MEGHMANI
ORGANICS LIMITED

Chemistry of Success at Work

Ref: MOL/2023-24/16
May 2, 2023

To,	To,
"Exchange Plaza", Bandra-Kurla Complex, Bandra (East) Mumbai 400 051	Floor- 25, P J Tower, Dalal Street, Mumbai 400 001

Dear Sir,

We are submitting herewith the Investor Presentation on Audited Financial Results of the Company for the Quarter and Year ended on March 31, 2023 for information of the Member, which is also available on the website of the Company www.meghmani.com.

We request you to take on record.

Thanking you.
Yours faithfully,

(Formerly known as Meghmani Organochem Limited)

JAYESH RAVJIBHAI PATEL Digitally signed by JAYESH RAVJIBHAI PATEL Date: 2023.05.02 12:59:31 +05'30'

Jayesh Patel
Company Secretary & Compliance Officer
Mem.No:A14898

Encl: As above

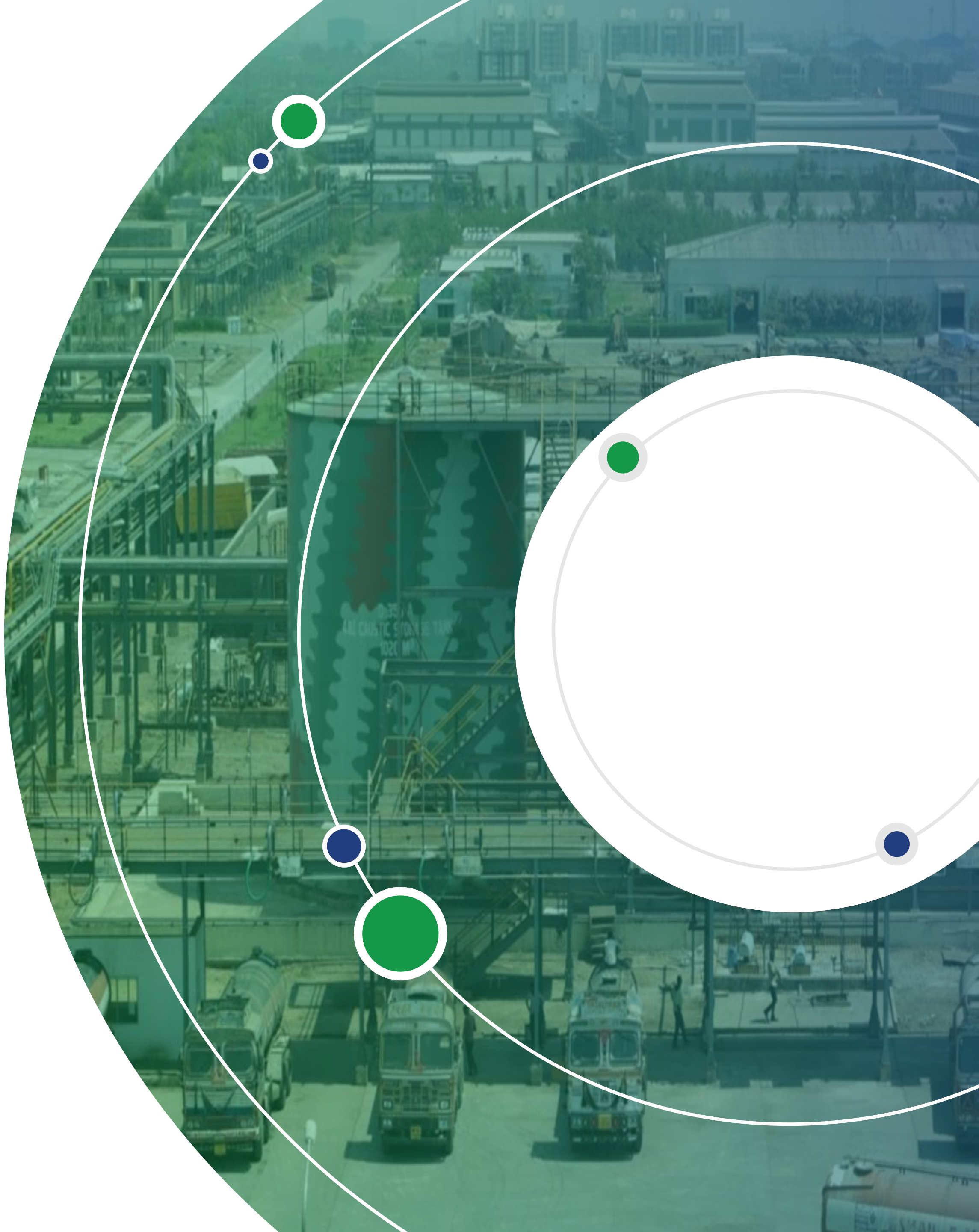
CHEMISTRY OF SUCCESS AT WORK

Meghmani Organics Limited (MOL)

(Erstwhile known as Meghmani Organochem Limited)

Investor Presentation - April 2023

CONTENT



Evolution of Meghmani Organics over the years as a Chemical Behemoth

Pigment Division Overview: Key Milestones

	1986	1996	2013	2021
	Green & AZO Pigments	E CPC Blue, Alpha and Beta Blue	CPC Blue, Alpha and Beta Blue	E White Pigments, Titanium Dioxide TiO_2
	3,180	17,400	12,600	16,500 (Existing) 33,000 (Proposed)
	GIDC Vatva, Ahmedabad	GIDC Panoli, Bharuch	Dahej	Dahej

Vertically Integrated Manufacturing Facilities

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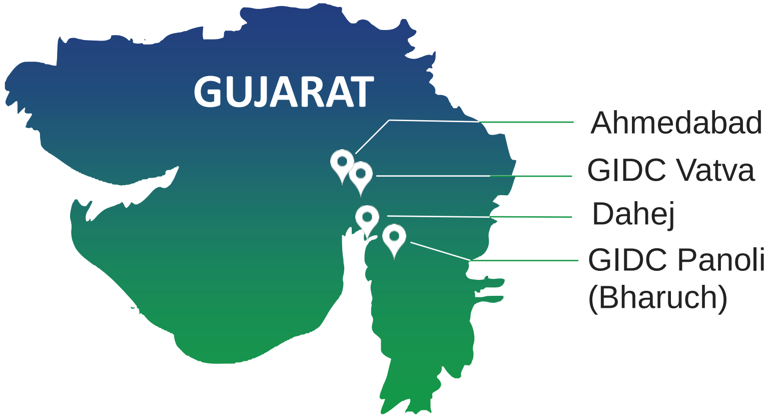
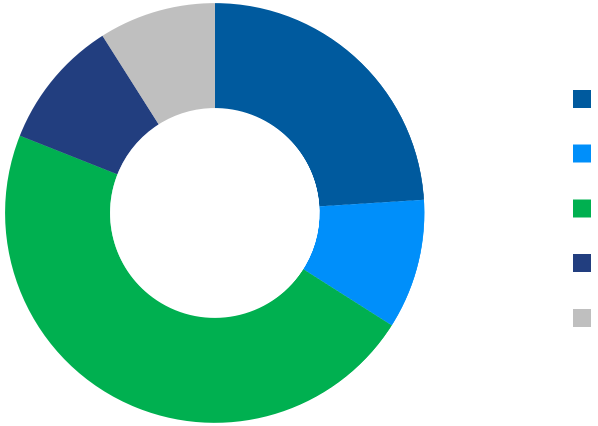
Over the years, MOL has created a Backward Integrated Pigment Infrastructure in Gujarat supported by the management's expertise in manufacturing which has created a Strong Brand Recall of Meghmani Organics in the Organized pigment market



