

MEGHMANI ORGANICS LIMITED



CORPORATE OFFICE: "MEGHMANI HOUSE", Behind Safal Profitaire, Corporate Road, Prahladnagar, Ahmedabad-380 015. Gujarat, (INDIA) Phone No.: +91 79 71761000, 29709600 Fax: +91 79 - 29709605 E-mail: helpdesk@meghmani.com Site: www.meghmani.com CIN: L24110GJ1995PLC024052



13/08/2019

National Stock Exchange of India Limited "Exchange Plaza", Bandra-Kurla Complex, Bandra (East) <u>Mumbai 400 051</u>	BSE Limited Floor- 25, P J Tower, Dalal Street, <u>Mumbai 400 001</u>
SYMBOL:- MEGH	Scrip Code 532865

Dear Sir

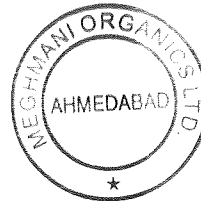
Sub: - Investor Presentation on – Q1 FY 19

We forward herewith the Investor Presentation prepared on Un-Audited Financial of the Company for the **First Quarter ended on 30.06.2019** for information of the Member.

Thanking you.

**Yours faithfully,
For Meghmani Organics Limited**

**(K D Mehta)
Company Secretary & Compliance Officer**



C C to:- Singapore Stock Exchange

:- For information of Members



Meghmani Organics Limited (MOL)

