Safe harbour statement

This presentation may contain statements which reflect Management’s current views and estimates and could be construed as forward looking statements.

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to our exposure to changes in general economic conditions, market, Foreign currency and other risks, changes in government policies/regulations, tax regimes as also technological changes.

The company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of subsequent development, information or events or otherwise.
Financial Overview
December, 2019
Q3FY20 and 9MFY20 Performance Highlights – Consolidated Financials

<table>
<thead>
<tr>
<th></th>
<th>Income from Operations (₹ Cr)</th>
<th>EBITDA* (₹ Cr &amp; Margin%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Quarterly Performance</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3FY19</td>
<td>391</td>
<td></td>
</tr>
<tr>
<td>Q3FY20</td>
<td>424 ▲ 8%</td>
<td>63 ▲ 58%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>9M Performance</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9MFY19</td>
<td>1,163</td>
<td></td>
</tr>
<tr>
<td>9MFY20</td>
<td>1,259 ▲ 8%</td>
<td>139</td>
</tr>
</tbody>
</table>

Note: Financial results include results of the wholly owned subsidiary RIECO Industries Limited which was earlier classified under ‘discontinued operations’.

Previous quarter/year figures have been regrouped wherever necessary to meet current period’s classification.

* EBITDA as percent to Total Income from operations (excluding other income)
Q3FY20 and 9MFY20 Performance Highlights – Pigments Business

### Quarterly Performance

<table>
<thead>
<tr>
<th></th>
<th>Income from Operations (In ₹ Cr)</th>
<th>EBITDA* (In ₹ Cr &amp; Margin%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY19</td>
<td>349</td>
<td>36 (10.2%)</td>
</tr>
<tr>
<td>Q3FY20</td>
<td>391 (△ 12%)</td>
<td>58 (△ 63%)</td>
</tr>
</tbody>
</table>

### 9M Performance

<table>
<thead>
<tr>
<th></th>
<th>Income from Operations (In ₹ Cr)</th>
<th>EBITDA* (In ₹ Cr &amp; Margin%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>9MFY19</td>
<td>1,072</td>
<td>143 (13.4%)</td>
</tr>
<tr>
<td>9MFY20</td>
<td>1,188 (△ 11%)</td>
<td>186 (△ 30%)</td>
</tr>
</tbody>
</table>

Note: Previous quarter/year figures have been regrouped wherever necessary to meet current period’s classification.

* EBITDA as percent to Total Income from operations (excluding other income).
Gross Margin Performance – Pigments Business

- Q3FY20 Gross Margins bounced back to 42.8% from 40.6% for the corresponding period of the previous year
- 9MFY20 Gross Margins at 42.4%, at similar levels as compared to 42.6% for the corresponding period of the previous year
### Robust Financial Performance – Pigments Business

<table>
<thead>
<tr>
<th>Income from Operations (In ₹ Cr)</th>
<th>EBITDA* (In ₹ Cr &amp; Margin%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY19: 349</td>
<td>Q3FY19: 36 (10.2%)</td>
</tr>
<tr>
<td>Q4FY19: 404</td>
<td>Q4FY19: 70 (17.2%)</td>
</tr>
<tr>
<td>Q1FY20: 396</td>
<td>Q1FY20: 65 (16.3%)</td>
</tr>
<tr>
<td>Q2FY20: 400</td>
<td>Q2FY20: 63 (15.7%)</td>
</tr>
<tr>
<td>Q3FY20: 391</td>
<td>Q3FY20: 58 (15.6%)</td>
</tr>
</tbody>
</table>

- Q3FY20 and 9MFY20 income from operations at ₹ 391 cr and ₹ 1,188 cr respectively, a growth of ~12% and ~11% respectively as compared to the corresponding periods of the previous year

- For Q3FY20, Specialty pigments portfolio volume grew 13% YoY and Non-Specialty portfolio grew 10% YoY

- 9MFY20 exports as a % of revenue at ~48% as compared to 47% for 9MFY19

Note: Previous quarter/year figures have been regrouped wherever necessary to meet current period’s classification.