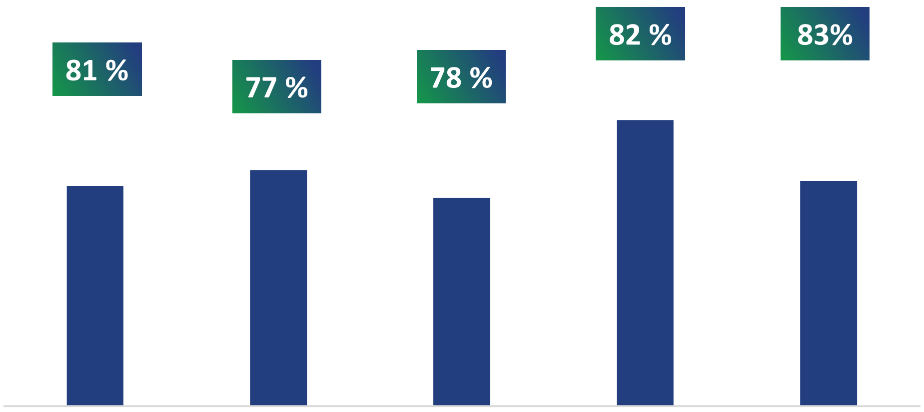
Pigments find Applications in



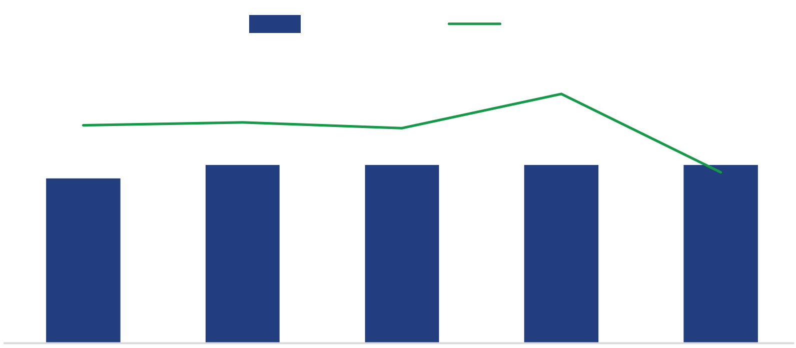
"Largest manufacturers of Phthalocyanine-based pigments with 14% global market share & amongst top 3 (capacity wise) global pigments players"

Pigments: Business Model & Performance

Revenue from Operations (₹ Crore) & *Exports %



Capacity (MTPA) & Utilization (%)



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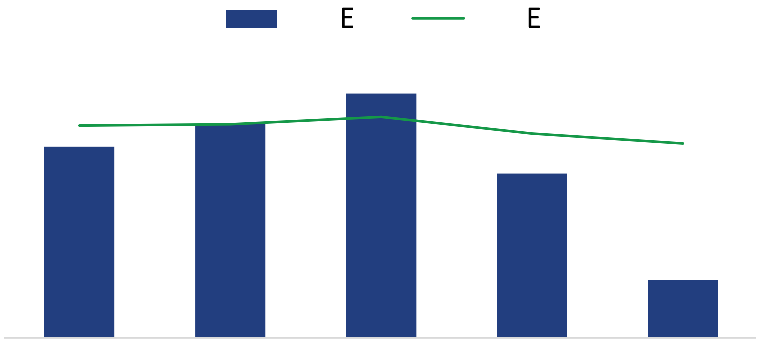
EBIDTA (₹ Crore) and EBIDTA margin (%)



E Exports

Pigments: Investing in Next Phase of Growth

Foray into Titanium Dioxide (TiO_2) / White Pigments By Acquiring Kilburn Chemicals Limited for ₹ 132 Crore in December 2021

TiO2 Features

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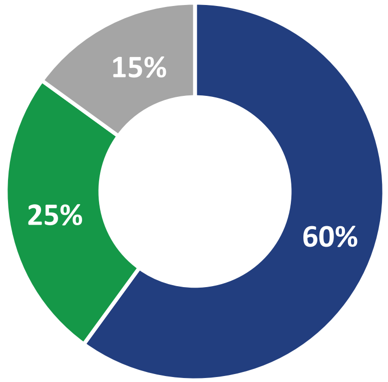
DEMAND DRIVERS

