



Life's god with our chemistry

Archean Chemical Industries Limited

February 05, 2024

National Stock Exchange of India Limited
Exchange Plaza
Bandra-Kurla Complex, Bandra (E)
Mumbai-400051
Symbol-ACI

BSE Limited
Listing Operations
Phiroze Jeejeebhoy Towers Dalal Street
Mumbai-400001
Scrip Code- 543657

Dear Sir/Madam,

Subject: Investor Presentation for the third quarter and nine months ended Dec 31, 2023

Reference: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed Investor Presentation for Q3 of FY 23-24.

The above information shall be made available on the website of the Company at www.archeanchemicals.com

This is for your information and records.

Thanking you

Yours faithfully
For Archean Chemical Industries Limited

S Balasundharam
Company Secretary & Compliance Officer
M. No. A11114

Enc- as above



Archean
Chemical
Industries
Limited

Archean Chemical Industries Limited

Q3 & 9M FY24 - Investor Presentation

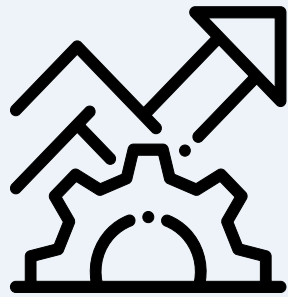




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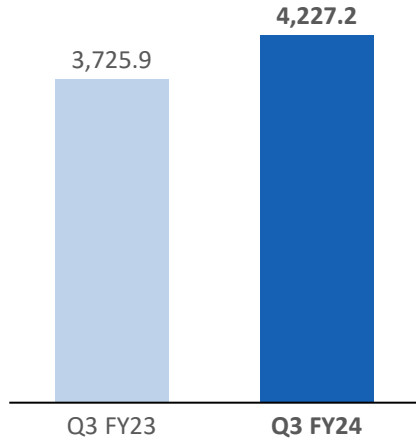


Q3 & 9M FY24 Performance Highlights

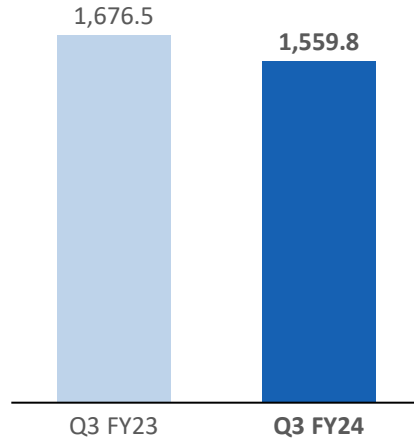
Q3 & 9MFY24 Performance Highlights



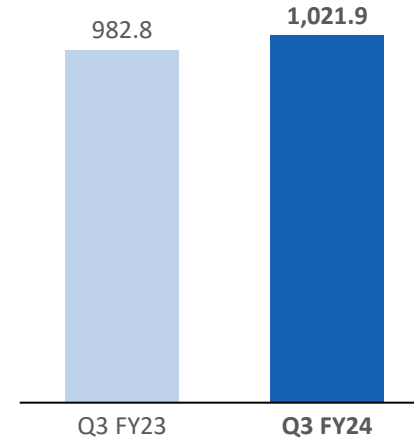
Total Revenue (Rs. mn)



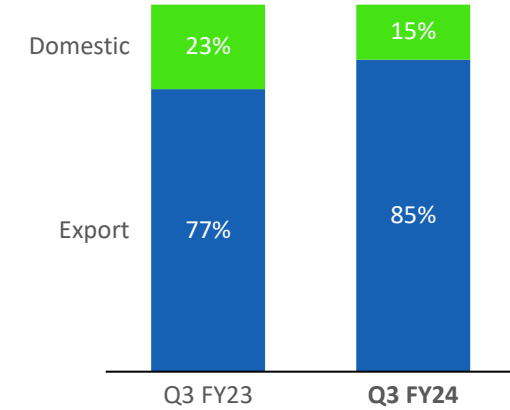
EBITDA (Rs. mn)



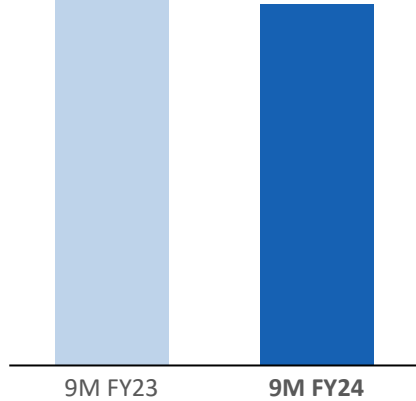
Profit After Tax (Rs. mn)



