

**Date: 1<sup>st</sup> March, 2024**

To,  
BSE Limited  
P.J. Towers,  
Dalal Street, Mumbai – 400 001  
**Ref: Scrip Code: 506687**

**Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith Investor presentation for March, 2024.

The aforementioned presentation will also be uploaded on the Company's website viz. [www.transpek.com](http://www.transpek.com).

We request you to take the above on your records and acknowledge receipt.

Thanking you,

**Yours faithfully,  
For Transpek Industry Limited**

**Bimal V. Mehta  
Managing Director  
DIN: 00081171**



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At. & Post: Ekalbara  
Taluka: Padra  
Dist.: Vadodara - 391 440  
Gujarat (India)  
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Company Identification No.: L23205GJ1965PLC001343

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EMAIL



# Transpek Industry Limited

Investor Presentation  
February 2024

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## Q3 & 9MFY24 - Financial Highlights

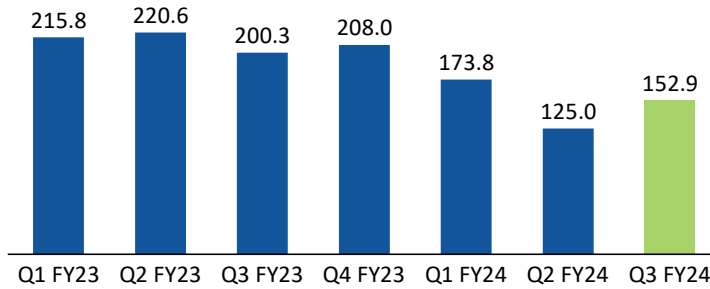
## Business Highlights

- After a subdued second quarter, company has registered a fairly notable performance in the third quarter of FY24 with a total revenue of Rs 153 crores. Although on the year-to-date basis, overall business was soft at Rs 452 crores due to moderate demand from end user industries and continued destocking.
- In terms of demand, Asia, Europe and USA markets continue to see subdued demand across the end-industries which in turn have affected all chemical manufacturers like us in India. More than 85% of the total business was contributed by export market and was affected due to ongoing external challenges. Also, domestic demand has remained subdued.
- Company has established indigenously developed processes for chlorinated compounds such as Thionyl Chloride, different Acid Chlorides, and various Alkyl Chlorides. Throughout the years, company has gained proficiencies in manufacturing and managing chlorine and Sulphur-based chemicals. We foresee demand to revive by H2FY25 and expect meaningful business as demand from end industries like Polymers, Pharma, Agrochem etc. are expected to grow.
- Company is increasing its focus on customers in new geographic areas like Mexico, Brazil, Turkey etc. and are having a deep engagement with them for their upcoming requirements.
- Over the past few years, company has been working to shift its focus from basic chemicals to more value-add products. In line with diversification strategy, company has developed multiple new products and dispatched the samples to new & existing customers. Though, further validation and scalability of same will be dependent on customer mandates.

# Performance Highlights

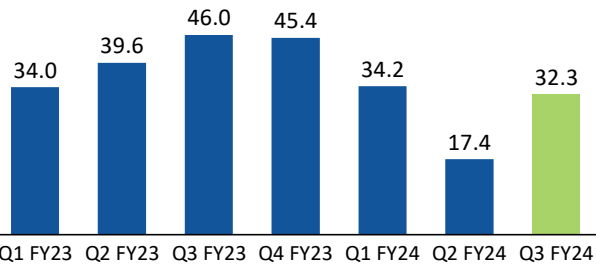


Revenue\* (Rs. In Cr)



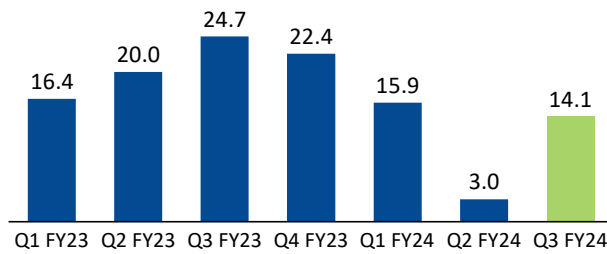
EBITDA\* (Rs. In Cr)

15.8%	17.9%	23.0%	21.8%	19.7%	13.9%	21.1%
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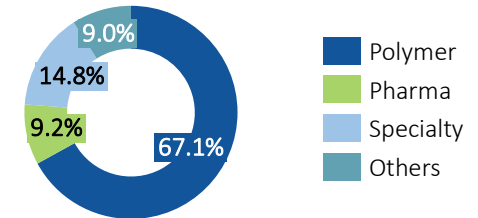
PAT (Rs. In Cr)

7.6%	9.1%	12.3%	10.7%	9.1%	2.4%	9.2%
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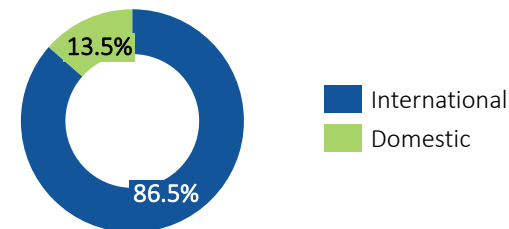


Margin

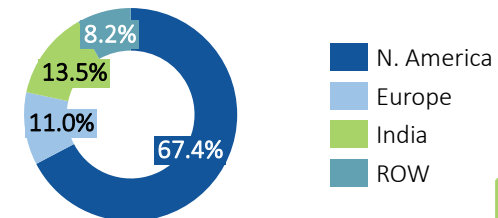
Q3 FY24 Sales Distribution based on Application