TECHNOLOGY

END USER INDUSTRY APPLICATION



Pigments: Investing in Next Phase of Growth

Funding: 70:30 mix

As on 31st March 2023, approx. ₹ 275 crore has been utilized

Pigments: Rationale for Foraying into TiO_2

GROW IN PIGMENT VALUE CHAIN

INORGANIC GROWTH OPPORTUNITY

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IMPORT SUBSTITUTE

HIGH ENTRY BARRIER

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Industry Overview Of TiO2

Global TiO2 Players

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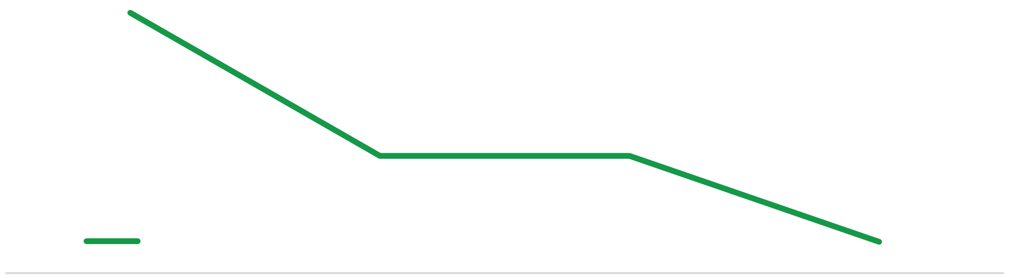
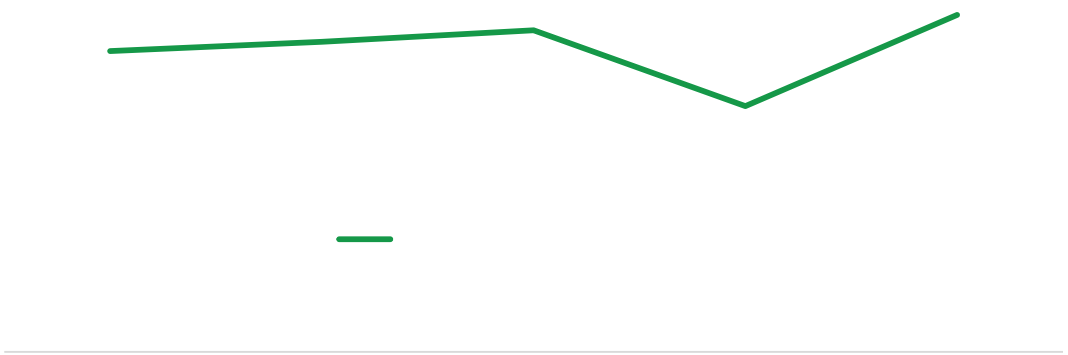
Indian TiO2 Manufacturers



TiO2 Import Trend



Expected Market

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Remarkable scale & value in Agrochemicals; an industry sensitive towards Agriculture

Agro Chemical Division Overview: Key Milestones

1995 – R&D Center
Sanand

2003 – Agrochemical plant
7,800
Ankleshwar

2006 – Commissioned new Formulation plant
7,200
Dahej

2016 – GLP Accredited Lab and expansion of R&D facility

2021 – Doubling 2,4-D Capacity
21,600
Dahej

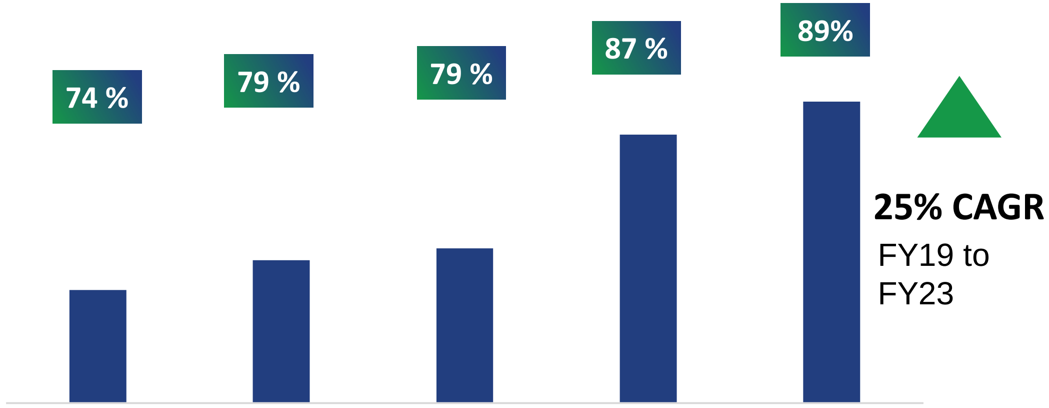
2021 – Capex at the existing Formulation plant. Taking total capacity to 13,500 MTPA
6,300
Panoli

Total Agro Chemical Capacity : 52,140 MTPA;
Avg. Utilization : 80%

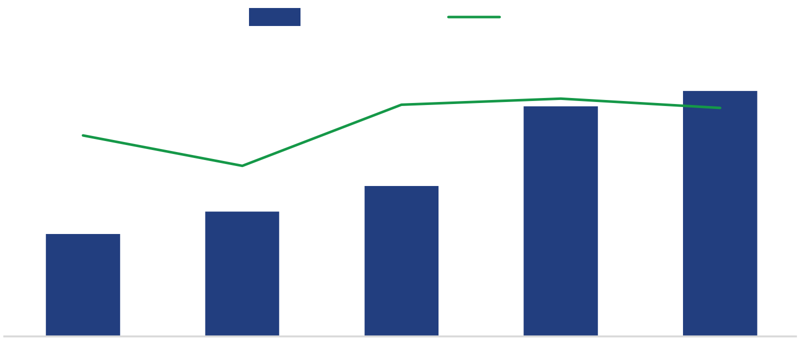
CERTIFIED FOR ISO 9001, ISO 14001, ISO 18001 AND ISO 45001.

Agro Chemical: Business Model & Performance

Revenue from Operations (₹ Crore) & Exports %



Capacity (MTPA) & Utilization (%)



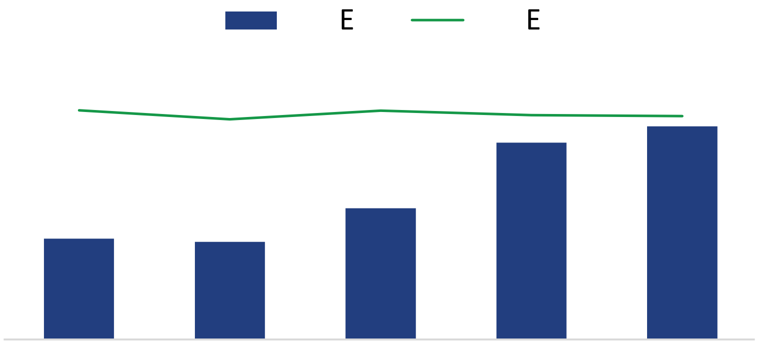
EXPORTS

- Global presence across 90+ countries viz. Africa, Brazil, LatAm, US and Europe
- 45% demand comes from US & Brazil
- 400+ marquee customers
- Setting-up a subsidiary in Brazil with objective to cater to that market and representative office in China.

DOMESTIC

- Pan-India presence across 19 states, with 3,500 + distributors and dealers network
- Extensive Network with 3 manufacturing units, 19 warehouses across India
- MOL reaches out to approximately 10 million Indian farmers with its products and services.