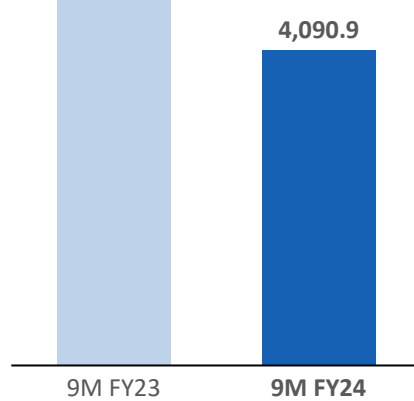
Geographic-Wise (%)



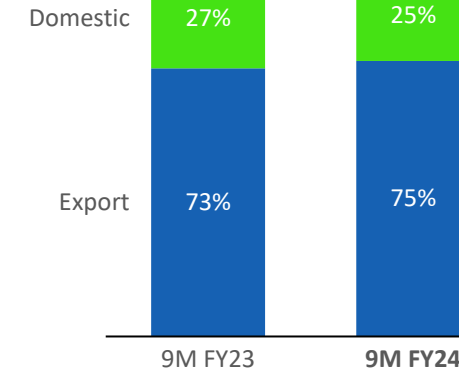
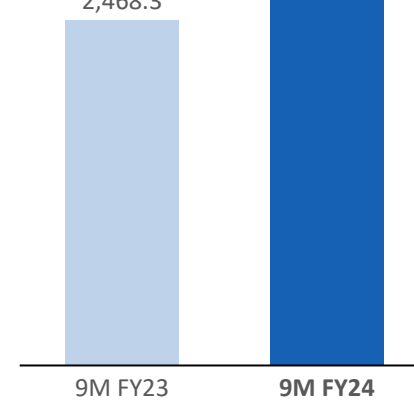
Total Revenue (Rs. mn)



EBITDA (Rs. mn)



Profit After Tax (Rs. mn)



Profit & Loss Statement



Particulars (Rs. in mn)	Q3 FY24	Q3 FY23	9M FY24	9M FY23
Total Income	4,227.2	3,725.9	10,790.6	10,942.9
Cost of material consumed	99.4	90.3	354.0	323.5
Change in Inventory	370.2	(154.7)	601.8	(89.8)
Purchase of Stock –in – Trade	0.0	0.0	0.0	44.3
Employee Cost	182.1	264.4	577.5	476.8
Other Expenses	2,015.8	1,849.4	5,166.4	5,433.4
EBITDA	1,559.8	1,676.5	4,090.9	4,754.8
Depreciation	176.0	167.8	525.2	512.5
EBIT	1,383.7	1,508.7	3,565.7	4,242.3
Finance Cost	24.4	194.2	75.0	935.4
Profit before Tax	1,359.3	1,314.5	3,490.7	3,306.9
Tax	337.4	331.7	863.6	838.6
Profit After Tax	1,021.9	982.8	2,627.1	2,468.3
EPS (in Rs.) - Basic	8.30	8.77	21.34	23.24
EPS (in Rs.) - Diluted	8.29	8.73	21.32	23.20



