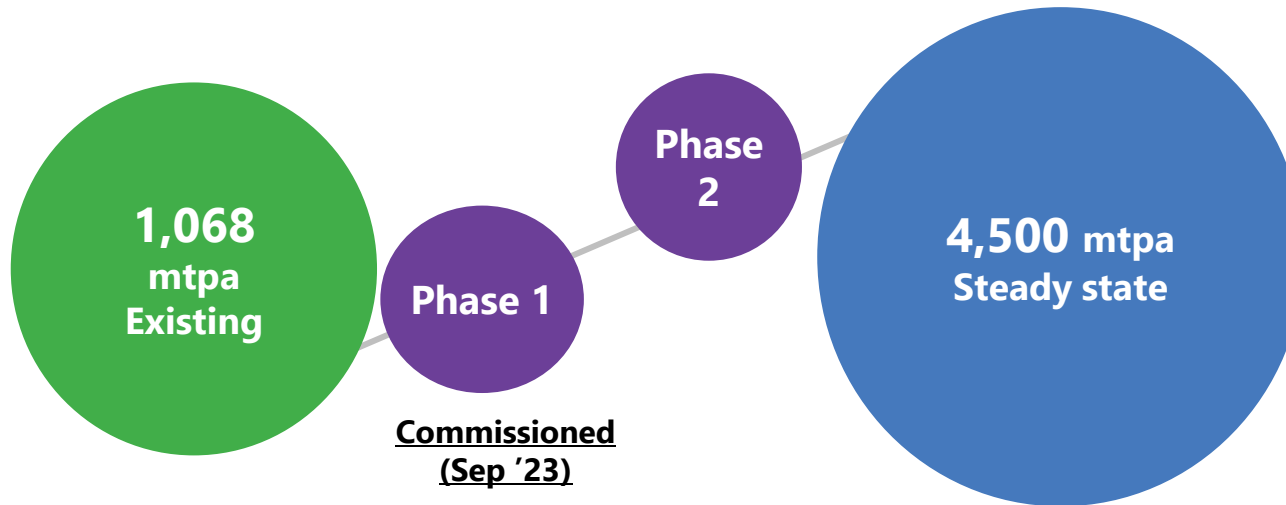
163 ktpa
Addressable market size*



- Target commissioning: H2 FY '24
- Brownfield project being implemented at Cuddalore – this will leverage on CCVL's existing Marine Terminal and other infrastructure
- Necessary approvals are in place and construction is on schedule
- One-step process will result in lower capital expenditure, higher ROI and faster time-to-market

Custom Manufacturing
Capex Outlay
Rs. 680 Cr

USD 2 Billion
Addressable market size*



- Multi-purpose block being set up in two phases
- **Commissioned Phase 1 in Sep '23**
- Target commissioning: Phase 2 – End of FY '24
- Facility being enhanced at Berigai – will leverage on the existing infrastructure available at the location
- LOIs signed for three molecules and a strong pipeline of other products provides visibility on capacity utilisation
- Selected by a global agrochemical innovator to manufacture a new Active Ingredient (AI)

Project Capex Spent in FY '23 - Rs. 296 Cr; Estimated Project Capex for FY '24 - Rs. 744 Cr



4. High Growth Industry...

Products	Paste PVC	Suspension PVC	Custom Manufacturing
Key Highlights	<ul style="list-style-type: none"> • India heavily import dependent • Enough headroom to grow – no capacity expansions announced – technology is a barrier • Customer “stickiness” 	<ul style="list-style-type: none"> • India heavily import dependent • Demand growing at a fair clip • New capacities not enough to meet growing demand 	<ul style="list-style-type: none"> • India set to outpace global Agro-CMC market - AIs and advanced intermediates • China + 1 play • High margin business
End user	<ul style="list-style-type: none"> • Predominantly leather cloth followed by mats, gloves etc. • Leather cloth caters to footwear, auto upholstery and other upholstery segments 	<ul style="list-style-type: none"> • Predominantly for pipes used for water conveyancing, construction etc. • Other segments like window profiles, furniture are fast growing 	<ul style="list-style-type: none"> • Agri and Pharma innovators
Addressable Market Size*	163 ktpa	3.7 million mtpa	USD 2 billion
Chemplast Sanmar Position	<ul style="list-style-type: none"> • Market leader in India (66 ktpa) – first to seed the product in India • Expansion underway (41 ktpa) - will help CSL consolidate its position 	<ul style="list-style-type: none"> • 2nd largest in India (331 ktpa) and largest player in South India • Dominant presence in South and East markets • Feedstock tie-up key to expansion 	<ul style="list-style-type: none"> • Top priority for capital allocation - will drive growth for CSL going forward • ~ Rs. 680 Cr capex committed in multi-purpose blocks • CSL’s track record in customer relationships helping in winning new orders