EBIDTA (₹ Crore) & EBITDA margin (%)



Agro Chemicals: MOL's Positioning in the Industry Landscape

Leading manufacturer of Pesticides with products across entire value chain
Capability to develop newer molecules at competitive cost backed up by in-house product development efforts

Integrated Agro Chemical manufacturer

- Pesticide Intermediates
- Technical Grade Pesticides
- Pesticide Formulations
  - Bulk Packing
  - Brand Business

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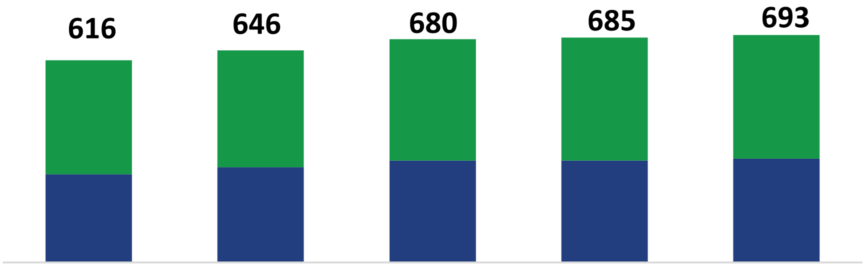
Well-recognized Formulation brands

Registration Base (Pending FY23)



Wide Basket of Products

- 2,4-D, Cypermethrin, Permethrin, Bifenthrin, Profenophos, Chlorpyrifos, Pymetrozine and added new age high value products such as Lambdacyhalothrin Tech, Flubendamide Beta Cyfluthrin, Cyfluthrin and Spiromesifen
- 15%-20% revenue from 2,4-D having 22,000 MTPA capacity with 80% Utilization

Geographically Diversified

- Deep and sustained penetration of over 3 decades in Agro based World economies like Brazil and Latin American countries besides Asian, European and African countries having different Agri cycles has supported MOL's business growth in Agro Chemical all round the year.

Agro Chemicals: Investing in the Next Phase of Growth

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Rationale:

Agro Chemicals: Industry Overview

CHEMISTRY OF SUCCESS AT WORK

Global Crop Protection Market

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- **Key success factors:**
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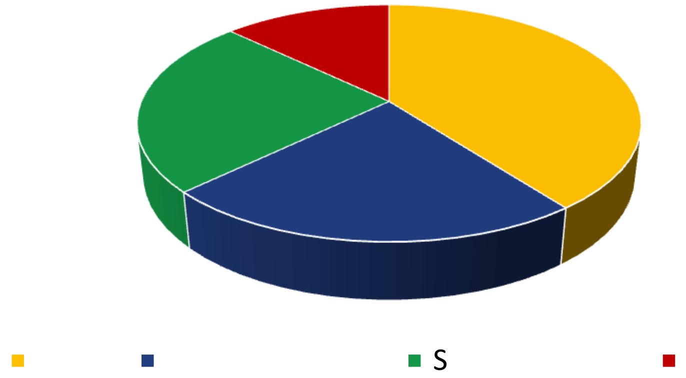
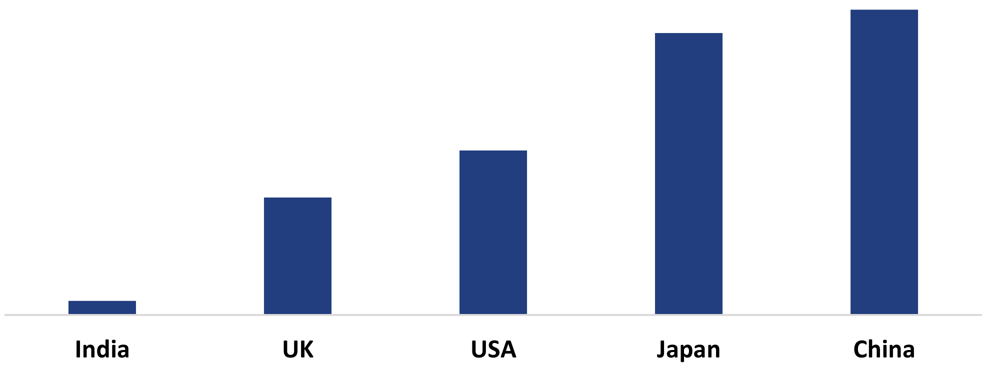
Region Wise Global Crop Protection Market



Pesticide Consumption is still Lowest in India



Source – Magma Information Centre

Quarterly Highlights

Q4 & FY23 Results: Key Highlights (Standalone)

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Agrochemicals business E
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Pigments division

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Q4 & FY23 Results: Key Highlights (Standalone)

CHEMISTRY OF SUCCESS AT WORK

FY23: Key Highlights

Overall Business

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Agrochemicals Business

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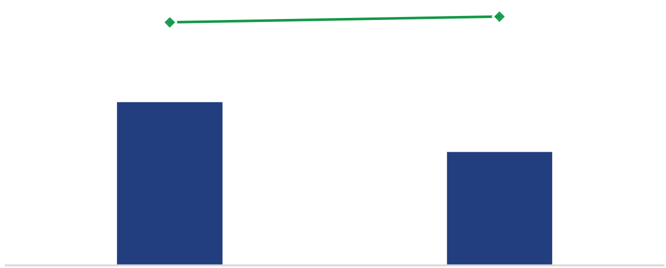
Q4 & FY23 Results: Key Highlights

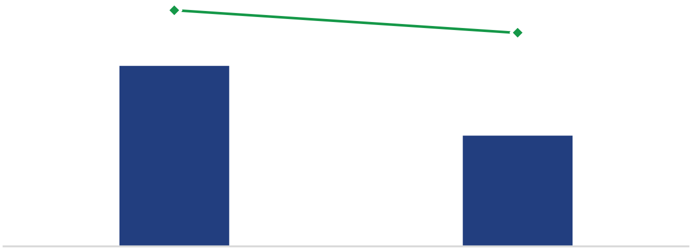
Q4 FY23 YoY Analysis

₹ in Crore

Revenues & Gross Margin



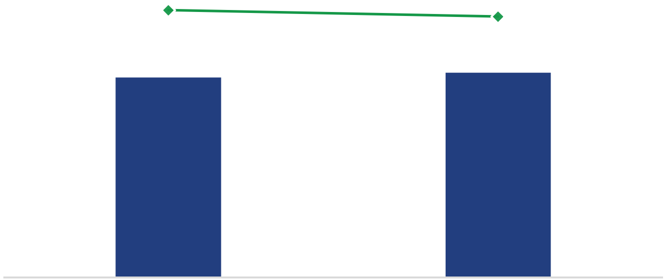
EBITDA & EBITDA Margin



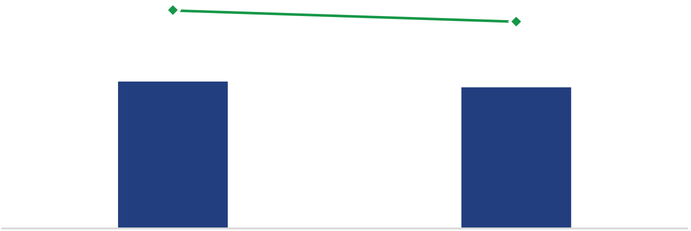
PAT & PAT Margin

FY23 YoY Analysis

Revenues & Gross Margin



EBITDA & EBITDA Margin



PAT & PAT Margin

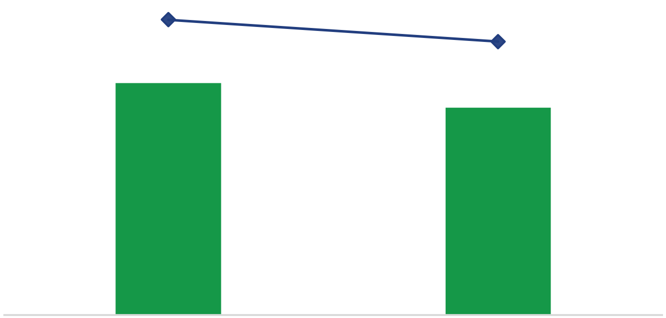
Q4 & FY23 Results: Agrochemicals Business