A leading Manufacturer of **Specialty Marine Chemicals** in India



Strong Clientele - 38 Global & 29 Domestic



Integrated production Facility located at Hajipir, Gujarat



Largest exporter of Bromine and Industrial Salt in India



'Responsible Care' Certification is in process

Rs. 10,790.6 Mn
***9M FY24 Revenue**

Bromine

- Leadership position in Indian Bromine merchant sales

Industrial Salt

- 100% Export business

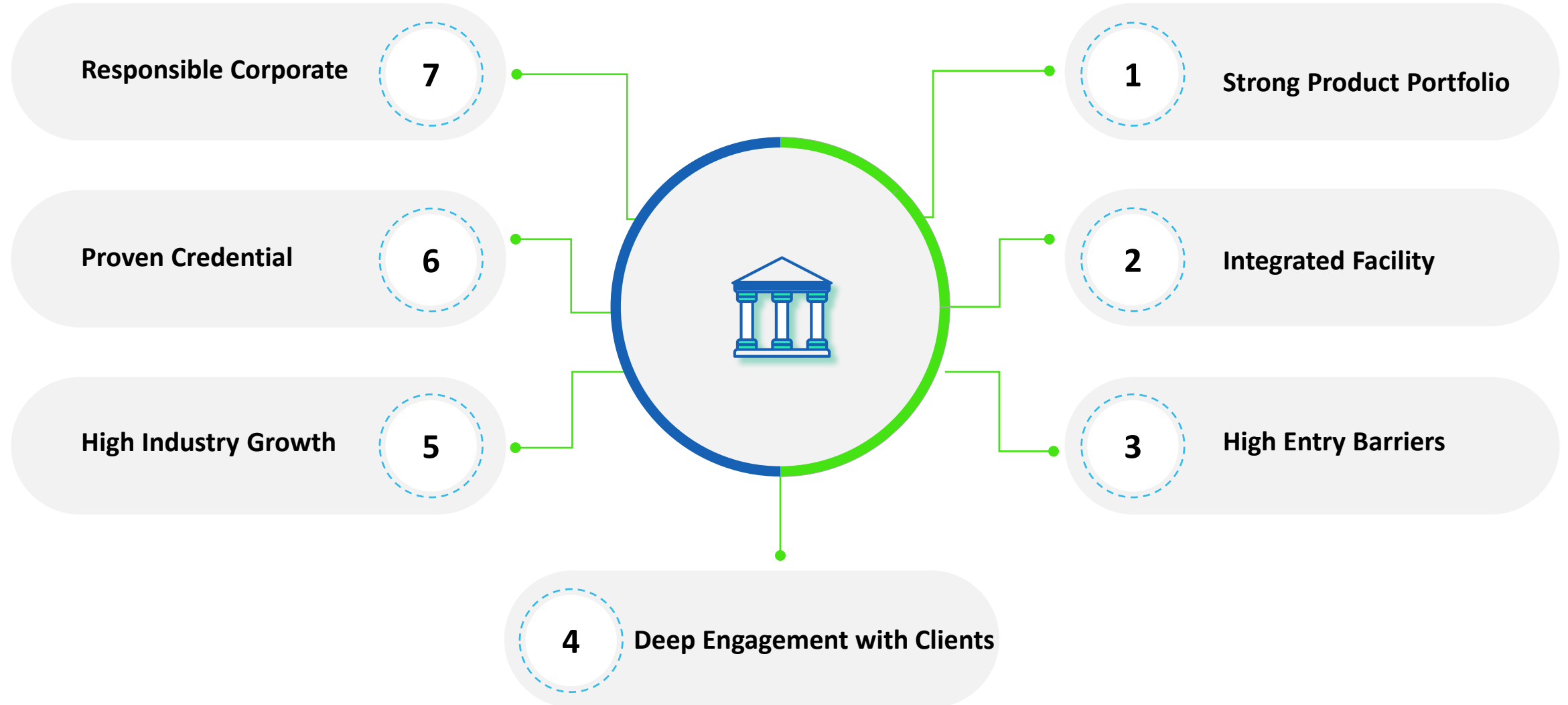
Sulphate of Potash

- Only Manufacturer from natural sea brine in India



Key Attributes behind Strong Foundation

Key Attributes Behind Strong Foundation



1. Strong Product Portfolio



Product

Bromine

Industrial Salt

SOP

Overview

- Bromine is the only non-metallic element that is a liquid at standard conditions
- It is a member of the halogen family and is found naturally in seawater, underground brine deposits and other water reservoirs

- There are 14,000 commercial uses of Salt, a source of Sodium and Chlorine which are basic components of an array of materials – such as plastics, glass, synthetic rubber, cleansers, pesticides, paints, adhesives, fertilizers etc.

- Sulphate of Potash, also known as potassium sulphate, is a high-end, **specialty fertilizer** for chlorine-sensitive crops.