Q3 FY24 - Revenue Breakup



Q3 FY24 - Region wise break up

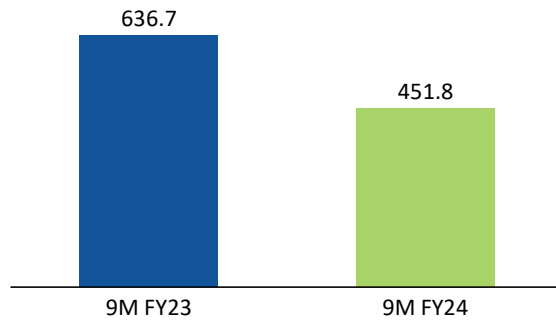


\*Includes other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales

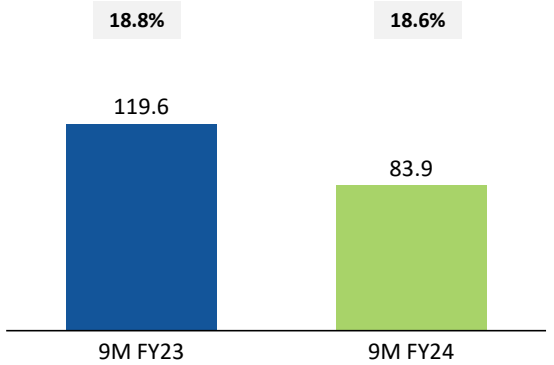
# Performance Highlights



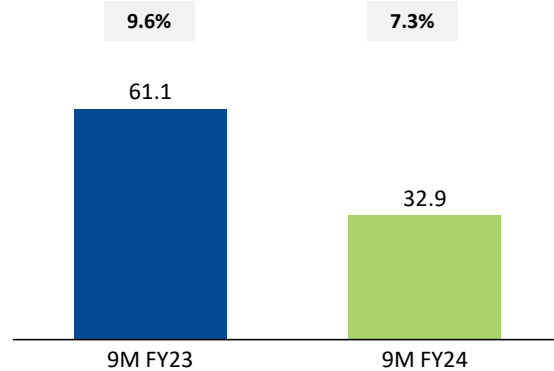
Revenue\* (Rs. In Cr)



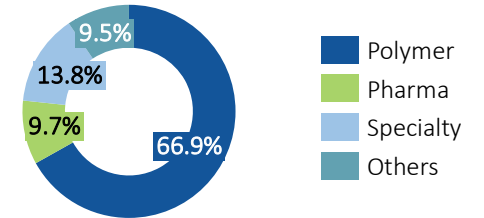
EBITDA\* (Rs. In Cr)



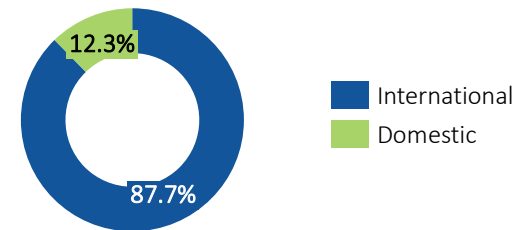
PAT (Rs. In Cr)



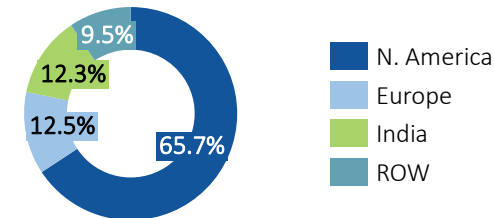
9M FY24 Sales Distribution based on Application



9M FY24 - Revenue Breakup



9M FY24 - Region wise break up



\*Includes other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales

## Q3 & 9MFY24 - Consolidated Profit & Loss Account



Particulars (Rs. Crores)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9M FY24	9M FY23	Y-o-Y
Revenue from Operations	148.3	196.5		120.9		431.4	624.1	
Other Income	4.6	3.8		4.1		20.4	12.5	
<b>Total Revenue from operations</b>	<b>152.9</b>	<b>200.3</b>	<b>-23.6%</b>	<b>125.0</b>	<b>22.4%</b>	<b>451.8</b>	<b>636.7</b>	<b>-29.0%</b>
Cost of materials consumed	78.9	109.6		50.4		213.7	340.7	
Purchases of stock-in-trade	0.0	0.0		0.0		0.0	0.0	
Changes in inventories	-13.0	-13.7		11.9		-2.3	-8.2	
<b>Total Raw Material</b>	<b>65.9</b>	<b>95.9</b>		<b>62.3</b>		<b>211.4</b>	<b>332.5</b>	
Employee Expenses	15.6	16.3		14.1		45.7	45.4	
Other Expenses	39.1	42.1		31.2		110.7	139.1	
<b>EBITDA (Including Other Income)</b>	<b>32.3</b>	<b>46.0</b>	<b>-29.8%</b>	<b>17.4</b>	<b>85.4%</b>	<b>83.9</b>	<b>119.6</b>	<b>-29.9%</b>
<b>EBITDA Margin (%)</b>	<b>21.1%</b>	<b>23.0%</b>		<b>13.9%</b>		<b>18.6%</b>	<b>18.8%</b>	
Depreciation	8.7	8.3		8.8		26.3	24.5	
<b>EBIT</b>	<b>23.6</b>	<b>37.7</b>	<b>-37.3%</b>	<b>8.6</b>	<b>175.1%</b>	<b>57.6</b>	<b>95.1</b>	<b>-39.4%</b>
<b>EBIT Margin (%)</b>	<b>15.9%</b>	<b>19.2%</b>		<b>7.1%</b>		<b>13.4%</b>	<b>15.2%</b>	
Finance Cost	3.7	4.9		3.0		10.9	13.4	
Exceptional Item	0.0	0.0				0.0	0.0	
<b>Profit before Tax</b>	<b>20.0</b>	<b>32.8</b>	<b>-39.2%</b>	<b>5.6</b>	<b>259.0%</b>	<b>46.8</b>	<b>81.6</b>	<b>-42.7%</b>
Tax	5.9	8.1		2.6		13.8	20.5	
<b>Profit After Tax</b>	<b>14.1</b>	<b>24.7</b>	<b>-43.0%</b>	<b>3.0</b>	<b>370.3%</b>	<b>32.9</b>	<b>61.1</b>	<b>-46.1%</b>
<b>PAT Margin (%)</b>	<b>9.2%</b>	<b>12.3%</b>		<b>2.4%</b>		<b>7.3%</b>	<b>9.6%</b>	
EPS (in Rs.)	25.21	44.26		5.36		58.95	109.40	



## Capex

- The Capex for next two years will be based on the timing of the introduction of new products and any significant investment will be announced appropriately.
- The existing old plant with a new plant of about 70% higher capacity has already been set up. This would help capture higher demand of the product in future. This will be a multi-product plant to ensure flexibility based on market conditions. At present, due to market conditions, the capacity utilisation is expected to be low.

## Logistic &amp; Sourcing

- The cost of raw material has largely eased out. There has been increase in logistic cost due to Red Sea Crisis. The uncertainty and volatility in global economic conditions continue. The Company has been actively managing the issues with good outcomes.

## Business Volumes

- While the overall business, economic & political situation continues to have significant uncertainties at present, the Company does not expect any major change in demand structure of its products in the long run.

