



IOI Chemicals and Pharmaceuticals Limited

Investor Presentation

June 2021

This information may contain certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/shareholders/public are hence cautioned not to place undue reliance on these statements/details, and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following here in reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company under takes no obligation to publicly update or revise any of the opinions or forward-looking statements expressed in this section, consequent to new information, future events or otherwise.



Incorporated in 1986, IOLCP is one of the leading Pharmaceuticals company and is a significant player in the field of specialty chemicals with world class facilities



Values

We, at IOLCP, believe values bring character to any organization that help leaders to guide teams for a culture of excellence through continuous improvements.



Catering to the top-tier players across diverse important industries like pharmaceuticals, ink industry, flexible packaging, adhesives, surface coatings, flavours, paints & lamination and essences etc.



Captive co-generation unit with capacity of 17 MW to meet power and steam requirements



Vision

To be amongst the most admired companies in APIs, Intermediates and Specialty Chemicals globally.



Mission

To provide top quality products in APIs, Intermediates and Specialty Chemicals through continuous innovation and cutting-edge technology with due regards to safety and environment.



Team size of 2,000+ employees



Largest producer of Ibuprofen and the only company worldwide being backward integrated with ~35% Global share



Largest producer of Ethyl Acetate at Single Location in India



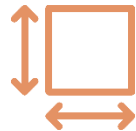
2nd Largest producer of Iso Butyl Benzene (IBB) with ~30% Global share



Over 20 products are commercialised with 8 products in pipeline



Debt free company, No debt raised since 2017



Spread over a sprawling campus of over 100 acres



Zero Discharge Effluent Treatment Plant



Customer base across 80 countries



Credit Rating: A, outlook; stable (Care Ratings Limited)



Varinder Gupta
(Managing Director)

Mr. Varinder is an industrialist and has wide and rich experience of more than 35 years in the chemical & fertilizer industry and along with a comprehensive approach and strong Pharma API industry oversight has paved a way for innovation and excellence.



Vikas Gupta
(Executive Director)

Mr. Vikas is academically equipped with the knowledge and possesses organizational capacity. He has worked in strategic department of the company and played a main role in guiding the Chemical and Pharmaceutical business of the company. He has been vital to the functioning of the company over the last 7 years.



Dr. Sanjay Chaturvedi
(Chief Executive Officer)

Dr. Sanjay is a seasoned global business executive having worked in the specialty chemicals and pharmaceutical industry for over 25 years in companies like Praj Industries, Dr. Reddy's, Aurobindo among few others. He brings a demonstrated track record along with functional expertise in Sales, Marketing, Strategy, Manufacturing and R&D in USA and in India.



Kushal Kumar Rana
(Director - Works)

Mr. Kushal comes from a strong technical background having done his Bachelor's in Chemistry, Physics, Math and Master's degree in Chemistry. He has a rich experience of over 30 years in the pharmaceutical industry in companies like Morepen Laboratories, Chemiplast Industries His expertise lies in looking after quality assurance, quality control & corporate regulatory affairs.



Rajender Mohan Malla
(Chairman and Independent Director)

- Mr. Rajender has very distinguished career of four decades.
- He had held top and significant decision-making positions in Banks, Financial Institutions & NBFCs.
- In his most recent executive roles, he was MD & CEO of PTC India Financial Services Limited (PFS), and prior to that CMD of IDBI.