Archean's Position

- Leadership position in Indian Bromine merchant sales

- Produced using the solar evaporation method

- Only Manufacturer of SOP from natural sea brine, in India
- KTMS (kainite type mixed salt) had higher NaCl content (Sodium Chloride), which led to lower SOP production in the last few years

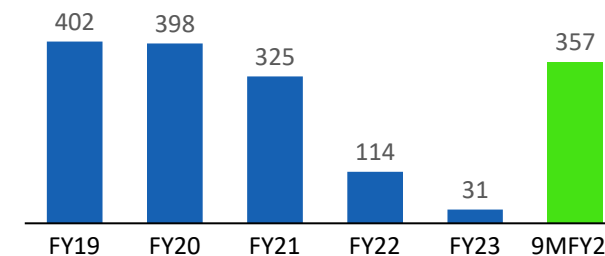
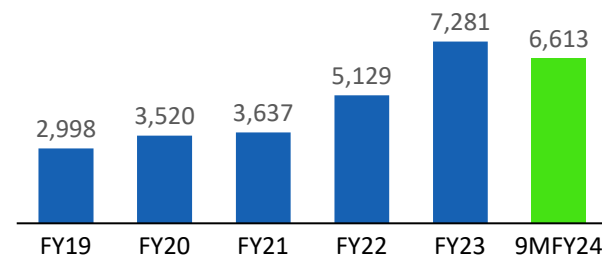
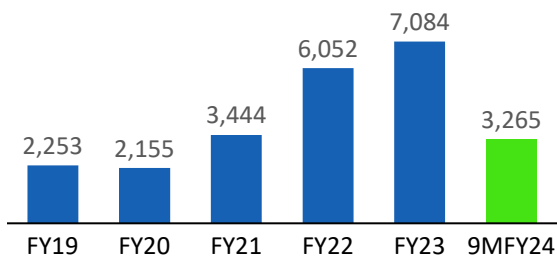
End User Industries

- Pharmaceuticals
- Agrochemicals
- Flame Retardants
- Water Treatment
- Oil & Gas & energy storage

- Chloralkali Chemicals
- Food & Beverage
- Water Treatment
- Oil & Gas

- Agrochemicals
- Various industries including glass, cosmetics etc.
- Medical uses

*Revenue Trend (mn)



*On Standalone basis

2. Integrated Production Facility at Hajipir, Gujarat



Location Advantages

- The manufacturing facility is located in close proximity to the **Jakhau Jetty** and **Mundra Port**. The Jakhau Jetty is a fair-weather facility, operating for seven to eight months a year from October to May
- It has a designed capacity of 5 million MT per annum and a capacity to load 28,000 MT equipped with a twin conveyor system, diesel generator sets
- An **integrated manufacturing site** with **access to the Rann of Kutch reserves** and a close connectivity to ports, results in production process efficiency, deliver superior quality and timely products

Established Infrastructure

- Archean **use brine from own reservoirs** as raw material which include Industrial Salt, kainite and end bittern. Other raw materials are primarily sourced from third-party suppliers in India
- Globally, two most popular Bromine production sites are near the Dead Sea (Israel & Jordan) and the underground well in Arkansas region in the USA
- India is well placed with brine resources at the Great Rann of Kutch in Gujarat



3. High Entry Barriers



Archean has proven to be a reputed producer with a track record of providing high quality products

1

Access to Reserves

2

Limited number of locations globally with a suitable climate

3

Multi year Investment in Brine field Development

4

High cost and intricacy of product development

5

Rigorous product approval systems

6

Difficult customer acquisition

7

High degree of technical skill and specialized expertise for material handling

8

Development time of brine reservoirs

4. Deep Engagement with Clients



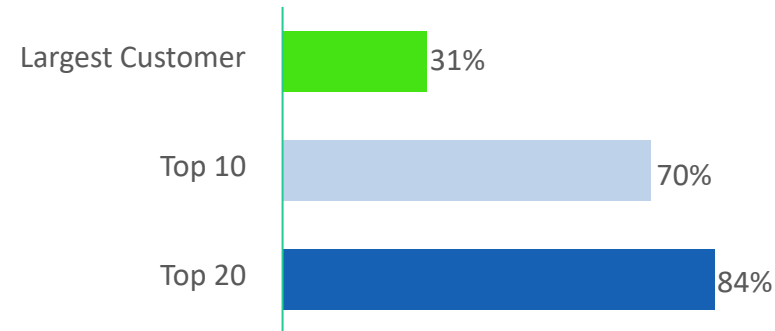
Enduring customer relationships helped to expand product offerings and geographic reach