## EBITDA

- Average expected EBITDA is about 16% to 20%. However, this can go beyond this range up or down as it is dependent on product mix (based on the demand), pricing and volumes. Also, it can vary from quarter to quarter due to product mix, raw material prices and numerator/denominator effect.



## Transpek at Glance

# About us



## Environment Protection

Founded by  
Shri. Govindji  
Shroff in 1965




## Creative Chemistry



Over three  
decades of  
presence in the  
international  
market

Part of Excel  
group of  
companies

Over 5 decades  
experience in  
Sulphur and  
Chlorine  
Chemistry

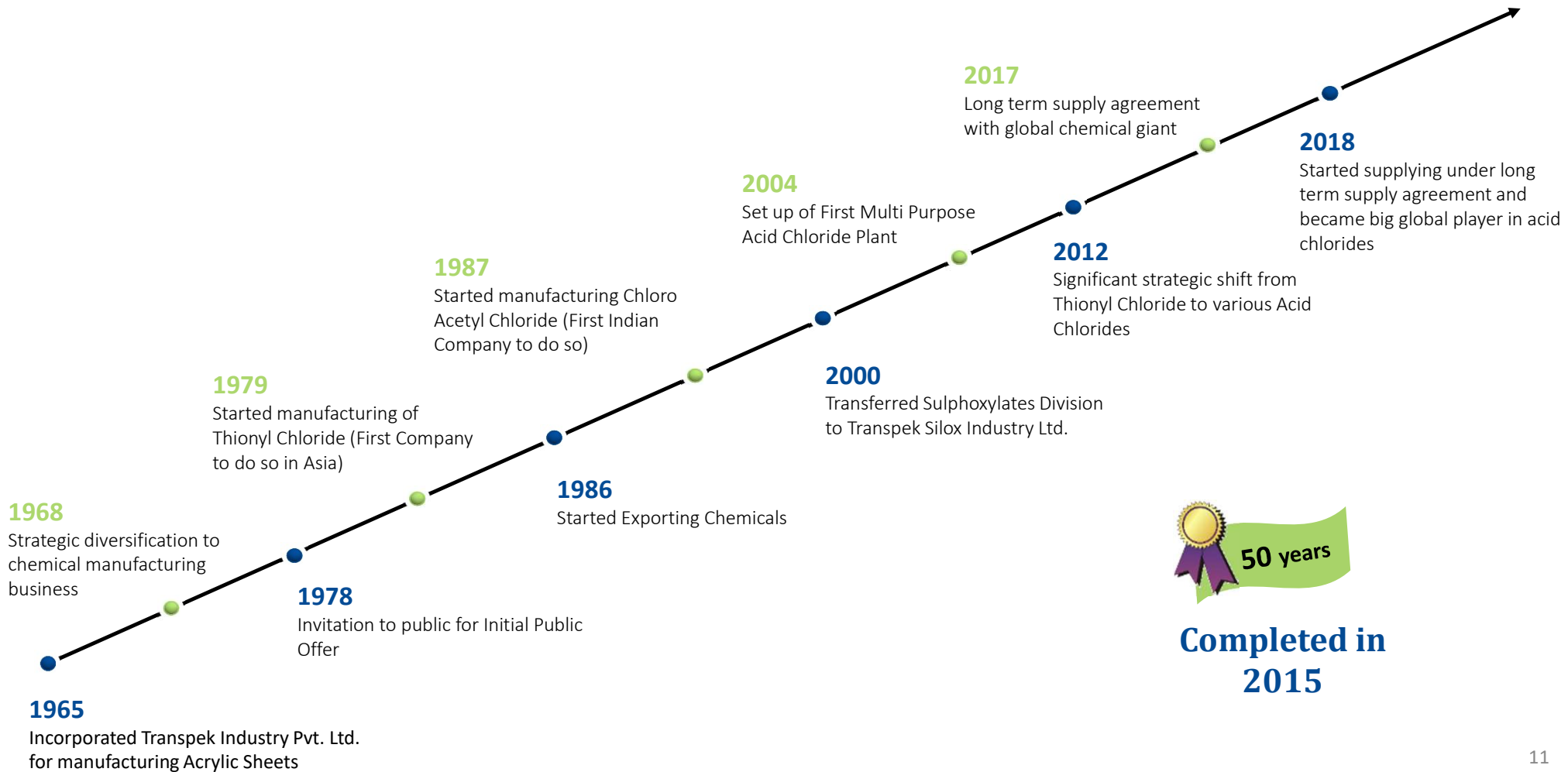


## Customer Focus

Exploring every  
possible  
compound  
from Sulphur  
and Chlorine

Headquartered  
in Vadodara, -  
approximately  
400 kms from  
Nhava Sheva

# Our journey over five decades



# Our products are supplied to varied industries

Leading global supplier for 'Chlorinated Products' to various industry sectors ranging from Pharmaceuticals, Agrochemicals and dyes to pigments.

### Polymers



### Pharma



### Specialty Chemicals



### Agro Chemicals



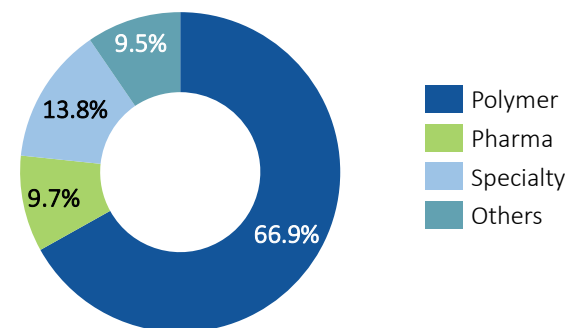
### Cosmetics



### Dyes



### 9M FY24 Sales Distribution based on Application



# Our products have multiple applications

## Diversified Products Across India's Fastest Growing Industries

- 2, 4, 6 Trimethyl Benzoyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution

### Specialty Chemicals

- Cocoyl Chloride
- Diethylene Glycol Dichloride
- Isononanoyl Chloride
- Lauroyl chloride

### Surfactants

- 2-Methoxyethyl chloride
- 2-Propoxyethyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Valeroyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Thionyl Chloride

### Agrochemicals

- 2-Chloroethylamine Hydrochloride Solution
- Isophthaloyl Chloride
- m-Nitrobenzoyl chloride
- p-Nitrobenzoyl Chloride
- Sulphur Dichloride
- Sulphur Monochloride
- Terephthaloyl chloride
- Thionyl Chloride