Q1 FY20 Results Presentation

Aug 2019

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Discussion Summary



Q1 FY20 Results Update



About Us



Business Overview



Strategy & Outlook



Financial Overview

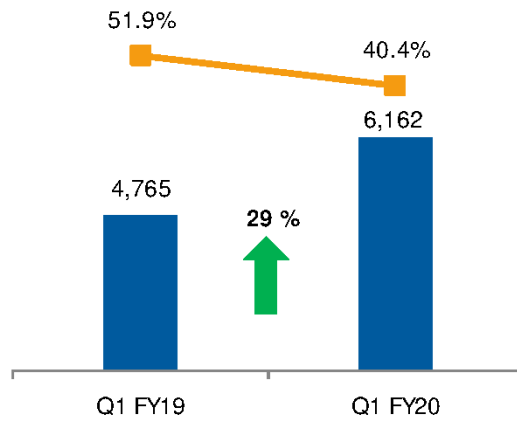
Q1 FY20 Results: Key Highlights



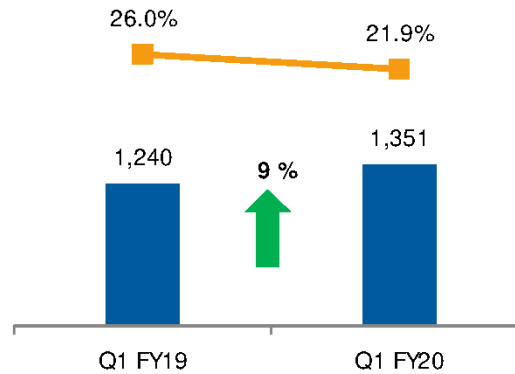
RsM n

Q1 FY20 YoY Analysis

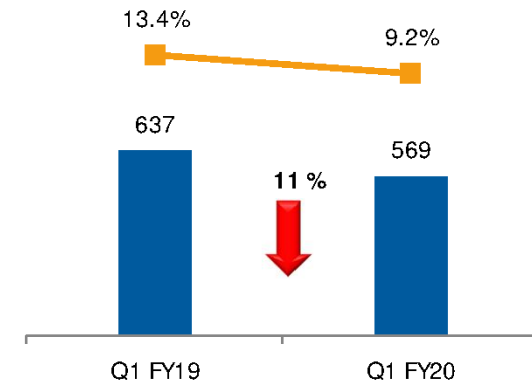
Revenues & Gross Margin



EBITDA & EBITDA Margin



PAT & PAT Margin*



Note: * PAT & PAT Margin are after NCI

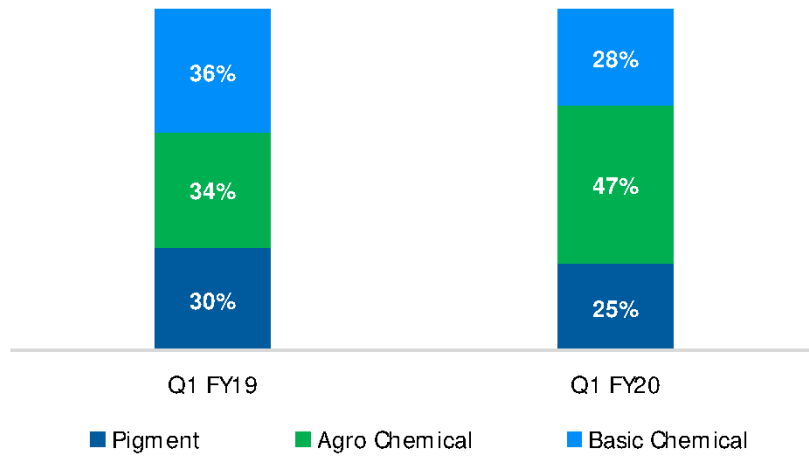
Q1 FY20 Results: Revenue Analysis



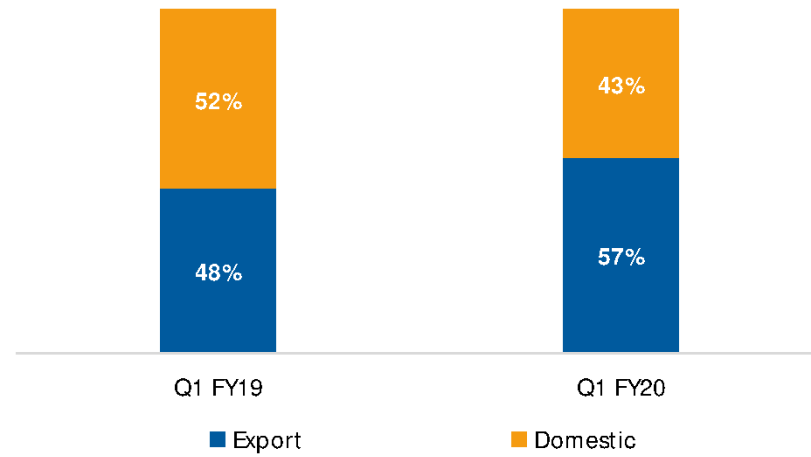
Rs M n

Q1 FY20 YoY Analysis

Segment wise Breakup



Region wise Breakup

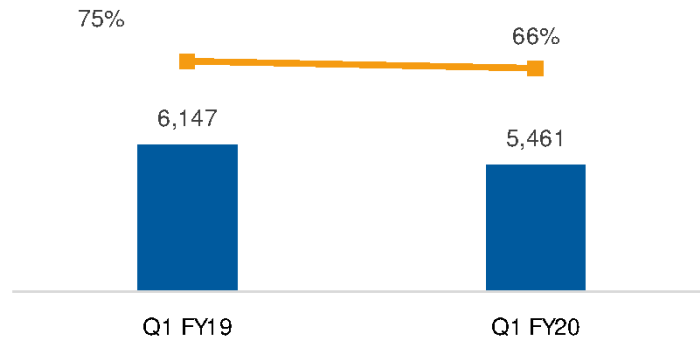


Q1 FY20 Results: Pigments Business

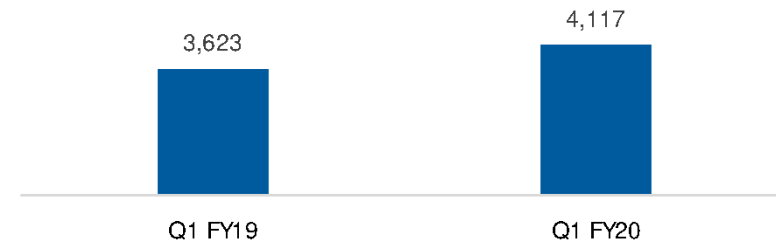


Q1 FY20 YoY Analysis

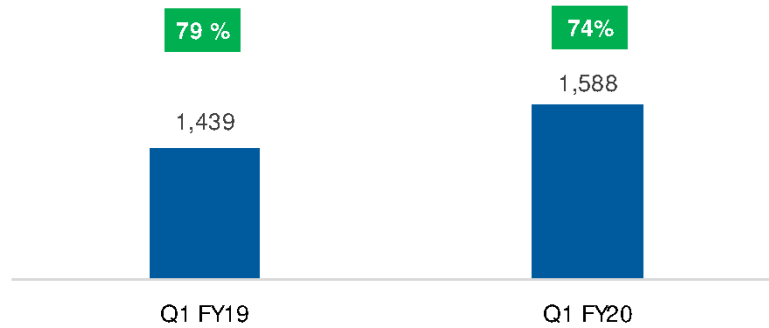
Production & Utilisation (%)