Strong Clientele

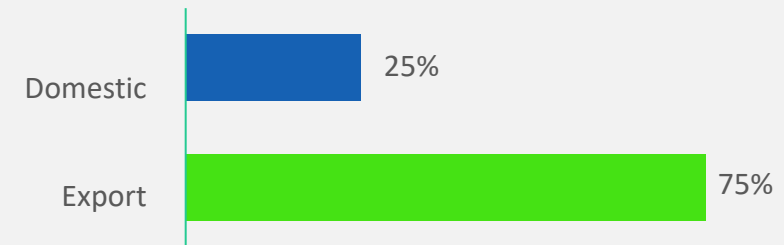


TOTAL **67** Clients

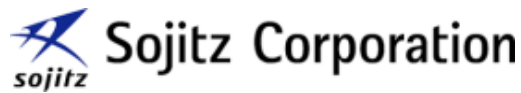
9MFY24 Revenue Contribution



9MFY24 High Focus on Exports



Major Clients



A Japanese Trading Conglomerate, Largest Customer & Equity Shareholder



- Sojitz is a Japanese Trading Conglomerate with **diverse client base**
- Enjoy relationships in **excess of five years** with seven out of top ten customers

5. High Industry Growth



Product

Bromine

Industrial Salt

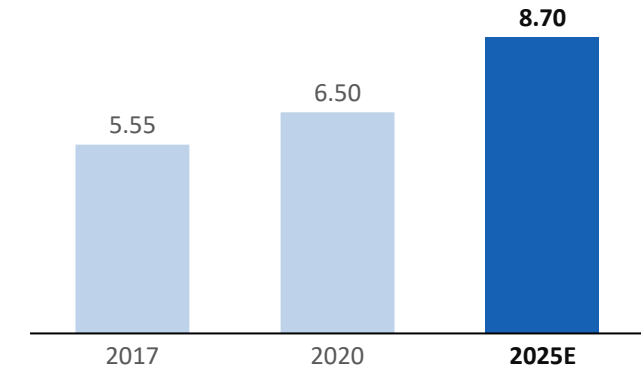
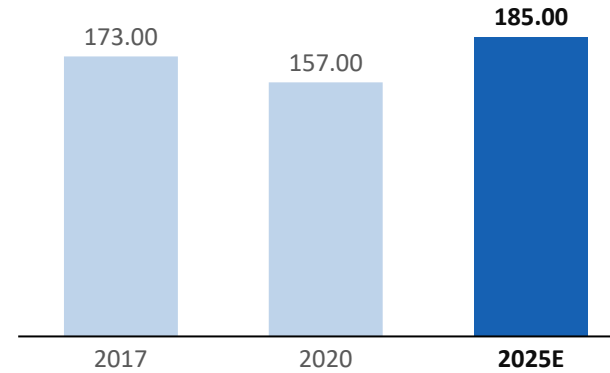
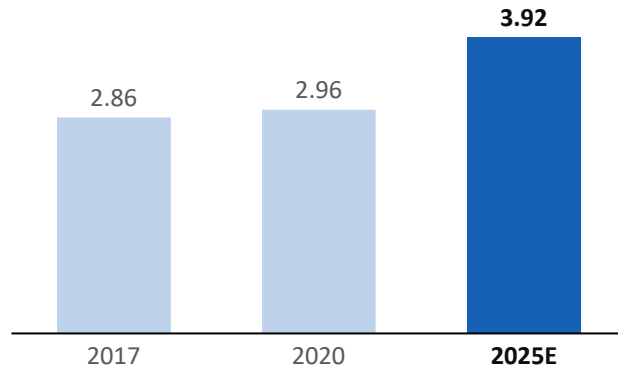
Sulphate of Potash

(US\$ billion)

(mn in MT)

(mn in MT)

*Global
Market Size*



*High Growth
In
End User Industries*

- Increasing demand for flame retardants
- Increasing demand in Agro chemicals
- Increasing consumption of oil well chemicals
- Increasing use of bromide compounds in energy flow batteries

- Increasing industrialization leading to increase in Chlor Alkali, PVC & Polyurethane
- Increase in demand from the food and beverage industry

- Increase in use of fruits and vegetables growing fertilizers primarily



With Industry Standards and Regulatory Credentials

Key Certificates



- Accredited four star export house by Director General of Foreign Trade, Ministry of Commerce and Industry, Government of India
- Member-signatory to **Responsible CARE** – Indian Chemical Council
- **REACH** certification enabling the Company to export Sulphate of Potash products to European customers

R&D Depth

- State of art R&D facility at plant location.
- Continuous effort undertaken to evaluate the brine chemistry.
- Recently, brand new R&D facility has been set up in Jhagadia for Bromine downstream project.