### Dyes

- 2-Ethylhexanoyl chloride
- Isononanoyl Chloride
- Isophthaloyl Chloride
- Neodecanoyl Chloride
- Octanoyl chloride
- Pivaloyl chloride
- Terephthaloyl chloride

### Polymers

- 2-Chloroethylamine Hydrochloride Solution
- 4-Chlorobutyryl Chloride
- 2-Methoxyethyl chloride
- Diethylene Glycol Dichloride
- Isobutyryl chloride
- Lauroyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Decanoyl chloride
- n-Octyl chloride
- n-Valeroyl Chloride
- o-Toluoyl chloride
- Octanoyl chloride
- Pivaloyl chloride
- p-Nitrobenzoyl Chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Triethyleneglycol Dichloride
- Thionyl Chloride

### Pharma



“The company has a **strong experience** in manufacturing of products using chlorinated chemistry presenting **unending opportunities for supply of intermediates and specialty chemicals** suitable for **multiple applications**”.

# Our capabilities developed over years

## Research & Development

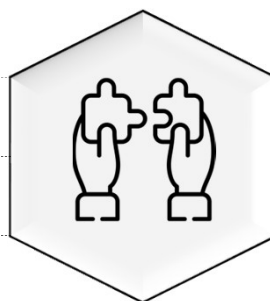
- ◇ In house development of products
- ◇ DSIR approved R&D Facility
- ◇ R&D Lab approved by MS University of Baroda for PhD research
- ◇ Kilo lab and Pilot plants for trials before commercializing plants

## Logistics

- ◇ Over 600 ISO tank management with own ISO tank repairs and cleaning stations

## Customer Base

- ◇ Long lasting and strong relationship with domestic and international buyers



## Sustainability Ratings

- ◇ **ECOVADIS Sustainability platform** – the company is rated very high with **‘Silver Badge’**
- ◇ One of those few Indian companies to have a separate Process safety function which was set up many years back.



## Manufacturing Capabilities

- ◇ Over 50 years of experience
- ◇ Unique recycling system with closed loop chemistry
- ◇ Expertise in chlorination chemistry

## Supply Chain

- ◇ Stable association with vendors and service providers

# Our clients trust in our capabilities & chemistries

Company has built an excellent reputation globally – Testament to our Reliability and Trustworthiness

Contract  
Period



10 years  
Exclusive contract with a  
'MNC Giant'

Products



Supply of 'Acid Chlorides'

Global  
Player

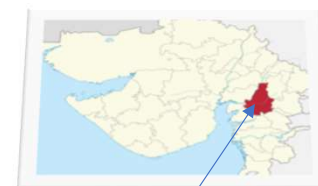


'Global Recognition and  
Visibility'

- Long-term supply agreement commenced from 1st January 2018
- High performance product with dedicated manufacturing facility
- Positive effect on the turnover of the Company
- Augmented already solid reputation among Global Chemical Giants.
- EPS accretive



## Our plants are multipurpose and multiproduct



### **Ekalbara**

Located ~25 km away from the headquarter location at Vadodara, Gujarat.

- ★ Dedicated multipurpose and multiproduct plants spread over 100 acres with total production capacity of 66,600 MTPA.
- ★ Having an expert team of engineers for **Process Scale-up, Plant Design, Erection, and Commissioning**
- ★ Having a facility to take up **contract manufacturing** as well as job work facility for our customers to provide them **economically viable solutions**.
- ★ Handle projects for global clients in the areas of **pharmaceuticals, agrochemicals and specialty chemicals** by **deploying our expertise in chlorination technology along with other core technologies**

- Strategically located in largest chemical manufacturing zone
- ~ 400 kms away from Nhava Sheva Seaport, Mumbai
- Mundra, Pipavav and Hazira seaports are also well in reach
- Vadodara is also having ICD (Inland Container Depot) which is well connected to rail network with different regional ports

Our R & D facility is recognized by Government of India



## Research & Development

Developed a comprehensive in-house R&D facility **recognized by the Department of Science & Technology, Government of India**, which is equipped with latest technology and equipment

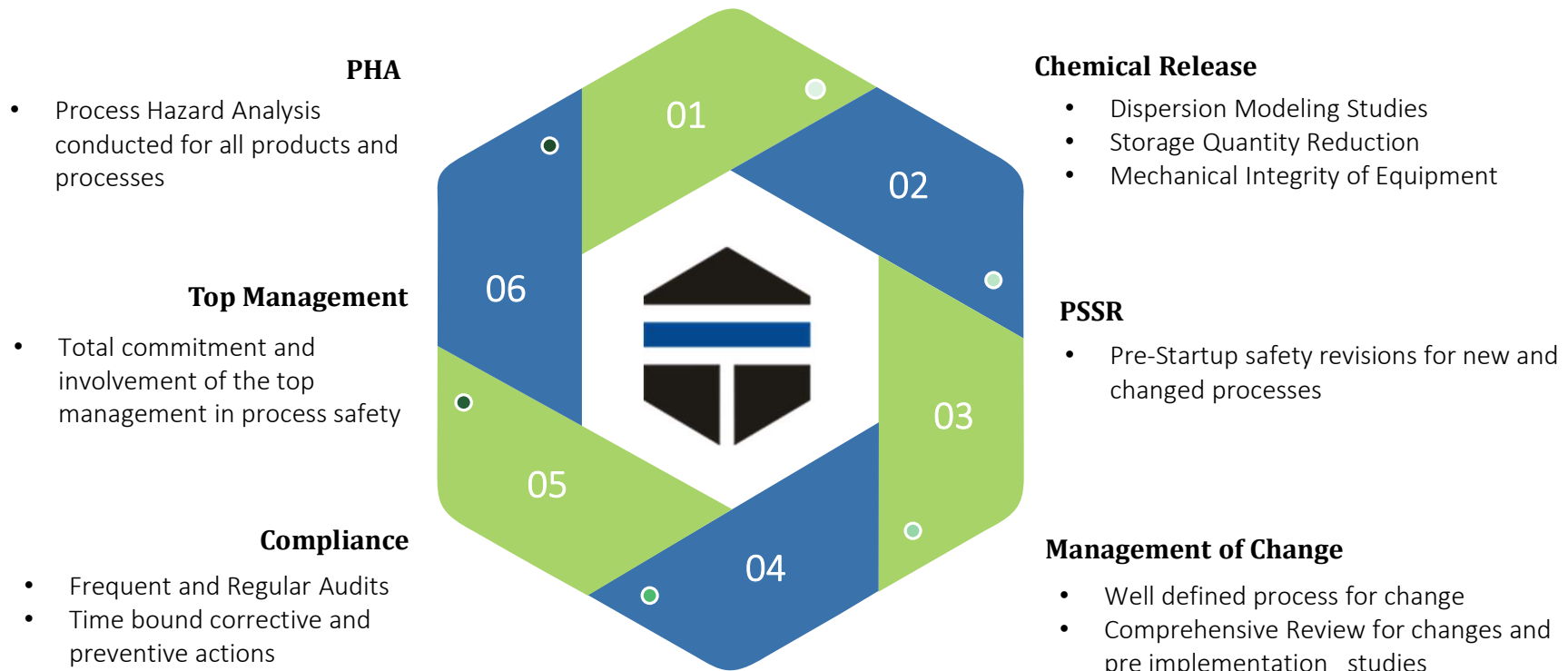
Every new and existing product undergoes a constant research at our lab