Specialty portfolio includes Azos, High Performance Pigments, Cosmetics and Pigment Dispersions. Non-Specialty portfolio includes Blue & Green Pigments, Inorganic pigments and Industrial effect pigments

* EBITDA as percent to Total Income from operations (excluding other income).
Key Ratios – Consolidated Financials

Return on Capital Employed (annualized)

- FY19: 15.7%
- Dec’19: 18.5%

Net Debt - Equity Ratio

- FY19: 0.6
- Dec’19: 0.6

Current Ratio

- FY19: 1.4
- Dec’19: 1.5

Earnings per Share (annualized)*

- FY19: 12.7
- Dec’19: 17.7

Note: Previous quarter/year figures have been regrouped wherever necessary to meet current period’s classification

* Earnings per share calculated excluding exceptional items
About Sudarshan
Our Company at a glance...

We are a leading world-class color solutions provider with a focus on exceptional and sustainable results.

**CONSOLIDATED REVENUES**
FY19 turnover at $212 Mn

**MARKET CAPITALIZATION**
INR ~2,200 cr+

**PEOPLE**
50+ sales team.
60+ channel partners.
2,000+ global workforce.

**BUSINESS FOCUS**
Pigment Focus. Don’t compete with customers.

**GEOGRAPHIC REACH**
Largest pigment producer in India.
Exports to 85+ countries.
Our Mission, Vision & Values

Our growth is fueled by an immense drive to be a leading player in our field.

01 MISSION
World class Global Color Solution provider with an innovative and vibrant culture

02 VISION
To be amongst the top three pigment players in the world

03 VALUES
Seva (Service), Courage, Commitment and Passion, Respect, Trust
Our Journey
Evolution of Sudarshan from a local player to a global player is result of a well crafted strategy.

Establishing the Business
1952 - 1989
Efforts largely domestic with limited portfolio range

Next leap in Technology
1989 - 2006
Building technical capabilities & infrastructure

Going Global
2006 - 2018
Scaled up infrastructure to world class standards

Footprints in Europe & USA

State of art technology centre at Sutarwadi

Improved portfolio with HPPs and Effects for Cosmetics

Net revenue at ₹ 1,000 Cr FY14

Improved portfolio with HPPs and Effects for Cosmetics

Listed on NSE

Manufacturing plant in Mahad for Pthalos & Effect Pigments

Net revenue at ₹ 400 Cr FY06

Manufacturing plant in Roha

Listed on BSE

Inception of Sudarshan

Manufacturing plant in Pune
Our Global Presence
Exports to 85+ countries with 50+ sales members

GLOBAL HEAD OFFICE
Sudarshan Chemical Industries Limited

NORTH AMERICA
Sudarshan North Americas Inc.

EUROPE
Sudarshan Europe B.V.

MEXICO
Sudarshan Mexico S. de R.L de CV.

CHINA
Sudarshan (Shanghai) Trading Co Ltd.

JAPAN
Sudarshan Japan K.K
Our Product Portfolio

PIGMENTS

ORGANIC

Azo

Phthalos

HPPs

Dispersions

INORGANIC

Chromes

Cadmiums

Iron Oxides

EFFECT

Mica base for industrial and cosmetics

Organic Pigments
Colored material made of organic compound with pigment properties. Commonly used for Coatings, plastics, Inks & Textile applications.

Inorganic Pigments
Made up of mineral compounds. Are mainly oxides, sulphides of one or more than one metals. Used for plastics and industrial coatings.

Effect Pigments
Pigments with mica base and coated with oxides to give shimmer and glow. Mainly used in plastics, automotive coatings, cosmetics applications.
Sudarshan is uniquely placed to offer a comprehensive range - general purpose grades, high performance and effect pigments.