Environment & Safety Measure

Environment and safety considerations are an important part of our operations. We undertake an annual environment and safety audit and strive to ensure that we do not discharge any harmful elements from our manufacturing operations.

- Annual environment and safety audit
- Environment Management Cell Program
- Stack & Ambient Air, water Quality and noise level Monitoring
- Water Audit
- Use of ISO tanks certified by the Bureau Veritas Quality International (“BVQI”) tanks



Social

Focused on education and skill development and healthcare for our staff and local community. We have carried out activities set forth below:

- Supply of drinking water to surrounding areas situated near Hajipir Factory
- Medical camps to raise health awareness amongst the local community
- Donation to schools for promoting education at Hajipir
- Building renovation of Hajipir & Nara Schools
- Rural development activities



Governance

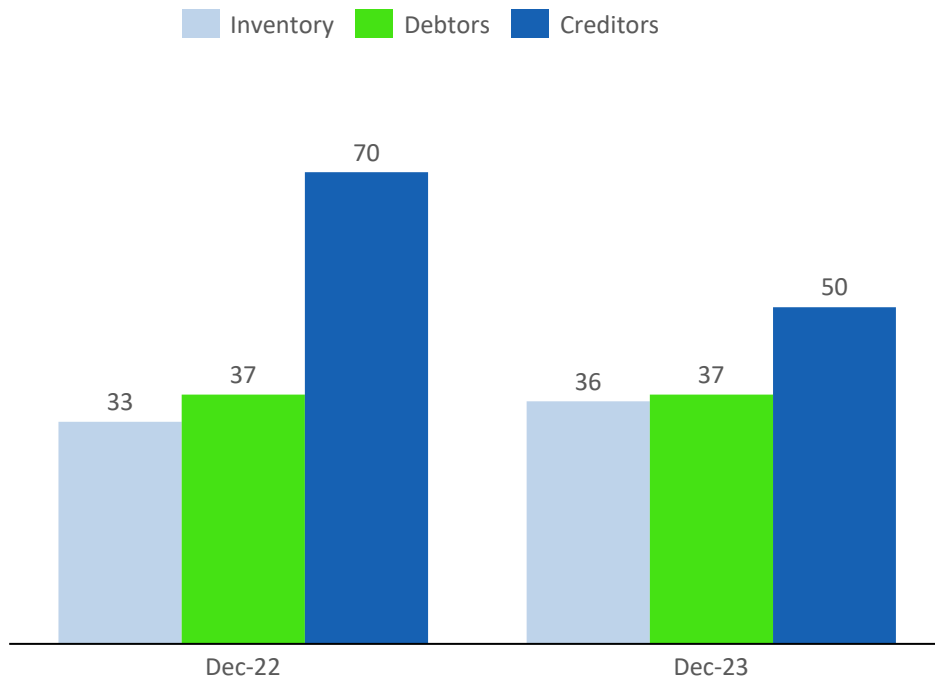
Undertakes all necessary steps to comply with all the requirements of Listing Regulations and the Companies Act. Committees of the Board

- Audit Committee
- Nomination & Remuneration Committee
- Stakeholders’ Relationship Committee
- Corporate Social Responsibility Committee
- Risk Management Committee

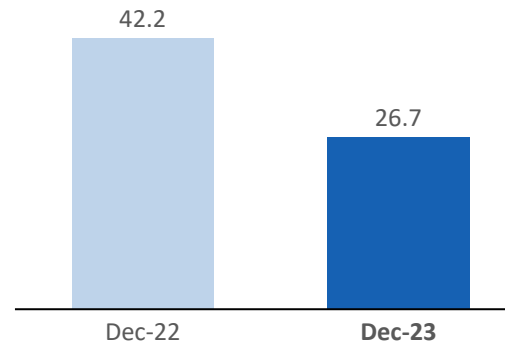
8. Strong Balance Sheet Performance**



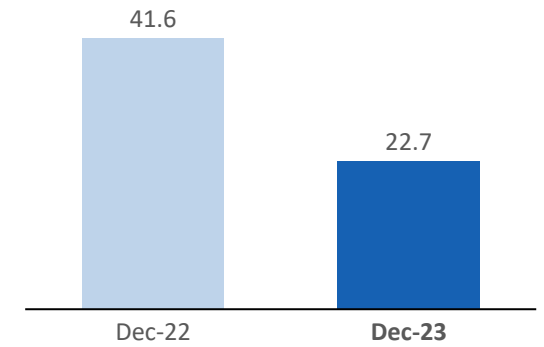
Inventory, Debtors and Creditors Turnover (in days)