CHEMISTRY OF SUCCESS AT WORK

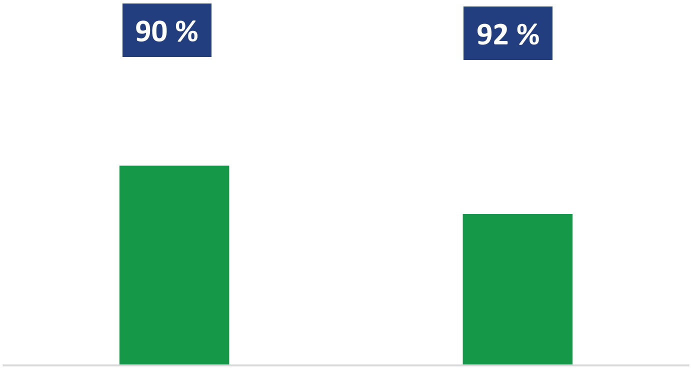
Q4 FY23 YoY Analysis

₹ in Crore

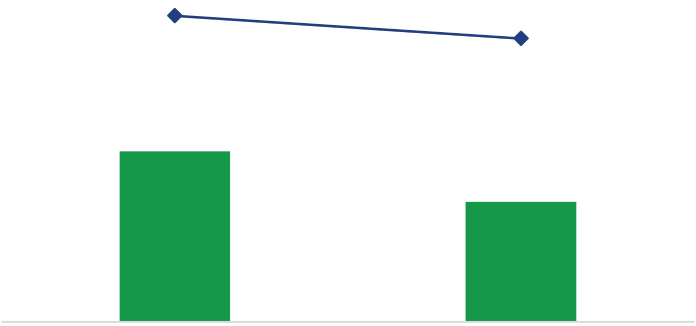
Production & Utilisation (%)



Net Revenue (₹ Cr) & Exports*

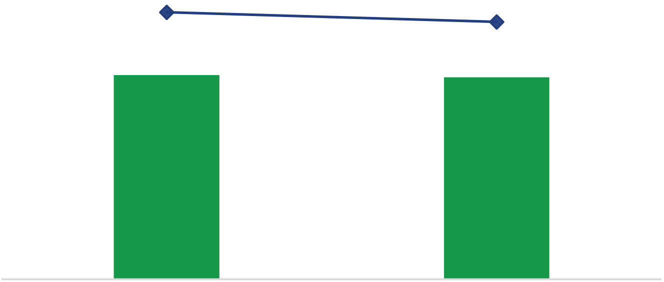


EBITDA (₹ Cr) & Margin (%)

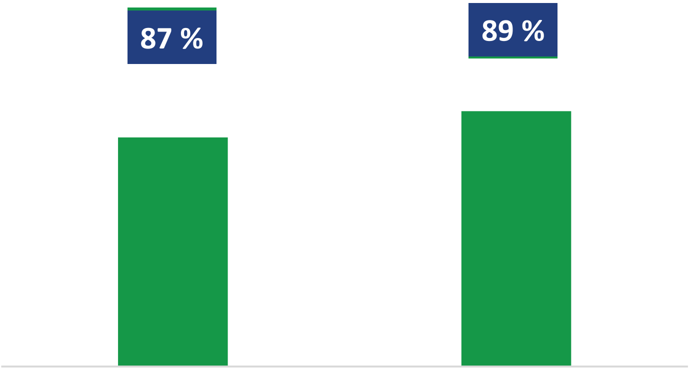


FY23 YoY Analysis

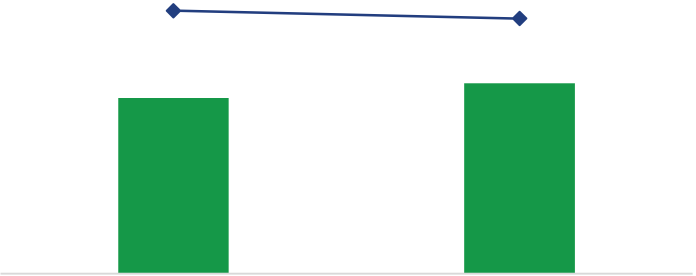
Production & Utilisation (%)



Net Revenue (₹ Cr) & Exports*



EBITDA (₹ Cr) & Margin (%)



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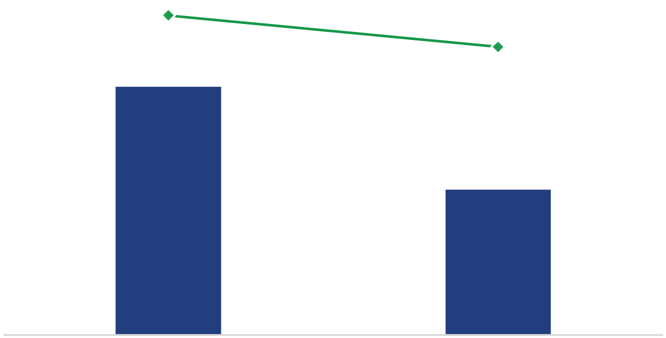
Exports

Q4 & FY23 Results: Pigment Business

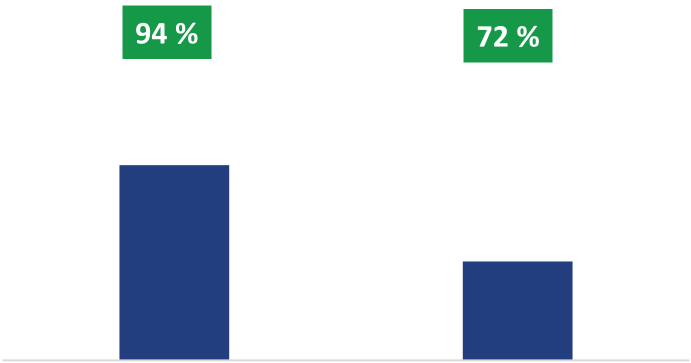
Q4 FY23 YoY Analysis

₹ in Crore

Production & Utilisation (%)