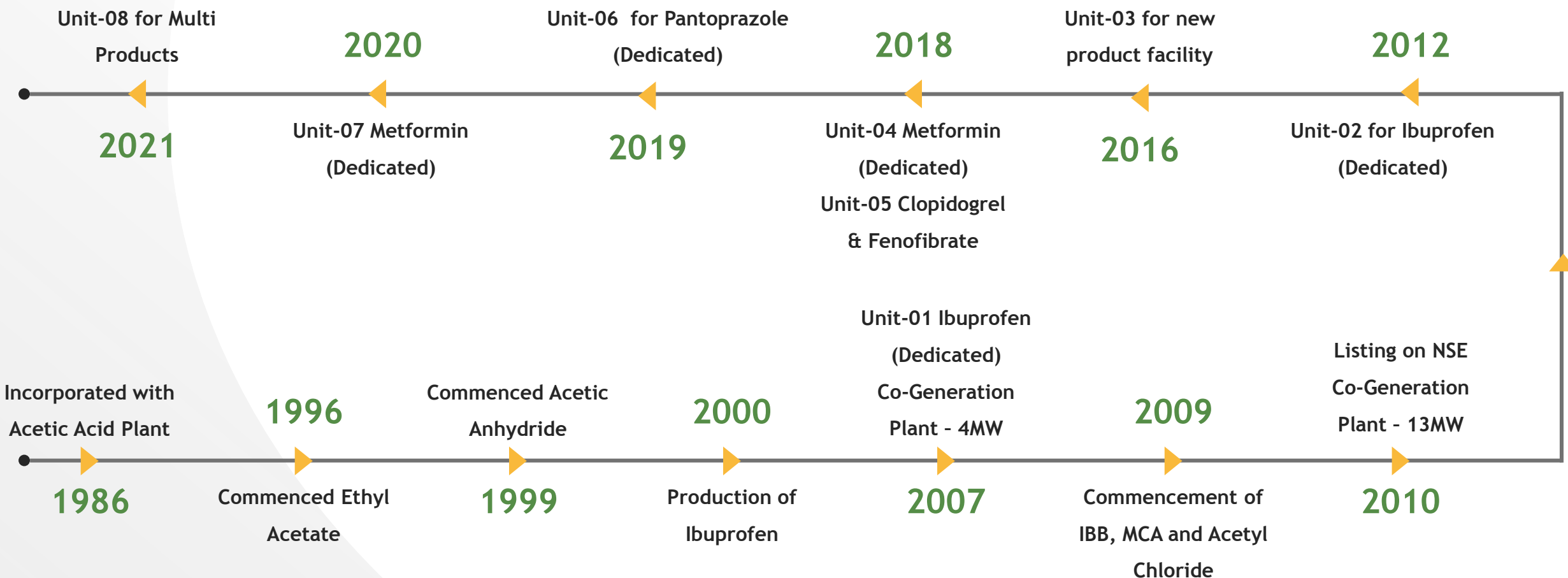
Dr. Sandhya Mehta
(Independent Director)

- Dr. Sandhya is working as the principal of Guru Nanak Institute of Management & technology, Ludhiana and has vast 22 year experience to her credit.
- She has published seven books in addition to numerous papers published in reputed National & international Journals.



Harpal Singh
(Independent Director)

- Mr. Harpal has had over 35 year's experience of banking and financial services.
- Most recently he was General Manager of Punjab National Bank and headed entire operations of bank in State of Punjab from 2010 to 2015.



Certifications and Accreditations



Approved USFDA Ibuprofen facility since 2015, recertified in 2019



EUGMP Certification in 2013, 2017 & Recertification in 2020



Certificate of Suitability from EDQM for IBUPROFEN, CEP No. 316-2008



Certificate of Suitability from EDQM for LAMOTRIGINE, CEP No. 066-2013



EDMF submitted to EDQM for Clopidogrel Hydrogen Sulfate



Certificate of Suitability from EDQM for METFORMIN, CEP No. 188-2013



ISO 9001:2015, 14001:2015 & 45001:2018



Certificate of Suitability from EDQM for Clopidogrel, CEP No. 006-2019



WHOGMP (COPP) for Ibuprofen, Metformin, Lamotrigine, Fenofibrate & Clopidogrel, UDCA & Pantoprazole Sodium



Written confirmation from CDSCO for Ibuprofen, Metformin, Lamotrigine, Fenofibrate Clopidogrel



Certificate of Suitability from EDQM for FENOFIBRATE CEP No. 075 2018



Product Segmentation





IOLCP is the largest producer of Ibuprofen with ~35% Global share and the only company worldwide being backward integrated for all Intermediates and Key Starting Material of Ibuprofen



Among the largest
producer of Metformin in
world



Added more than 7 new
products in its API portfolio
basket in last two years



Product portfolio that
caters to over 7
therapeutic category

Product application across various therapeutic areas



Pain
Management



Anti -
Diabetic



Anti -
Platelet



Anti -
Cholestrol



Anti -
Convulsant



Anti -
Cholelithic



Proton
Pump Inhibitor

API - Commercialized

Ibuprofen

Ibuprofen Lysinate

Ibuprofen Sodium

Dex-Ibuprofen

Metformin HCL

Clopidogrel Bisulphate (Form II)

Pantoprazole Sodium

Fenofibrate (Micronised)