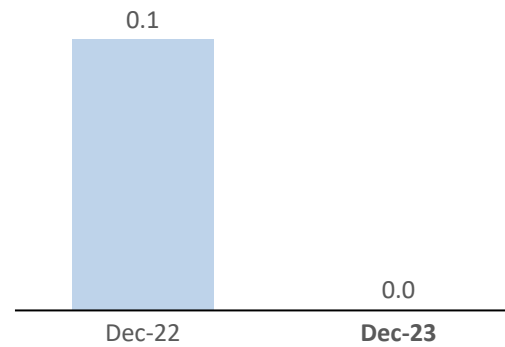
RoCE (%)



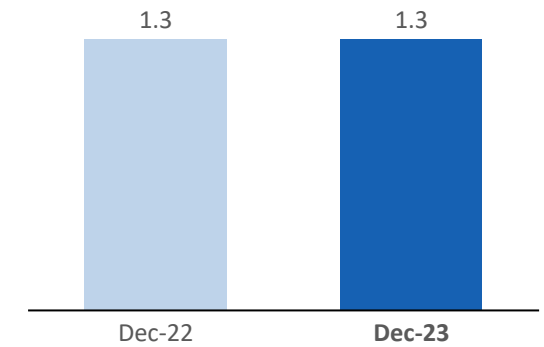
RoE (%)



Net Debt to Equity (x)



Fixed Asset Turnover (x)





Next level of Growth



01. Brownfield Expansion

Expanded Bromine and Industrial Salt capacities

Bromine

- Added a feed enrichment section at the site in Hajipir, Gujarat which increased Bromine capacity by 18,000 MT per annum.
- Added an additional 14,500 MT per annum capacity in FY23 which will be used for producing Bromine Derivatives in the upcoming greenfield project

Industrial Salt

- Intend to expand the manufacturing capacities for Industrial Salt production by adding one additional washery of 250 tons per hour

02. Greenfield Expansion

To expand into downstream Bromine derivative performance products

Bromine Derivatives

- To set up a new facility at Jhagadia, GIDC through Acume Chemicals Private Limited (Subsidiary) to manufacture Bromine Performance Derivatives
- Primarily Brominated flame retardants, Clear Brine Fluids & Bromine Catalysts

Greenfield Expansion of Bromine Derivatives



Acume
Chemicals
Pvt. Ltd.

Subsidiary

~Rs. 2,520 Mn

CAPEX

Jhagadia,
GIDC

Location

H1FY25e

Timeline

Bromine Derivatives

High-end Flame Retardant
10,000 MTPA

Clear Brine Fluids
13,000 MTPA

Pure Terephthalic Acid (PTA) Synthesis
5,000 MTPA

Overview

- Globally, properties worth billions of dollars are lost due to fire-related accidents every year. This makes anti-inflammatory agents or flame retardants crucial chemicals

- A chemical compound used with additives in Well completion operations to make the solids free from brines
- These fluids are extensively used in the oil & gas well-drilling industry

- Primarily used to produce polyester
- A majority of PTA is consumed in the development of polyester resins, such as polyester films, polyester fibre and yarn, and PET material bottles
- Brominated catalyst is used for production of PTA

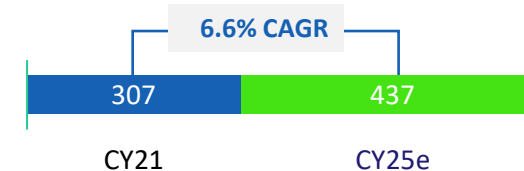
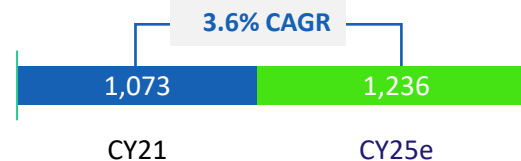
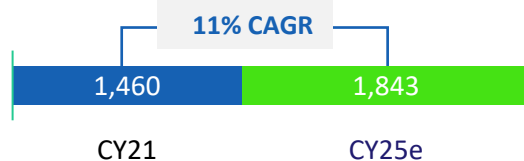
End User Industries

- Electronics industry, wire and cable compounds and in everyday commodities such as rubbers etc.