*Management Estimates
 'mtpa' stands for metric tons per annum; 'ktpa' stands for kilo tons per annum

... with CSL's unique position to capitalize on it



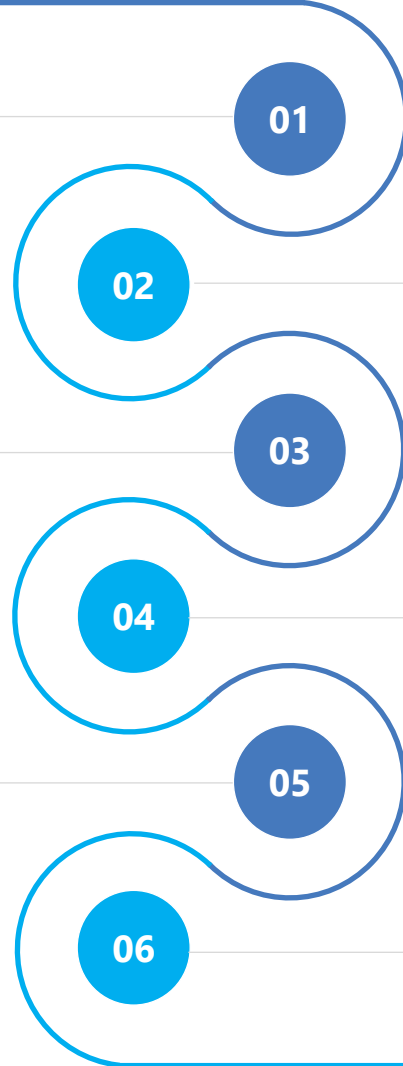
Technology not available on License

Paste PVC manufacturing technology is closely guarded and is not readily available on license

Long term relationships with feedstock suppliers & customers

Complex Chemistry

Well-renowned in the industry for our chemistry strengths & ability to handle complex chemicals



Leverage Existing Infra

Owns vacant industrial land and other infrastructure for future leg of expansion

High Compliance Requirement

High standards of Environmental, Health and Safety compliance, extended customer validation and approvals process, ongoing process innovation and optimisation, high-quality standards and stringent specifications

Ability to Handle Feedstock

Significant expertise is available within the Chemplast ecosystem in processing and handling complex chemicals such as Chlorine, Ethylene di chloride, Fluorine, Peroxides, Chlorosilanes and Sodium Cyanide

5. Strong Focus on Sustainability...

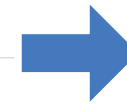
Environment Friendly Practices

- Zero liquid discharge policy
- Desalination plants at coastal facilities - avoid usage of groundwater
- Rain water harvesting & ground water recharging capacities at Mettur facility



Health & Safety Measures

- Transport safety - Installation of speed control & safety systems in trucks
- Process safety – PSM, BBS
- Personnel safety – PPE

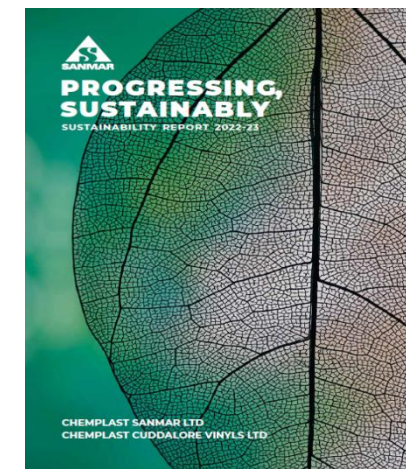
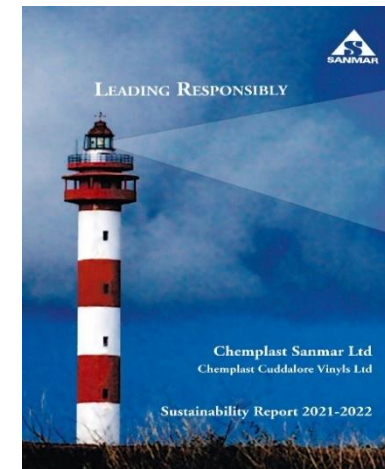
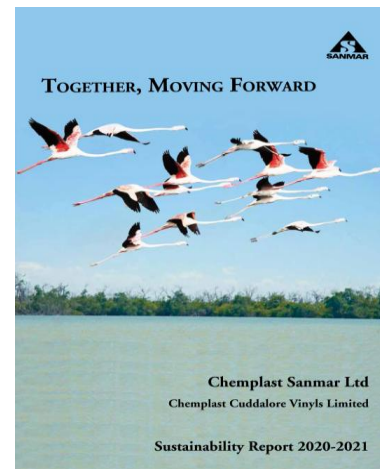


- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

Pioneers in Zero Liquid Discharge

- Installed Zero Liquid Discharge (ZLD) facilities at its Mettur plant at an investment of Rs. 27 Cr
- In CCVL, Cuddalore and CSL, Karaikal, ZLD has been the norm right since the inception of the units
- **In Sep '09, Chemplast became the first chemical manufacturer to achieve 100% ZLD in all its plants**

Annual sustainability reports published for over a decade



... with various awards & recognitions

Accreditations



One of the two winners of the 'Sustainability Award for Carbon Reduction' presented by Syngenta, a global innovator and a key customer of the Custom Manufactured Chemicals Division (CMCD)

Key Awards

ecovadis

ECOVADIS SILVER MEDAL

Safety

nsc
National Safety Council

Star Award from National Safety Council

Safety

FICCI

FICCI Safety system Excellence Award 2019

Safety

FICCI

FICCI Sustainability Award Excellence in Safety (Petrochemicals) 2017

Sustainability

ICC
Indian Chemical Council

ICC's Award for Excellence in Management of Environment 2021

CSR

Protecting the Environment with Sustainable Actions

Chemplast consistently enhances its manufacturing processes with continuous technical innovation to improve efficiency and surpass environmental standards. The Company's commitment to environmental preservation is evident through its notable advancements in responsible manufacturing. Furthermore, Chemplast has allocated substantial investments to adopt environmental best practices, firmly establishing it as a leader in environmental protection.



Rs. 20 Cr

Annual Recurring Expenditure on Complete Recycling and Reuse of Liquid Trade Effluents



Carbon Reduction and Energy Saving Initiatives

The Company has adopted various energy conserving mechanisms like using hydrogen as a fossil fuel alternative, implementing waste heat recovery and steam saving system. Of the many other initiatives, the Company also installed variable frequency drives, energy-efficient motors and new PVC centrifuges apart from incinerating Hydrofluorocarbons.



Water Consciousness

Chemplast follows a stringent water usage policy which includes Zero Liquid Discharge and non-reliance on ground water for its requirements. This, coupled with the investment in desalination plants at its coastal facilities, ensures that the ground water reserves are not depleted and adequate resources are available for the neighbouring communities.

Additionally, the Company also recycles 100% of the effluents generated in the manufacturing operations.



2,97,016

tonnes of CO₂ Equivalent

Avoided Emissions (FY '23)



7,469 GJ

Green Energy Sourced (FY '23)



Responsible Waste Management

The Company follows the 4R (Reduce, Reuse, Recycle, and Recover) philosophy for waste management.



2,105 mt

Hazardous Waste Recovered and Recycled (FY '23)

6. Committed Leadership Team With Eminent Board



Vijay Sankar
*Chairman &
Non Executive Director*



Ramkumar Shankar
Managing Director



Chandran Ratnaswami
Non-Executive Director



Dr. Lakshmi Vijayakumar
Independent Director



Aditya Jain
Independent Director



Sanjay Bhandarkar
Independent Director



Prasad Menon
Independent Director



Vikram Hosangady
*Non-Executive &
Non-Independent Director*



Dr. Krishna Kumar Rangachari
*Deputy Managing Director -
Custom Manufactured
Chemicals Division*