Derived **competitive edge in manufacturing of Acid Chlorides and Alkyl Chlorides, which have wide applications**. We have developed several products and started its commercial production and supply.

We have the **facility of gram lab, kilo lab and pilot plant to scale up the process**.

It also **approved by Maharaja Sayajirao University of Vadodara for allowing students pursuing Doctorate of Philosophy (Ph. D) to conduct research and experiments**.

# Our top management is committed to process safety



## Separate Process Safety Management Team

- Chemical Engineers
- Chemists
- Safety Professionals
- Automation Professionals

Our transportation is safe, systematic and sustainable

## Logistics

- Safe, systematic and sustainable transportation is a **key challenge to ever changing global chemical industry**
- Pioneers in developing in-house ISO Tank station which is well equipped with state-of-the-art technology
- We manage over 600 ISO Tanks for safe and secure transportation of our products
- Each tank is closely monitored for its efficient utilization and periodically inspected by competent authority
- Our team provides end to end support to deliver the material in ISO Tanks
- Facilitated many customers in transitioning to use ISO Tanks using our technological competence

## Packaging

- We offer different sizes of drum packing for our products which are **UN approved and certified by Indian Institute of Packaging**
- All packing, marking and labeling are prepare & ship **as per IMDG and IATA guidelines**

Our products are delivered across the globe



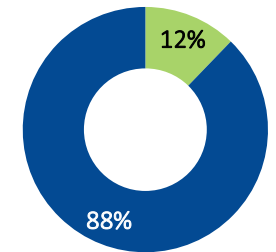
**One of the Pioneering Global Exporters from India since 1986**  
 Long term relations with Leading Global Chemical Giants



For India & The World

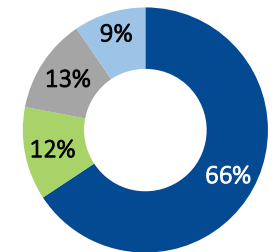
Presence across **16** Countries

9M FY24 - Revenue Breakup



Domestic International

9M FY24 - Region-wise Breakup



North America Europe  
 India Rest of Asia

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



# Our board has vast industry experience



**Mr. Ashwin C. Shroff | Chairman**

He is a science graduate, Mr. Shroff have emerged stronger, helping the growth of Industrial chemicals, Agro chemicals and Environment related businesses. He was the President of Indian Chemical Council (1996–1998). He is member of FICCI Environment Committee and FICCI Chemicals Committee



**Mr. Bimal Mehta | Managing Director**

He is a qualified CA by profession. He has worked on Sr. level positions in Indian and multi-national companies. He has 33 years of experience in Business Strategy, Market Growth, Customer Relationships and Finance



**Mr. Avtar Singh | Joint Managing Director**

He has 41 years of rich experience and expertise in Chemicals, pharmaceuticals and Agrochemical Products. He started his career with Gharda Chemicals Private Limited. In 1981, he joined Punjab Chemicals and Crop Protection Limited (PCCPL) and started working in Operations and handled plants in various capacities.



**Mr. Atul G. Shroff | Director**

He had been the MD of the Company from 1981 to Nov 2017, has grown through the ranks of the Company since its inception. His keen sense of understanding the chemical processes has resulted in development of several innovative and appropriate improvements in our various plants



**Mr. Dipesh K. Shroff | Director**

He holds a Diploma in Civil Engineering, M.E.P. from IIM, Ahmedabad and OPM from Harvard Business School, Boston; he is presently the MD of Agrocel Industries Pvt. Ltd



**Mr. Ravi A. Shroff | Director**

He is B.E. (Chemical Engineering) and M.S. (Chemistry). He is also holding directorship in several private limited companies and one Investment Company. He is also a partner in several partnerships. Presently he is the MD in Excel Industries Ltd



**Mr. Ninad D. Gupte | Independent Director**

He is a B.Sc degree from Bombay University, PGDBM (XLRI-Jamshedpur), and Diploma in Tax Management (Bajaj Institute of Management-Bombay University). He has 39 years of experience with the industry in the field of chemicals, petrochemicals and agrochemicals



**Mr. Bernd Dill | Independent Director**

He is a German national, having emphasis on mathematics and natural sciences, Doctoral Thesis in Chemistry “Summa Cum Laude” at Frankfurt University. Recently, he has left his latest position as Executive Vice President Technology of Lurgi AG in Frankfurt and started his own company, Dr. Bernd Dill Consulting, based in Germany and Switzerland



**Mr. Nimish U Patel | Independent Director**

He has 23 years of experience with the industry in the field of Electro Plating, Textile and Pharma Industries. He is the MD of Shri Dinesh Mills Ltd. He is also holding the position of Director in Ultramarine & Pigments Ltd. He is also the Chairman and MD of Dinesh Remedies Ltd, a subsidiary of Shri Dinesh Mills Ltd



**Ms. Geeta Goradia | Independent Director**

She is MA Honors in Industrial Economics and Law from Maharaja Sayajirao University of Vadodara. She started her career as a Management Trainee in Mukund Iron & Steel Works, Mumbai and reached to a level of MD of renowned Company of Vadodara viz. Jewel Consumer Care Pvt. Ltd.