Gabapentin

Lamotrigine

Ursodeoxycholic Acid

Losartan Potassium

Levetiracetam

API - Pipeline

Fexofenadine

Quetiapine Fumarate

Dextromethorphan

Apixaban

Mesalazine

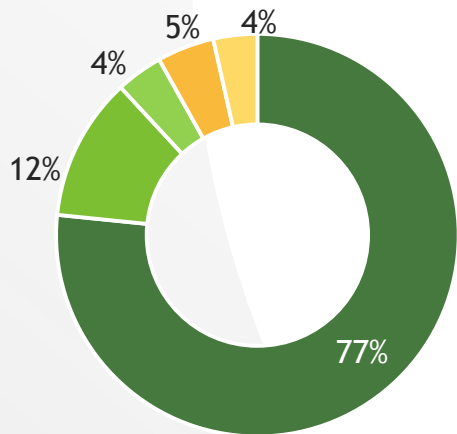
Nebivolol

Lisinopril

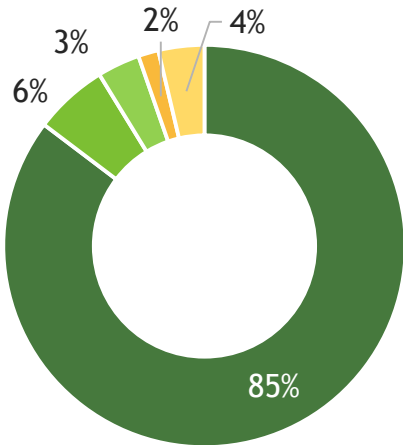
Valsartan



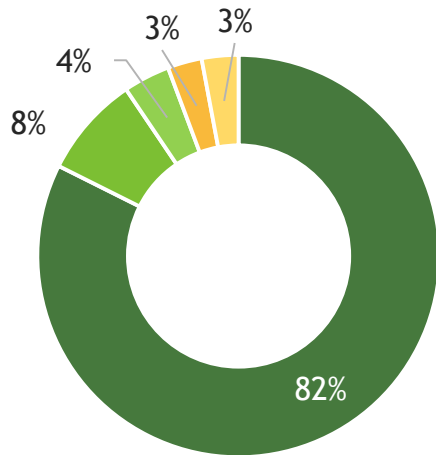
Q4FY21



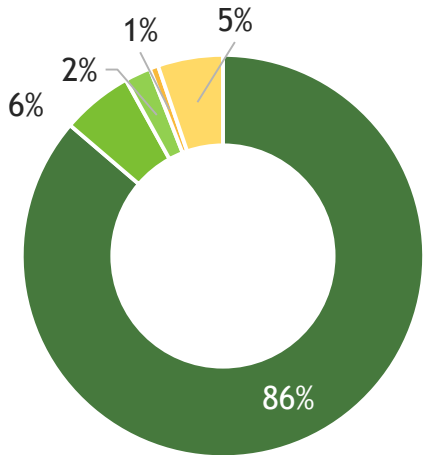
Q4FY20



FY21



FY20



Ibuprofen

Metformin

Clopidogrel
Bisulphate

Pantaprazole

Other Pharma
Products



IOLCP first commenced manufacturing Ethyl Acetate in 1996, with a starting capacity of 3000 tonnes per annum. Today, the Company has grown this business to become the largest single location plant in India, with a production capacity of 100,000 tonnes per annum.



India's second largest manufacturer for Iso Butyl Benzene (IBB) with ~30% global share



IBB, MCA and Acetyl Chloride are key starting materials for Ibuprofen



Captive consumption of Mono Chloro Acetic Acid with 7,200 TPA capacity



Asia's first continuous dual technology (green chemistry) plant for MCA and Acetyl Chloride