**COATINGS**
- High performance and special effect for the coating industry.
- Our key focus area with targeted significant growth in the automotive and decorative segments.

**PLASTICS**
- A palette with a wide spectrum of colors and performance for plastic applications.
- Enjoy leadership position in plastics segment in multiple geographies; attributed to our detailed know-how of the industry.

**INKS**
- General purpose and high performance pigments for inks.
- Focus on niche applications in the ink industry with necessary expertise in offset and liquid ink segments.

**COSMETICS**
- Effect pigments for cosmetics & personal care applications.
- A strategically important growth area for Sudarshan; we continue building capabilities in end application.
The Pigment Approval Cycle

Approval cycle for pigment sales varies across products and Sudarshan Chemicals is well placed in this regard.

COATINGS
Coatings remains a prominent focus area with Automotive and Decorative being the key segments.

AUTOMOTIVE: 1 to 5 years
DECORATIVE: 6 months to 1 year

PLASTICS
Market leaders in multiple geographies offering wider spectrum of colours and pigment grades.

PLASTICS: 3 to 6 months

INKS
Focus on niche applications like liquid inks to build competency and strong market share.

INKS: ~ 1 month

COSMETICS
Proven track record with significant growth for Sudarshan’s progress.

COSMETICS: 1 to 2 years
Our Technical Capability

PEOPLE

• 100+ Scientists & Technical resources
• Global experts' panel for competency enhancement
• Analytical & Application Lab experts

INFRASTRUCTURE

• Dedicated site for R&D with investments > USD 10Mn
• State of art equipment for characterization and composition analysis
• Ability to handle crystal modification & surface treatments
• Ability to ensure reproducibility in end application

PROCESS

• Stage Gate Process
• DOE approach to solutions
Our Infrastructure

We spend over $4M every year on research, development & technical service and over $2M on environmental compliance with a $3.4M effluent plant.

Manufacturing Site: Roha
Built in 1973; 1100+ trained team members.
Products Manufactured: AZO, HPP, Effect Pigments, Dispersions

Manufacturing Site: Mahad
Built in 1993; 500+ trained team members.
Products Manufactured: B&G, HPP, Effect Pigments

Our Manufacturing Plants with Modern Water Treatment Facility and Certified by BSC and having won Sword of Honour for Safety.
Global Pigments Market Overview

Global Colour Pigment Market* - Relevant to Sudarshan

- Our estimate of the Global Colour Pigments Market is ~$ 10B, market opportunities open to Sudarshan are ~$ 8.6B.
- Global Organic Pigment market is expected to grow at ~3% CAGR over the next 5 years.
- India is set for strong, sustainable growth in pigment manufacturing with substantial export opportunities.
- Sudarshan is well placed to expand market share for all its applications.
- We expect this strong growth to come from our coatings, inks, plastics and cosmetics segments.

* Excludes Black, White and Metallic Pigments.
Based on internal Pigment industry study and various market research reports
Our Pillars of Growth
Growth will come from a focused approach to broaden product portfolio and renewed application focus.

01 Product Portfolio
• Enhance Product Portfolio across
  • Organic (especially HPPs and Inks)
  • Inorganic HPPs
  • Effect Pigments
  • Solvent Dyes

02 Application Focus
• Continued focus on decorative coatings and plastics
• Additional focus on Automotive Coatings, Industrial Effects & Cosmetics

03 Geographic Presence
• Expand global footprint to newer geographies, and gain market shares in US, EU and China
Building Capabilities

We focus on building capabilities across functions to achieve our vision

STRENGTHEN R&D
Faster launch of new and innovative products, faster turnaround time on technical issues.