**Mr. Hemant J. Bhatt | Independent Director**

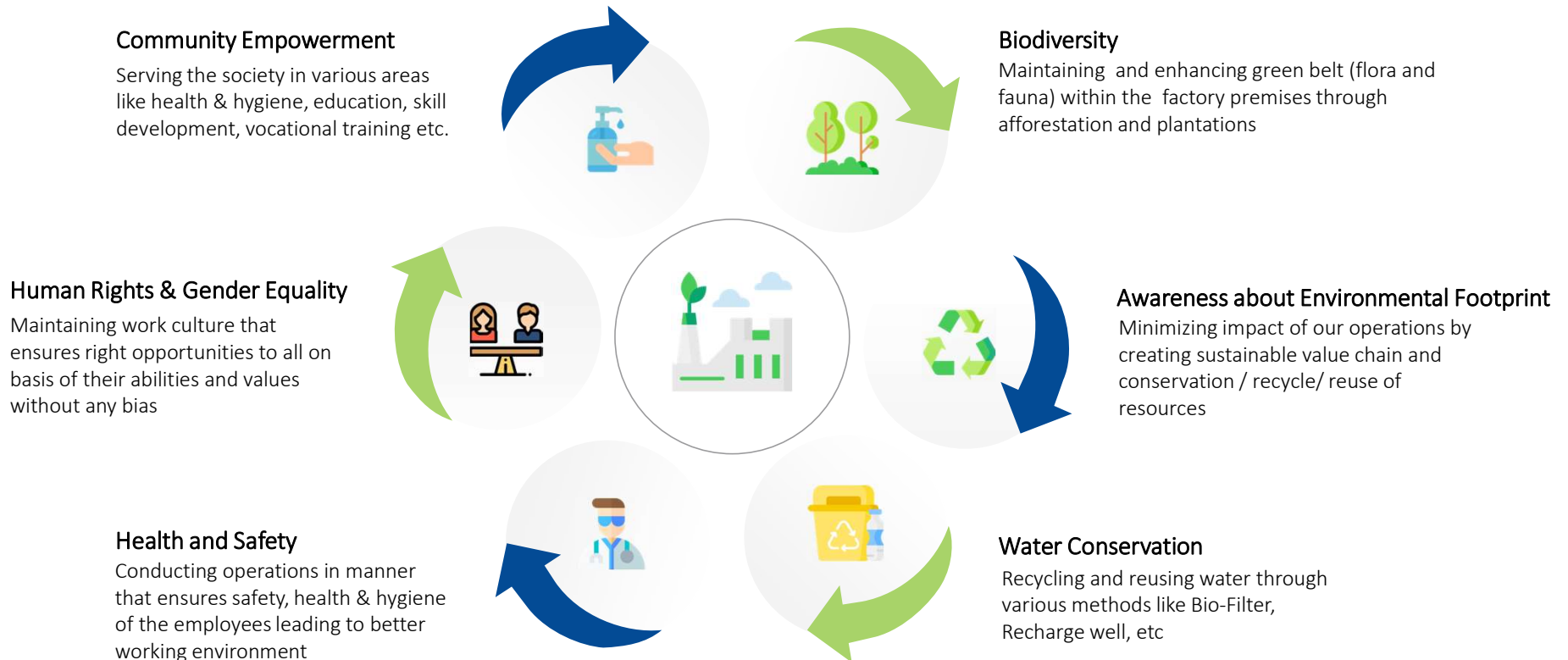
He is having 29 years of post qualification experience in the financial domain. The scope of excellence includes field of Auditing, Project consulting, Fund syndication, Merchant Banking Activities, Financial Consulting, Risk Management, Corporate Governance, Six Sigma, IFRS, XBRL, SOX. He had been designated as the head of Gujarat Operations for BDO Consulting Pvt. Ltd.



**Mr. Anandmohan Tiwari | Independent Director**

He has worked as a member of the Indian Administrative Service for 34 years, out of which for 20 years in social sector namely women’s empowerment, rural development, tribal development, education and CSR. He has worked as MD in Gujarat Narmada Valley Fertilizers Company, Gujarat Alkalies and Chemicals Ltd, Vadodara and Gujarat State Fertilizers & Chemicals, Ltd, Vadodara

# Our company has adopted a sustainable method of doing business



## Well Established, Efficient & Effective Safety and Environmental Practices

Accredited with ISO 9001:2015, ISO 14001:2015, BS OHSAS 18001:2007 for Management System and ISO 50001:2011 for Energy Management System



ESG at the heart of all we do



# Corporate social responsibility

## Women Empowerment Workshops

Understanding the needs of communities, addressing them through need-based projects and making them work together to help create game changing development for sustainable growth



## Vocational Training

Our vision is to actively contribute towards creating innovative and sustainable solutions in the fields of health, education, vocational training and skill building and in doing so, build a better sustainable way of life for the weaker sections of the society



## Solidifying the base

Focus on all round development of children with special teaching classes for academic purpose and workshops having various activities



## Health Awareness

Several sessions arranged for creating health awareness on issues like HIV, Anemia, Women's Health and hygiene, Cancer etc. Special medical check up camps are also arranged for addressing their health issues and for providing medicines and guidance to everyone



## Strengthening the Foundation



## Energy conservation award by Government of India



Company received an award from Ministry of Power for Energy Conservation Activities undertaken from 2018-2021.

This award was given by Hon'ble Minister of Power.

# Awards and Recognitions – A glimpse

## Government of Gujarat: Excellence in CSR Award



Shri Atul Shroff, Director & Union Leader Shri Ashok Narsinh receiving the award at the hands of Hon. O. P. Kohli – Governor of Gujarat

## FGI Award for Excellence in the field of Environment Pollution Abatement & Preservation



Shri Bimal V. Mehta, MD, receiving Federation of Gujarat Industries Award at the hands of Shri Manohar Parrikar, Minister of Defence, Government of India

## Indian Chemical Council: Best in Social Responsibility Award



Vice President (Marketing) and Dy. General Manager (HRM) receiving the Indian Chemical Council Award for Social Responsibility

Many Awards in Social Responsibility, Environment Protection & Water Conservation  
Recognition for Company's Values, Ethics and Social Commitment



## Environment, health and safety



Rainwater harvesting and recharging



Green cover in Transpek premise



Safety is our responsibility

We have **Full-fledged Effluent management system** with a licensed discharge facility to the central Effluent channel  
Our company has **100 acres of land** with a green belt of more than **30,000 trees** within its premises