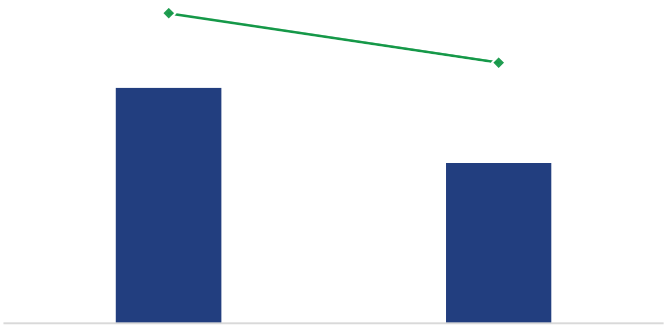
Net Revenue (₹ Cr) & Exports*



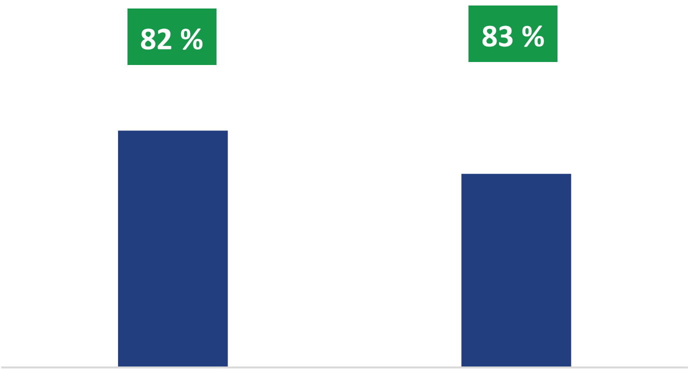
EBITDA (₹ Cr) & Margin (%)

FY23 YoY Analysis

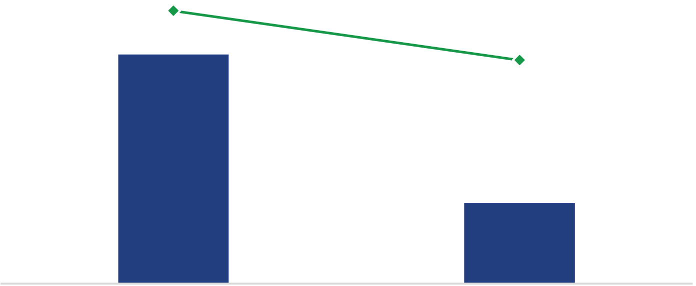
Production & Utilisation (%)



Net Revenue (₹ Cr) & Exports*



EBITDA (₹ Cr) & Margin (%)



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Exports

P&L Statement

Particulars (₹ in Crore)	Q4 FY23	Q4 FY22	YoY%	FY23	FY22	YoY%
Revenue from Operations						
A fbA	237	334	(29.1%)	1,042	1,040	0.1%
A A A			87 bps			(96 bps)
EBITDA	84	137	(38.9%)	364	379	(4.1%)
C A A A						

Balance Sheet

CHEMISTRY OF SUCCESS AT WORK

Particulars (₹ in Crore)	Mar 23	Mar 22
Equity & Liabilities		
S		
Shareholder's Funds	**1,656**	**1,440**
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Non - Current Liabilities	**368**	**291**
Current Liabilities	**976**	**1,001**
Total Equity & Liabilities	**3,001**	**2,733**

Particulars (₹ in Crore)	Mar 23	Mar 22
Assets		
Non - Current Assets	**1,596**	**1,320**
S		
Current Assets	**1,405**	**1,413**
Total Assets	**3,001**	**2,733**

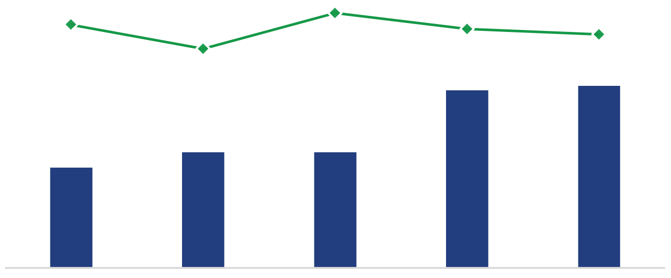
Financial Performance

Standalone Financial Performance

₹ in Crore

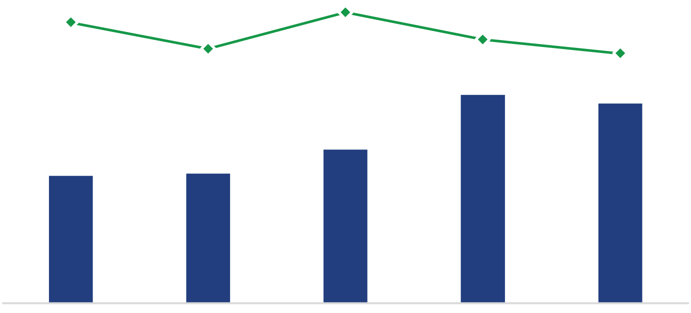
Revenues & Gross Margin

* CAGR 16%



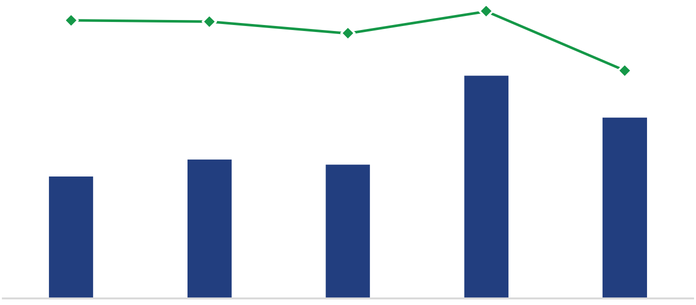
EBITDA & EBITDA Margin

* CAGR 12%

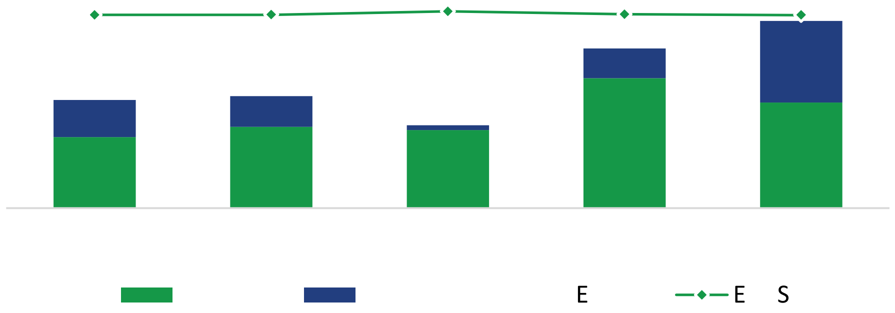


PAT & PAT Margin

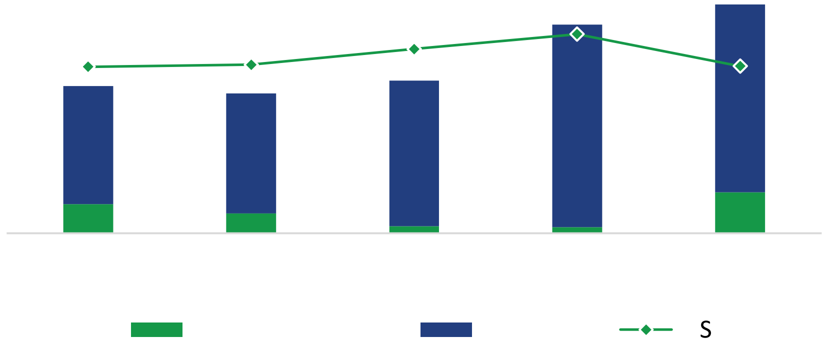
* CAGR 10%



Debt Service Coverage Ratio (DSCR)