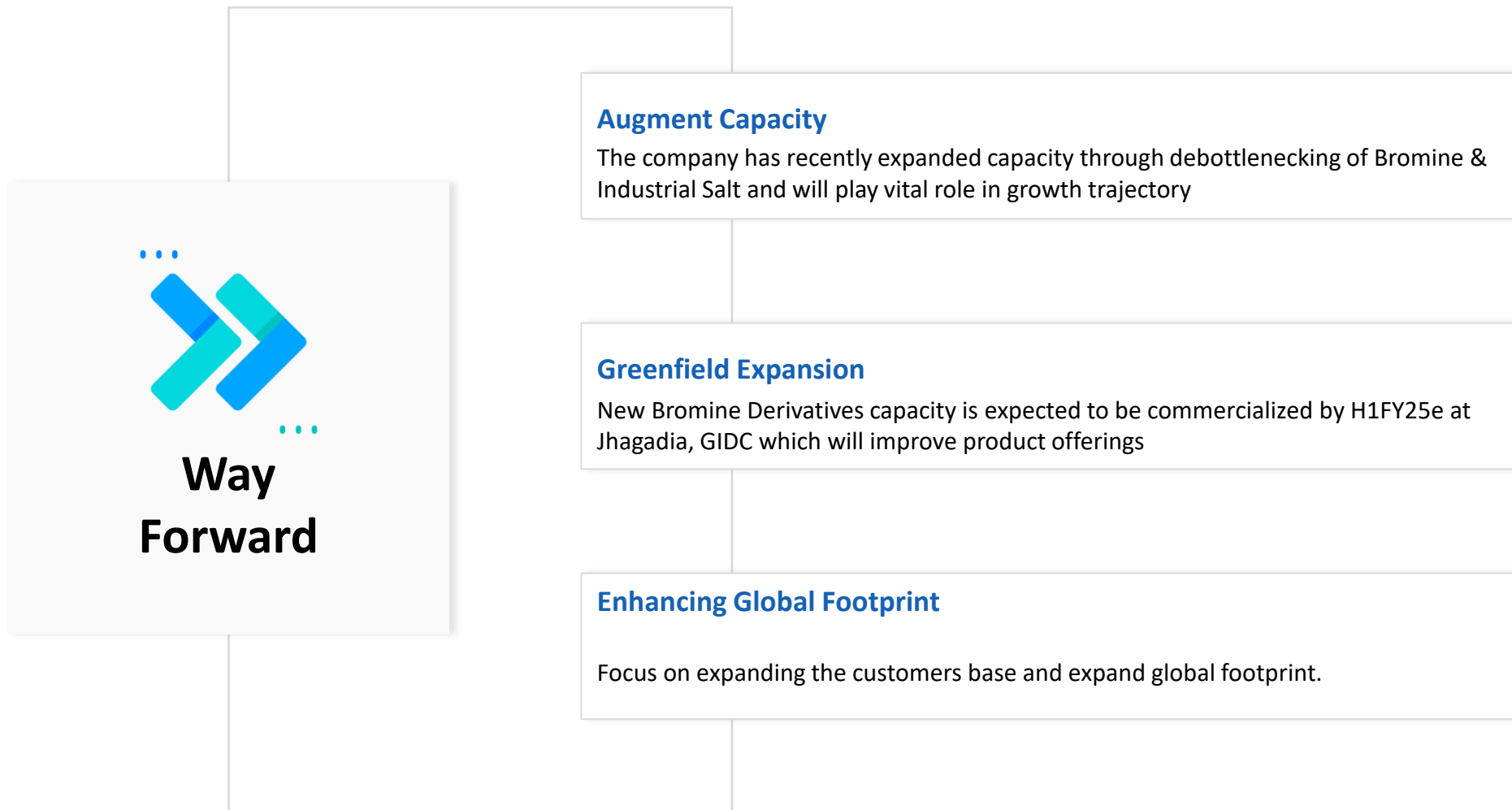
- Produce calcium bromide which is used in Oil drilling and organic synthesis and flow batteries.

- Polyester resins, such as polyester films, polyester fibre and yarn, and PET material bottles.

Global Market



\$ in mn





Archean
Chemical
Industries
Ltd.

Thank You !

Company:



Archean Chemical Industries Ltd.

CIN - L24298TN2009PLC072270

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Investor Relations Advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

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