MANUFACTURING & OPERATIONS EXCELLENCE
Lean & Six Sigma, Capex expansion, strengthening supply chain

COMMERCIAL EXCELLENCE
Improving reach, channel management and customer experience

ENVIRONMENTAL SUSTAINABILITY
Best in class safety practices, continued efforts towards sustainable energy sources such as solar, windmill etc.
Our Competitive Advantage

We achieve excellent product and process reliability

Product Consistency & Process Control
- 800+ tests
- 4000+ specifications

Reliable technical information
- Laboratories certified by the National Accreditation Board for Testing & Calibration Laboratories

Reliable Service
- Recognized for operational excellence in Supply Chain Management

Environment & Occupational Health
- Ensure safety of our plant operatives

Our Certifications

ISO 9001
Six Sigma

Oliver Wight Class A Certificate

ISO 17025:2001

ISO 14001
OHSAS 18001
British Safety Council 5 Star Rating Sword of Honour
Shareholding and Market Performance

**Share Information (as at 31st December 2019)**

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>NSE Ticker</td>
<td>SUDARSCHEM</td>
</tr>
<tr>
<td>BSE Ticker</td>
<td>506655</td>
</tr>
<tr>
<td>Market Cap (INR mn)</td>
<td>28,183</td>
</tr>
<tr>
<td>% free-float</td>
<td>39.0%</td>
</tr>
<tr>
<td>Free-float market cap (INR mn)</td>
<td>10,991</td>
</tr>
<tr>
<td>Total Debt (INR mn)</td>
<td>41,269</td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents (INR mn)</td>
<td>3,945</td>
</tr>
<tr>
<td>Enterprise Value (INR mn)</td>
<td>65,507</td>
</tr>
<tr>
<td>Shares Outstanding</td>
<td>6,92,27,750</td>
</tr>
<tr>
<td>3M ADTV (Shares)</td>
<td>1,32,236</td>
</tr>
<tr>
<td>3M ADTV (INR mn)</td>
<td>52.8</td>
</tr>
<tr>
<td>Industry</td>
<td>Specialty Chemicals</td>
</tr>
</tbody>
</table>

**Shareholding Pattern (as at 31st December 2019)**

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Promoters*</td>
<td>52.3%</td>
</tr>
<tr>
<td>FII's and FPIs</td>
<td>8.3%</td>
</tr>
<tr>
<td>Mutual Funds</td>
<td>0.4%</td>
</tr>
<tr>
<td>Others</td>
<td>39.0%</td>
</tr>
</tbody>
</table>

*Before proposed reclassification of ~9.93% of Promoter holding to Public category.

Note: Basis approvals received from the Stock Exchanges as of 28th January 2019, 9.93% of Promoter Holding has been reclassified to Public Category.
Board of Directors

Mr. Pradeep Rathi (Chairman)

Mr. Rajesh Rathi (Managing Director)

Mr. Ashish Vij (Whole Time Director)

Mr. S. N. Inamdar (Non-Executive, Independent Director)

Mr. D. N. Damania (Non-Executive, Independent Director)

Mrs. Subhalakshmi A. Panse (Non-Executive, Independent Director)

Mr. Naresh T. Raisinghani (Non-Executive, Independent Director)

Mr. Sanjay K. Asher (Non-Executive, Independent Director)

Mr. Anuj N. Rathi (Non-Executive, Non-Independent Director)

Mrs. Rati F. Forbes (Non-Executive, Independent Director)

Dr. Deepak Parikh (Non-Executive, Independent Director)
Awards and Accolades

Silver Award for Excellence in Energy Management (Chemical Sector)

HR Excellence Award 2018 1st in Chemicals & Fertilizer Sector

‘Dream Company to Work For’ in Chemical Sector World HRD Congress 2017

India CSR Award for CSR Community Initiative 2017-18

Global WasteMet Award 2018 - Gold Category

DMAI Award for Energy Conservation Initiative 2017-18

‘Golden Peacock Award for Corporate Social Responsibility’ for 2016
Contact:
Mr. Mandar M. Velankar
+91 20 2622 6264
investorrelations@sudarshan.com

CIN: L24119PN1951PLC008409
www.sudarshan.com

Sudarshan Chemical Industries Limited
162, Wellesley Road, Pune, Maharashtra - 411001