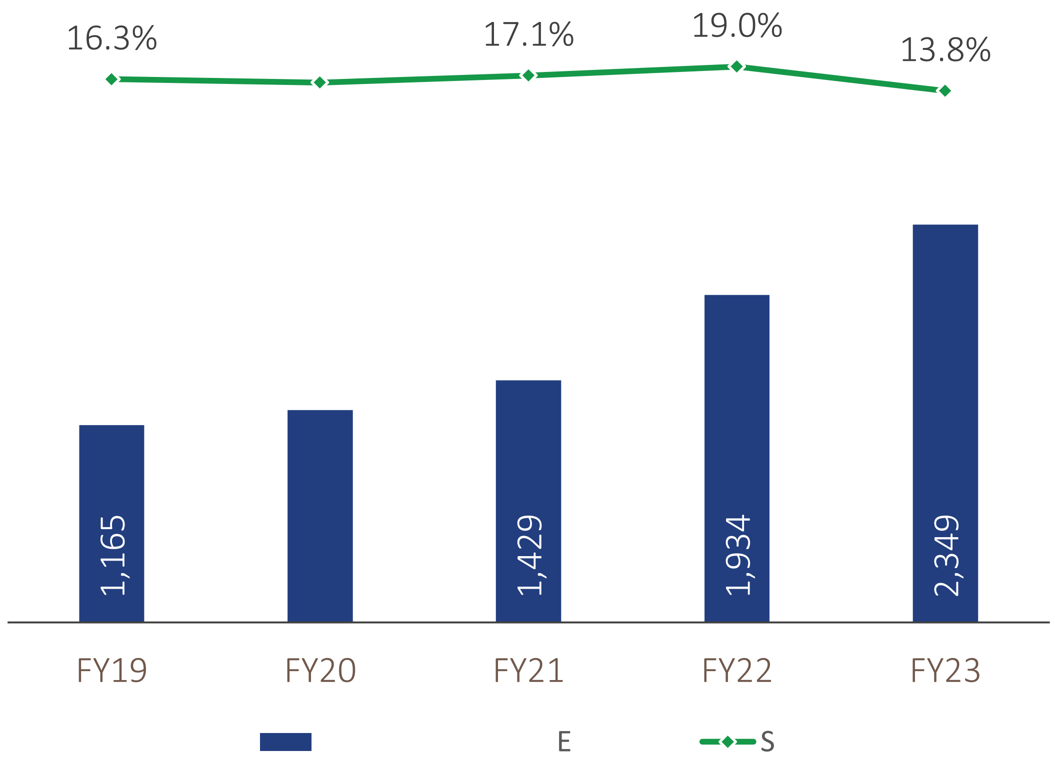


Interest Coverage Ratio (ICR)

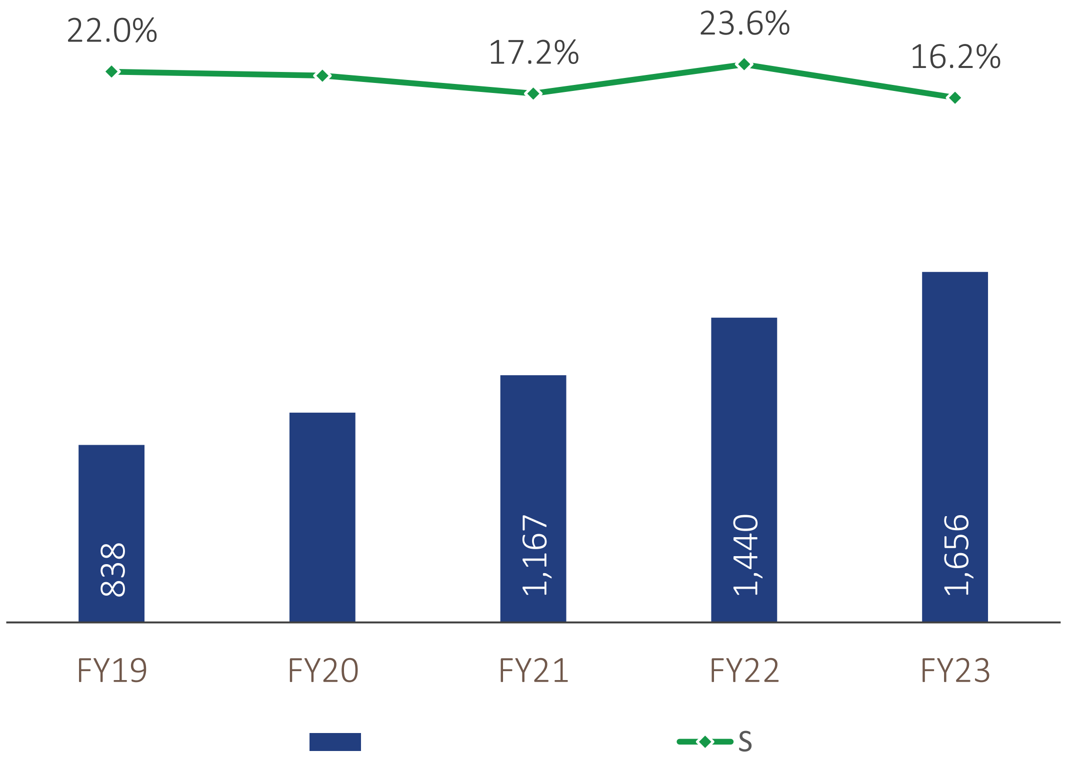


Focus on Creating Shareholders Wealth

CAPITAL EMPLOYED (IN ₹ Crore) & RoCE (%)