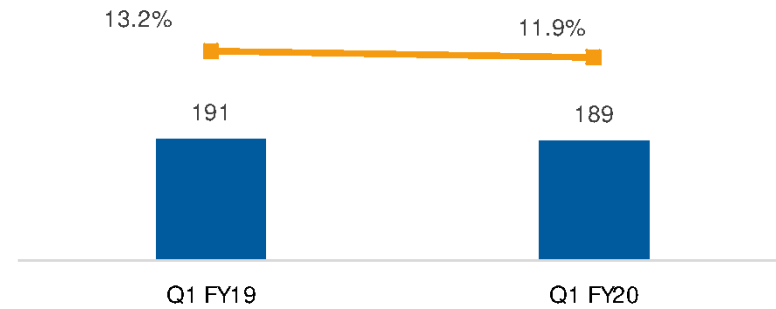
Dispatch / Sales (MT)



Net Revenue (Rs M n) & Exports



EBITDA (Rs M n) & M argin (%)



Net Revenue including intersegment sales

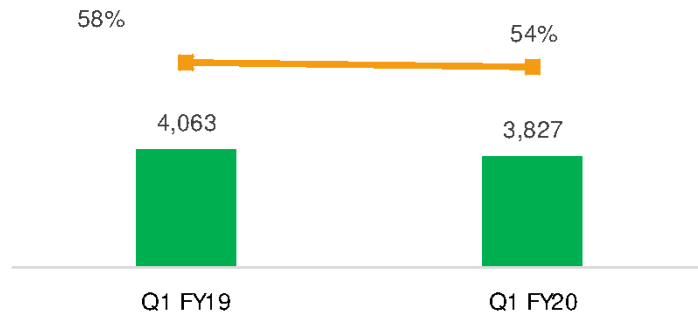
Exports

Q1 FY20 Results: Agrochemicals Business

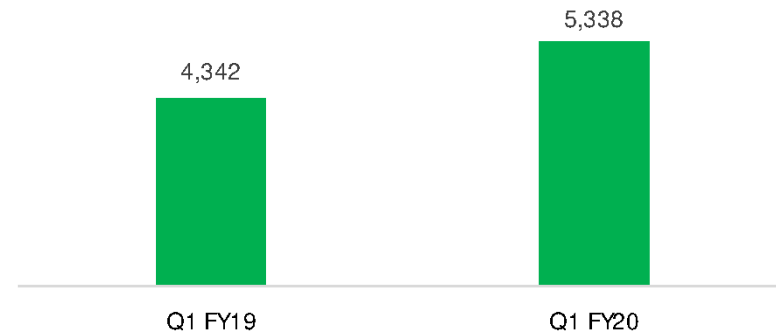


Q1 FY20 YoY Analysis

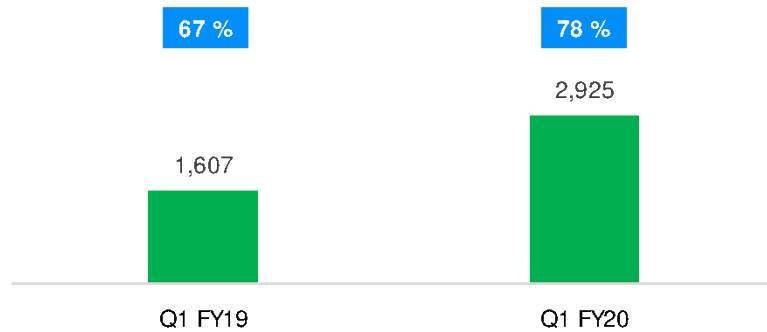
Production & Utilisation (%)



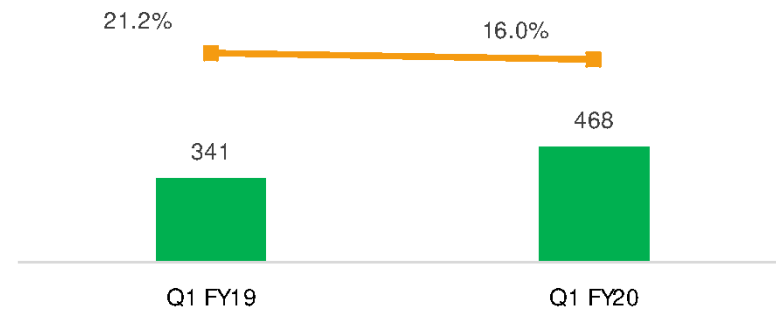
Dispatch / Sales (MT)