## Historical Financial Highlights

## FY23 – Consolidated Profit & Loss Account



Particulars (Rs. Crores)	FY23	FY22	Y-o-Y
Revenue from Operations	826.9	599.1	
Other Income	17.8	28.4	
<b>Total Revenue from operations</b>	<b>844.7</b>	<b>627.5</b>	<b>34.6%</b>
Cost of materials consumed	441.5	332.9	
Purchases of stock-in-trade	0.0	0.0	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-3.5	-18.2	
<b>Total Raw Material</b>	<b>438.0</b>	<b>314.7</b>	
Employee Expenses	60.3	51.5	
Other Expenses	181.4	136.8	
<b>EBITDA (Including Other Income)</b>	<b>165.1</b>	<b>124.5</b>	<b>32.6%</b>
<b>EBITDA Margin (%)</b>	<b>19.5%</b>	<b>19.8%</b>	
Depreciation	33.0	29.7	
<b>EBIT</b>	<b>132.0</b>	<b>94.8</b>	
<b>EBIT Margin (%)</b>	<b>15.6%</b>	<b>15.1%</b>	
Finance Cost	19.2	10.5	
Exceptional Item	0.0	0.0	
<b>Profit before Tax</b>	<b>112.8</b>	<b>84.2</b>	
Tax	29.3	18.8	
<b>Profit After Tax</b>	<b>83.5</b>	<b>65.4</b>	<b>27.6%</b>
<b>PAT Margin (%)</b>	<b>9.9%</b>	<b>10.4%</b>	
EPS (in Rs.)	149.45	117.09	

# Mar'23 - Consolidated Balance Sheet

Liabilities (Rs. Crores)	Mar-23	Mar-22
<b>Equity</b>		
Equity Share capital	5.6	5.6
Other Equity	581.1	478.7
<b>Total Equity</b>	<b>586.6</b>	<b>484.3</b>
<b>Financial liabilities</b>		
(i) Borrowings	27.6	34.8
(ii) Lease liabilities	53.8	6.2
Provisions	3.3	3.3
Deferred tax liabilities (Net)	80.0	69.8
<b>Total Non Current Liabilities</b>	<b>164.6</b>	<b>114.0</b>
<b>Financial liabilities</b>		
(i) Borrowings	50.8	94.3
(ii) Trade Payables	54.3	56.4
(iii) Other financial liabilities	15.4	10.5
(iv) Lease liabilities	12.8	1.8
Provisions	0.3	0.2
Other current liabilities	2.2	2.6
Current tax liabilities (Net)	0.0	0.0
<b>Total Current Liabilities</b>	<b>135.6</b>	<b>165.8</b>
<b>Total Equity and Liabilities</b>	<b>886.8</b>	<b>764.1</b>

Assets (Rs. Crores)	Mar-23	Mar-22
<b>Non Current assets</b>		
Property, Plant and Equipment	303.9	287.1
Capital work-in-progress	24.2	16.1
Right to use of lease assets	61.3	7.4
Other Intangible assets	0.0	0.0
Financial Assets		
(i) Investments	237.6	195.9
(iii) Loans	0.0	0.0
(ii) Other financial assets	13.9	1.0
Other non-current assets	11.5	12.6
<b>Total Non Current Assets</b>	<b>652.5</b>	<b>520.0</b>
<b>Current Assets</b>		
Inventories	65.2	66.1
<b>Financial Assets</b>		
(i) Trade receivables	118.2	99.2
(ii) Cash and cash equivalents	5.5	1.6
(iii) Bank balances other than above	20.0	49.4
(iv) Loans	0.0	0.0
(v) Other financial assets	1.5	2.5
Other current assets	24.0	25.3
<b>Total Current Assets</b>	<b>234.5</b>	<b>244.1</b>
<b>Total Assets</b>	<b>886.8</b>	<b>764.1</b>

## Mar'23 - Consolidated Cash Flow Statement



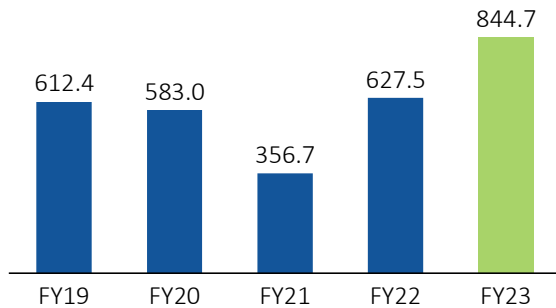
Particulars (Rs. Crores)	Mar-23	Mar-22
<b>Net Profit Before Tax</b>	<b>112.8</b>	<b>84.2</b>
Adjustments for: Non Cash Items / Other Investment or Financial Items	55.9	35.2
<b>Operating profit before working capital changes</b>	<b>168.7</b>	<b>119.5</b>
Changes in working capital	-22.1	-49.7
<b>Cash generated from Operations</b>	<b>146.6</b>	<b>69.8</b>
Direct taxes paid (net of refund)	35.7	22.7
<b>Net Cash from Operating Activities</b>	<b>110.8</b>	<b>47.0</b>
<b>Net Cash from Investing Activities</b>	<b>-13.0</b>	<b>-70.1</b>
<b>Net Cash from Financing Activities</b>	<b>-93.9</b>	<b>9.2</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>3.9</b>	<b>-13.9</b>
Add: Cash & Cash equivalents at the beginning of the period	1.6	15.5
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>5.5</b>	<b>1.6</b>



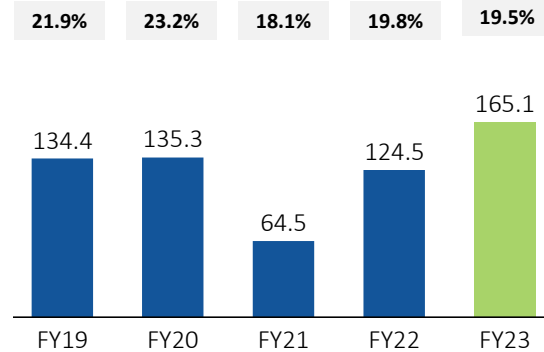
# Consolidated Financial Highlights



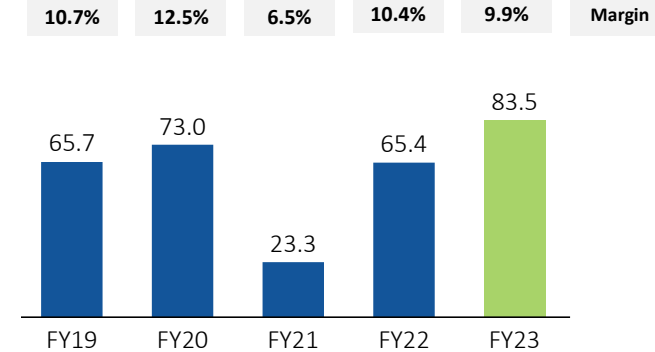
Revenue\* (Rs. In Cr)