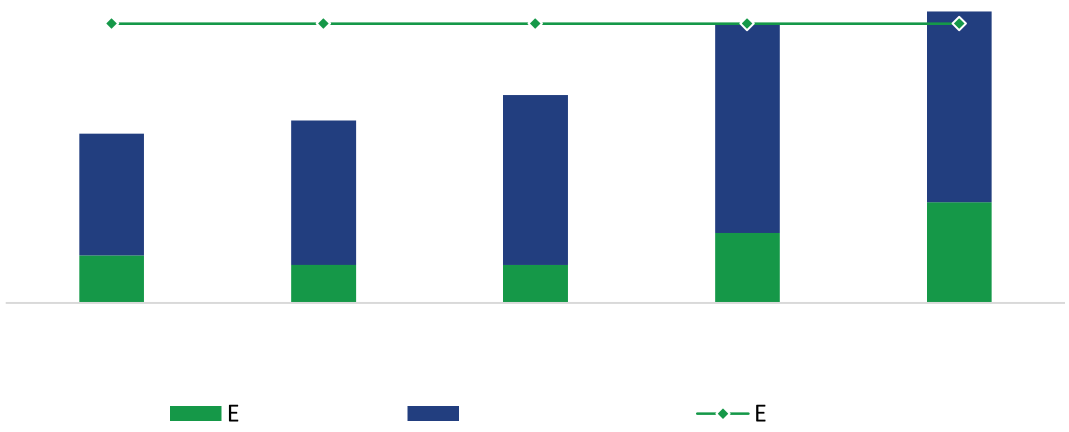


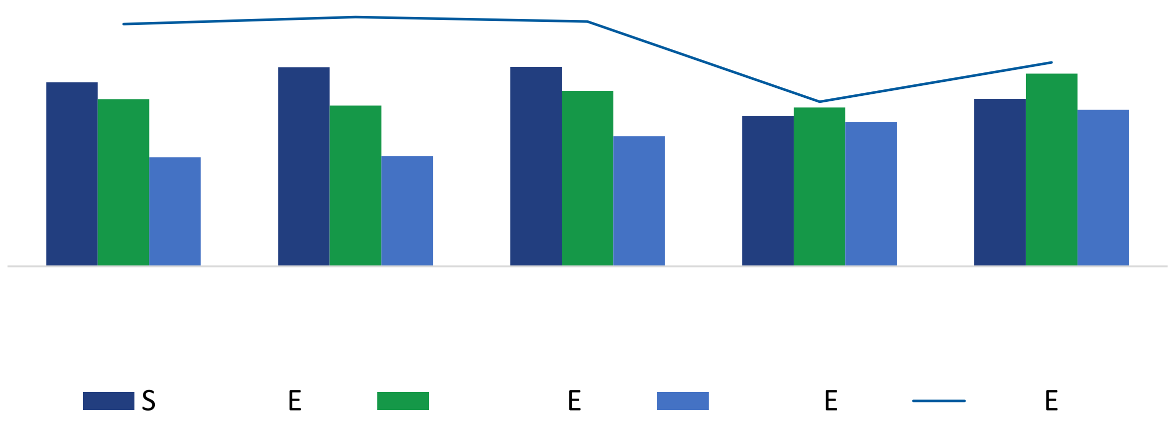
NET WORTH (IN ₹ Crore) & RoE (%)



** Calculated on Net Sales, ROCE = EBIT / Average Capital Employed (Debt + Equity + Minority Interest), ROE = PAT / Average (Equity + Minority Interest)*

Comfortable Debt Position & Prudent Working Capital Cycle





- *The Company's has continued to maintain it low debt stance and has funded its capex plan through an appropriate mix of internal accruals and debt*
- *MOL has large WC requirement as its key businesses are seasonal*
- *Large proportion of agrochemical sales in the domestic market and pigment sales in the overseas market are made in the second and fourth quarters, respectively, of the fiscal.*
- *Although export partially offsets dependence on the seasonal domestic agrochemicals market, it exerts pressure on working capital management as the group has to provide credit of 3-4 months to overseas clients, resulting in large receivables*

To Summarize the Financial Performance

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Leadership and Management

Leadership and Management : Founders

Mr. Jayanti Patel
Executive Chairman

Mr. Ashish Soparkar
Managing Director

Mr. Natwarlal Patel
Managing Director

Mr. Ramesh Patel
Executive Director

Mr. Anand Patel
Executive Director

Leadership and Management : Independent Board

CHEMISTRY OF SUCCESS AT WORK

Sri Manubhai K. Patel

E

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Prof. (Dr.) Ganapati Yadav

Mr. Shalin Mehta

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Dr. Varesh Sinha

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Ms. Urvashi Dhirubhai Shah

E

Leadership and Management : Second Generation

Mr. Ankit Patel
CEO (MOL)

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- E
-

Mr. Darshan Patel
COO (Pigments) MOL

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- E
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-

Mr. Karana Patel
COO (Agrochemicals) MOL

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- E
-
- E

Group's Core Values

Integrity

Environment, Health and Safety

Credibility

Law abiding

Being Human

The Corporate Vision

To constantly endeavour to create sustainable position as one of the leading and diversified chemical companies with strong manufacturing base in 'Organic Chemistry' aiming global presence with worldwide product acceptability

From the Desk of the Chairman – The growth is inevitable

A A A A

“We are committed to follow A A A A These Ethical Values shall be the base and the backbone for all our endeavors to achieve our ’ A ’A

n n A A AC A A A

c A A c A A A AA

’ A ’A n c A Ay A A A yA n n n A fiA A A A A A y A A A A AG A **low-cost debt**

A A AA A

E E E E

E *A*

Investment Rationale

Why Meghmani Organics

CHEMISTRY OF SUCCESS AT WORK

Understands Chemicals since 1986, Established Market Position along with management expertise across Pigments, Agro Chemicals and Basic Chemicals

Backward Integrated, Versatile, Manufacturing Facility located in the Chemical belt of Gujarat. In-house R&D, GLP Lab supported with 35+ researchers.

Capex program to drive future growth and bring in EBITDA improvement

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Diverse pool of Product Basket across Geographies resulting in Diversified Revenue profile

Comfortable Financial Risk Profile despite continual capex over the years in Pigments and Agro Chemical

Both Agro Chemical as well as Pigment industries are poised for sustainable growth for the next foreseeable 3-5 years time span. The China plus one factors strengthens this premise

Shareholder Information

SHAREHOLDING PATTERN- March 2023

S S	49.48%
	1.53%
E	0.47%
	48.52%

NSE Ticker	MOL
BSE Ticker	
Share Price (₹)^	
Market Cap (₹ Crore)^	
% Free Float^	
Free float market cap (₹ Crore)^	
Shares outstanding^	
3M ADTV (Shares) as on 31^{st} Mar	
3M ADTV (₹ Crore) as on 31^{st} Mar	
Industry	

Source: NSE, ^As on 28 April 2023

Safe Harbor

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CHEMISTRY OF SUCCESS AT WORK

MEGHMANI ORGANICS LTD

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REGISTERED & CORPORATE OFFICE:

INVESTOR RELATIONS

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