Net Revenue (Rs M n) & Exports



EBITDA (Rs M n) & M argin (%)



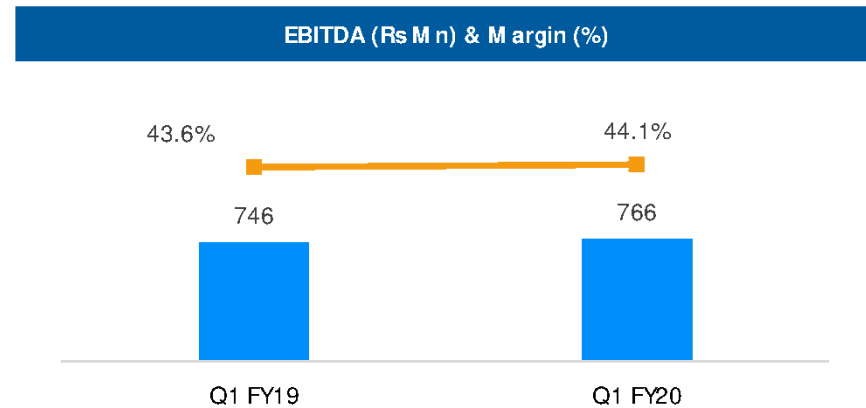
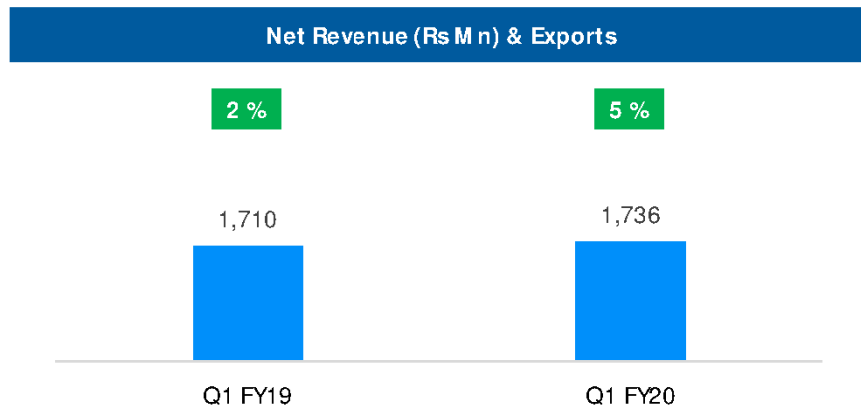
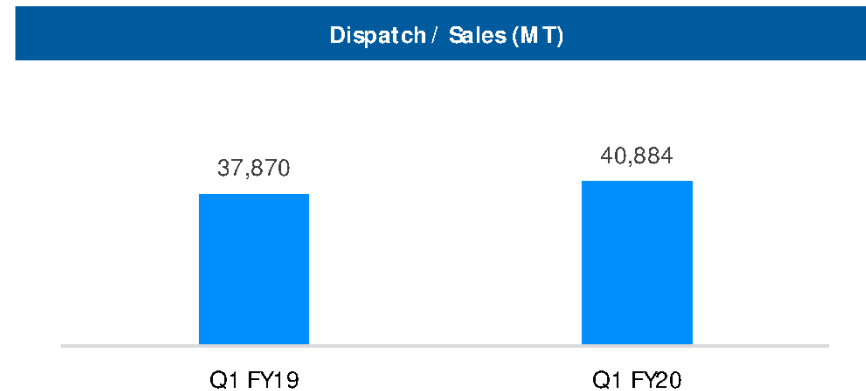
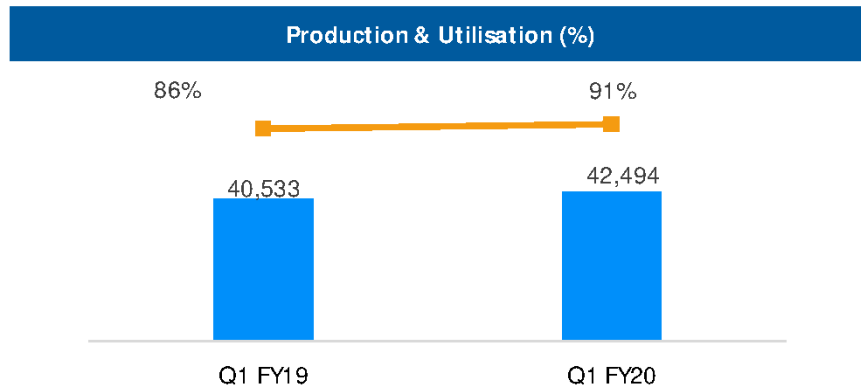
Net Revenue including intersegment sales