N Krishnamoorthy
*Deputy Managing Director -
Commercial*



N Muralidharan
Chief Financial Officer



Mukund Iyer
Deputy Managing Director



M Raman
*Company Secretary &
Compliance Officer*



M N Bhaskaran
*Executive Director –
Head of Operations*

Distinguished Board of Directors

Experienced Management Team



Historical Financials

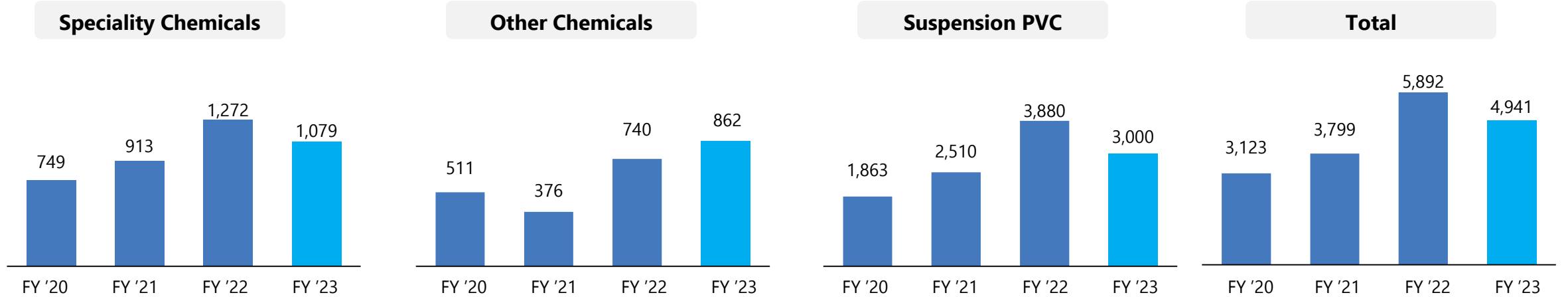


Historical Segmental Highlights

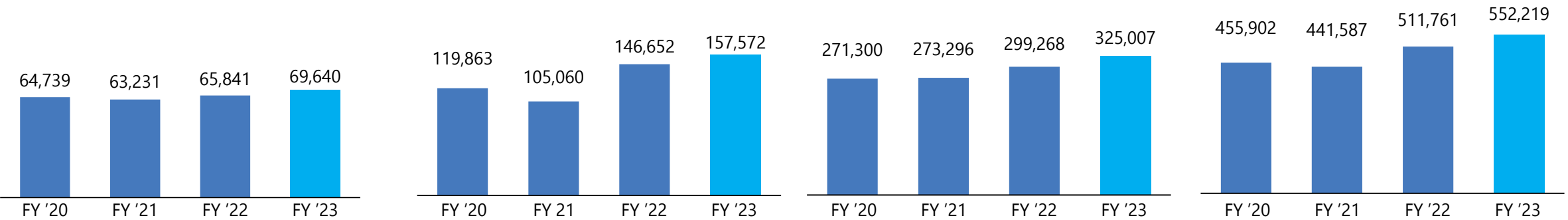


Rs. Crs

Revenue Breakup



Sales Volume



mt

"mt" stands for metric tons

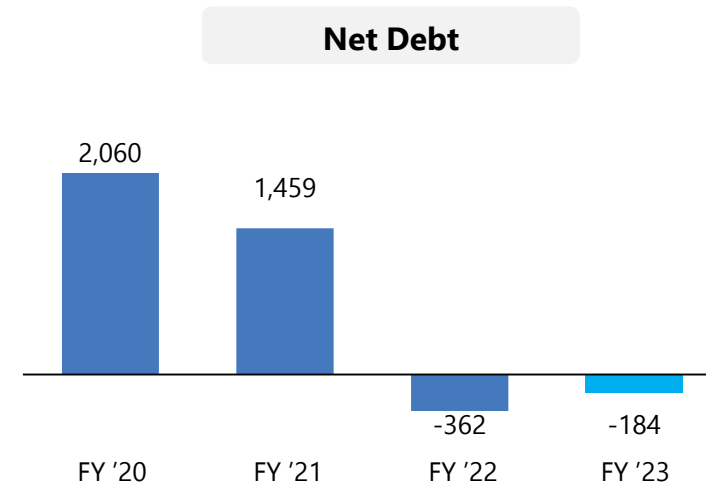
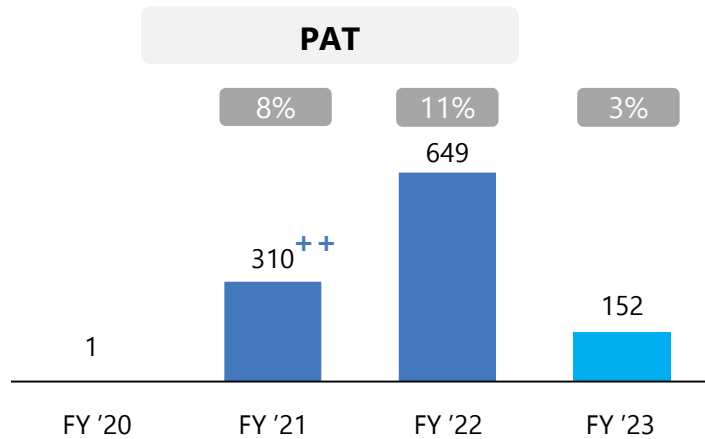
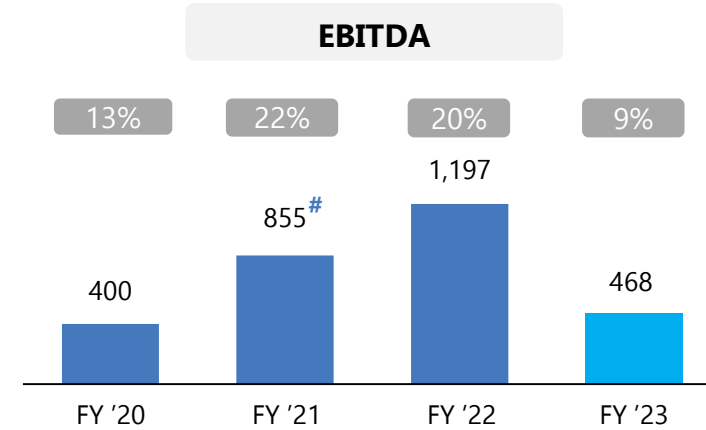
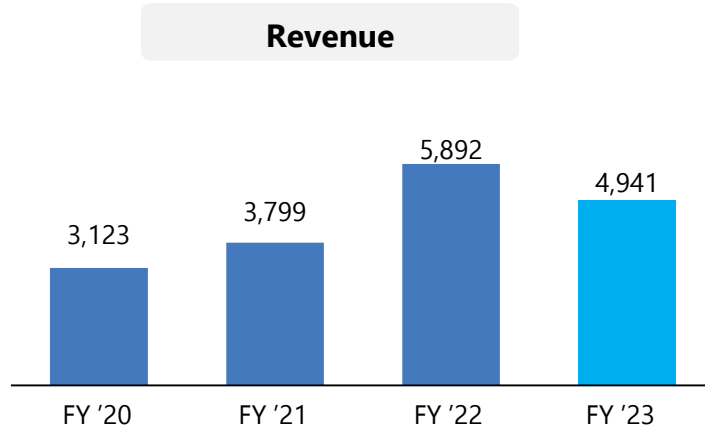
- Includes Caustic Soda, Chloromethanes, Refrigerant gases and Hydrogen Peroxide



Performance Trend

Rs. Crs

Margin



All computations are on Consolidated basis

Historical Numbers are restated post CCVL Acquisition in FY 21

Excludes positive impact on account of inventory write down of Rs.107 Cr made in FY '20

++ Excludes post tax impact of gains/ (loss) from JV & Associates: Rs. 48 Cr loss in FY '20; Rs. 100 Cr gain in FY '21; These investments have been delinked in FY '21.

Way Forward

Paste PVC

1



The Company expects margins to improve in the medium-term and sustain over the long-term driven by the tightness in global demand supply

Caustic soda

4



Realisations are expected to be under pressure in the short-term and stabilize thereafter on the back of growth in demand

Custom Manufacturing

2



Revenue is likely to grow at a reasonable pace with the commissioning of the new multi-purpose facility in FY '24 and addition of new products to the portfolio

Chloromethanes

5



As new capacities in India settle into the market, margins are expected to remain under pressure in the short-term and then improve, as the downstream demand continues to expand

Suspension PVC

3



The margins are likely to improve in the medium-term and sustain over the long term given the global imbalance with demand growth expected to exceed supply growth

Hydrogen peroxide

6



The margins are expected to remain stable in the short to medium term

Thank You



Company

Chemplast Sanmar Ltd.

CIN- L24230TN1985PLC011637

Hitesh Jain, Investor Relations

grd@sanmargroup.com

www.chemplastsanmar.com

Investor relations advisor

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Shikha Puri / Shrikant Sangani

shikha.puri@sgapl.net / shrikant.sangani@sgapl.net

+91 9819282743 / +91 9619595686

www.sgapl.net