EBITDA\* (Rs. In Cr)

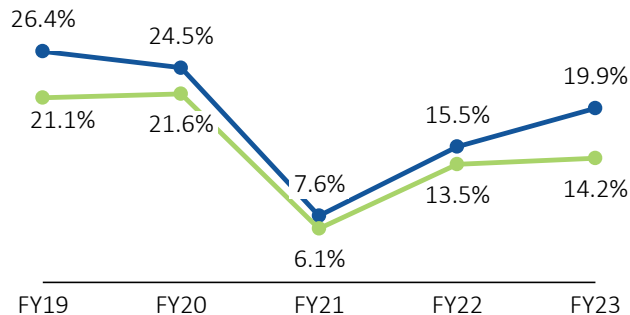


PAT (Rs. In Cr)

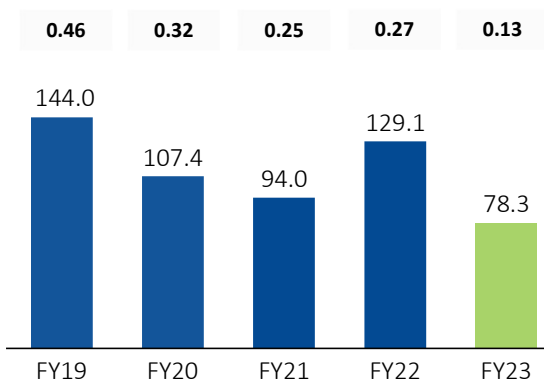


ROCE & ROE (%)

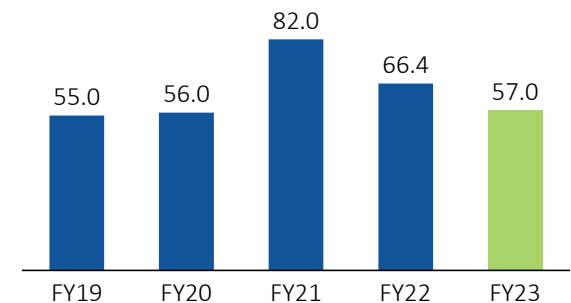
● RoCE ● RoE



Debt (Rs. In Cr) & Debt / Equity (x)



Net Working Capital^ (No. of days)

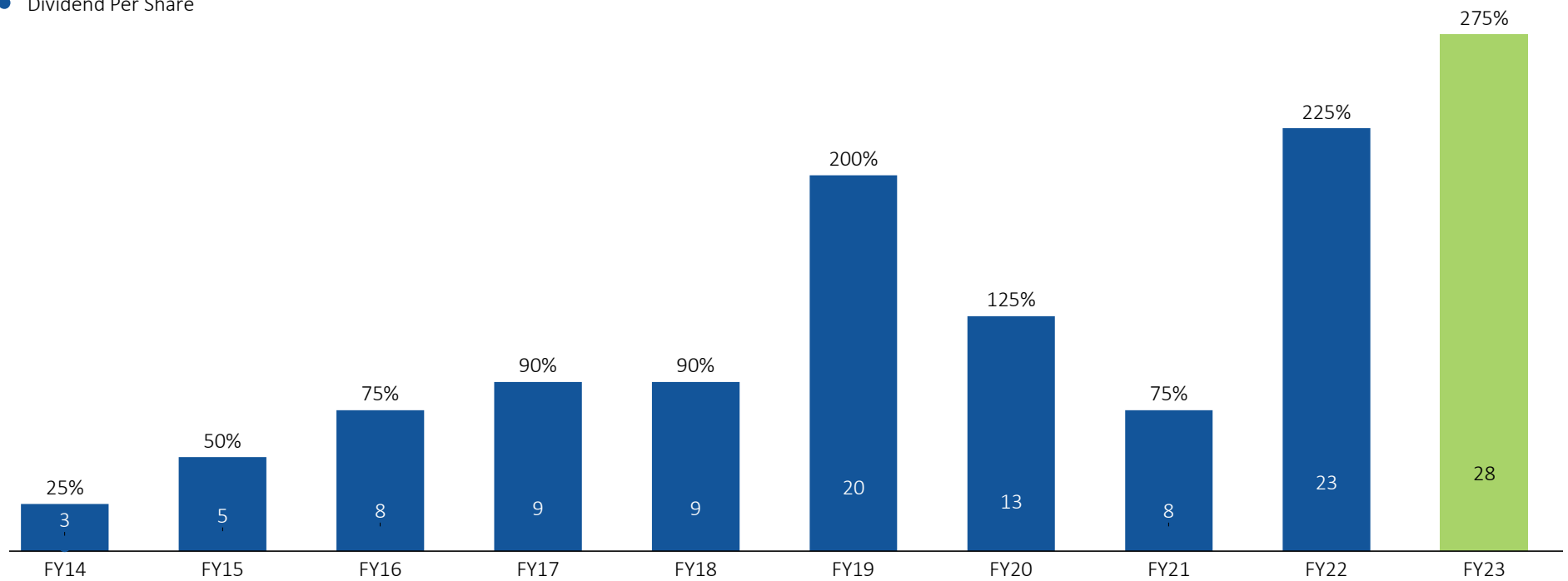


Debt includes Long term debt, short term debt and current maturities of long term debts payable to Banks & Financial Institutions. | ^ Calculated on the basis of revenue from operations

# Consistent Dividend Payment

## Dividend

● Dividend Per Share





Way Forward

# Strategic Growth



## Product Development

While adding more Acid Chlorides, we have been focusing on other products that are under development at different stages. Once commercialized, these products shall provide further growth.

## Geographic Expansion

The Company has been working to expand its customer base and geographical spread which will add to the overall business volumes in the coming period. Recently, business has been started with customers in Eurasia and South America.

## Sustainability Practice

The Long-Term Strategic Growth shall be achieved through a combination of both the above, combined with intensive & continued focus on best sustainability practices and customer delight.

## Contact Information

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# THANK YOU