Exports

Q1 FY20 Results: Basic Chemicals Business



Q1 FY20 YoY Analysis



Net Revenue including intersegment sales

Exports

Q1 FY20 Results: Consolidated Profit & Loss Statement



Particulars (Rs. in Mn)	Q1 FY20	Q1 FY19	YoY%	FY19
Revenue from Operations	6,162	4,765	29.3%	20,880
COGS	3,670	2,294	60.0%	10,330
Gross Profit	2,492	2,471	0.8%	10,550
Gross Margin %	40.4%	51.9%	-1142 bps	50.5%
Employee Expenses	356	215	65.2%	1,247
Other Expenses	785	1,016	-22.7%	3,859
EBITDA	1,351	1,240	9.0%	5,445
EBITDA Margin %	21.9%	26.0%	-410 bps	26.1%
Depreciation	219	243	-10.0%	973
EBIT	1,132	997	13.6%	4,472
Finance Cost	74	135	-45.3%	560
Other Income	38	141	-73.3%	332
Exceptional Items	-	-	-	159
PBT	1,097	1,004	9%	4,086
Taxes	319	233	36.6%	1,132
PAT	778	771	1.0%	2,954
PAT Margin %	12.6%	16.2%	-355 bps	14.1%
PAT after Minority	569	637	-10.7%	2,513

Discussion Summary



Q1 FY20 Results Update



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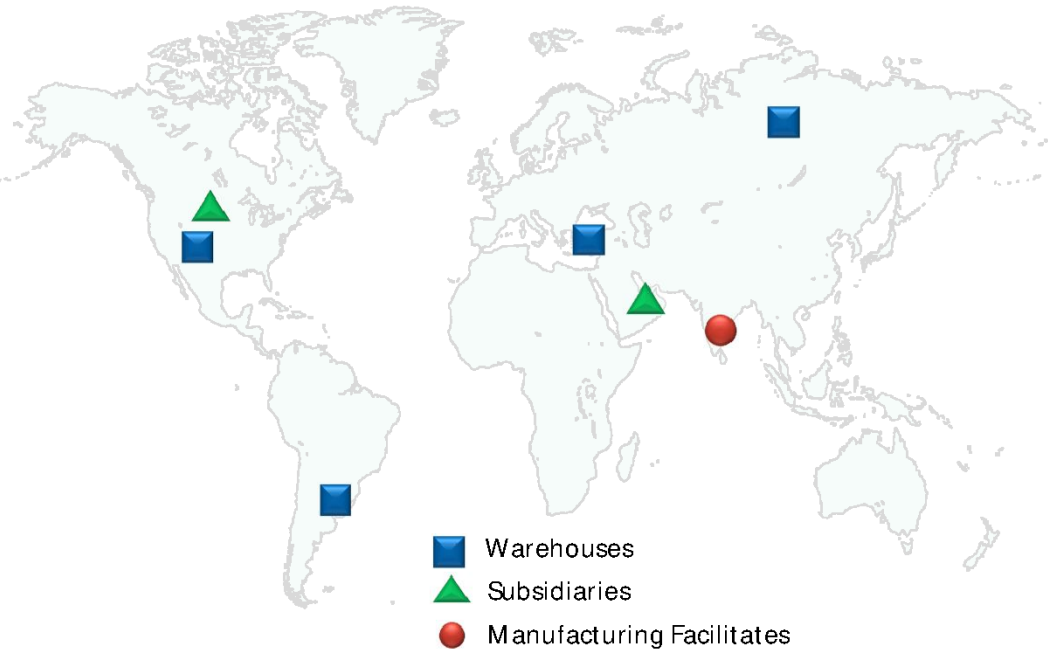


Financial Overview

Well-Established Presence Across International & Domestic Markets



- ✓ Presence in more than 75 countries, serving over 400 customers across all three business segments
- ✓ Global distribution network with subsidiaries in the US, Dubai and a representative office in China
- ✓ 4 Warehouses in Turkey, Russia, USA and Uruguay
- ✓ 7 Dedicated manufacturing facilities in India



2 Distribution Subsidiaries

Meghmani Organics USA INC.	Meghmani Overseas FZE (Dubai)
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