Product application across diversified industries



Food Processing



Flexible Packaging



Pharma



Chemical Intermediate



Textiles



Ink



Paints



Pesticides

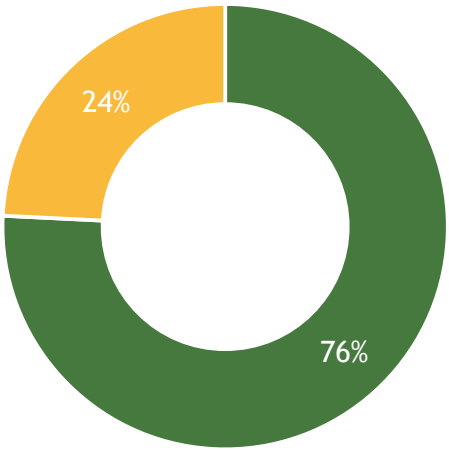
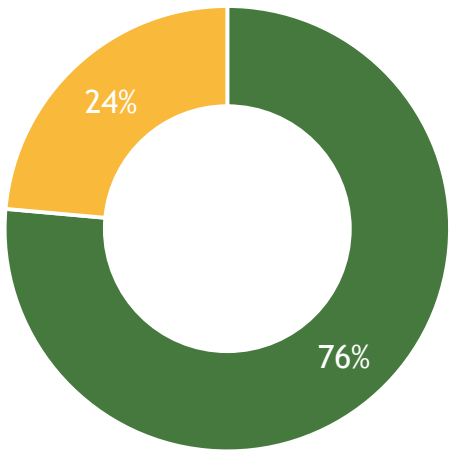
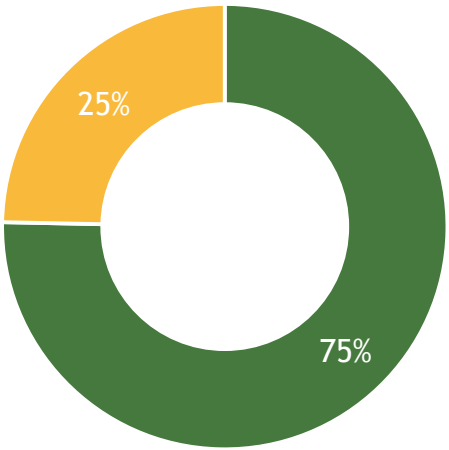
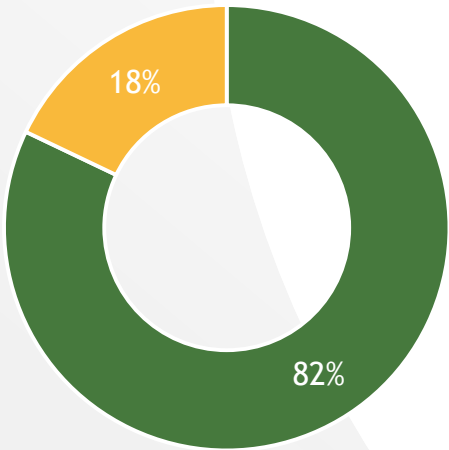


Q4FY21

Q4FY20

FY21

FY20



Ethyl Acetate

Other Chemicals

Manufacturing Facility spread across over 100 acres with GMP approved guidelines



API manufactured in batch manner and intermediates & Specialty chemicals in continuous product delivery manner based on DCS technology



Dedicated blocks involved in manufacturing of APIs



Four stage treatment zero discharge ETP, solvent recovery plants & EHS cell as a part of the facility



Facility is coupled with ISO class-8 HVAC system, PSA Nitrogen & Purified water along with 127 MTPH steam generation capacity with multiple boilers

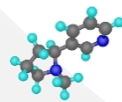
Manufacturing facilities involves - Reactions, Filtration, Centrifugation, Drying, Blending & Sieving, Micronization operation

Dedicated decentralized utilities from -20 to 275 deg.C temp and dedicated co-generation plant of 17MW

Research & Development



R&D facility is in action 24*7



Working on generic molecules with latest equipment & techniques for process development



DSIR approved facility for research & development



In-house development of multi step products



- Strive to minimize the adverse impact on environment, health and Safety by upgrading technology, optimum utilization of resources and minimizing effluent / waste generation.
- Complying with the applicable statutory and legal requirements and providing safe working environment / work place by imparting training to all employees.
- Spread awareness about the EMS and Process Safety and necessary PPE.

Environment



- Construction and renovation of school locations, provided technical equipment for smart education
- Primary healthcare including sanitation
- Disaster relief by eradicating hunger, poverty and malnutrition
- Community development by setting up old age homes and community mentally retarded home
- Protection of art and culture
- Plantation in villages for restoration to environment
- Trust/Contribution

Corporate Social Responsibility

Oxygen plant donated by IOLCP to the Civil Hospital Barnala



Oxygen concentrators donated by IOLCP



Financial Overview



Financial Summary

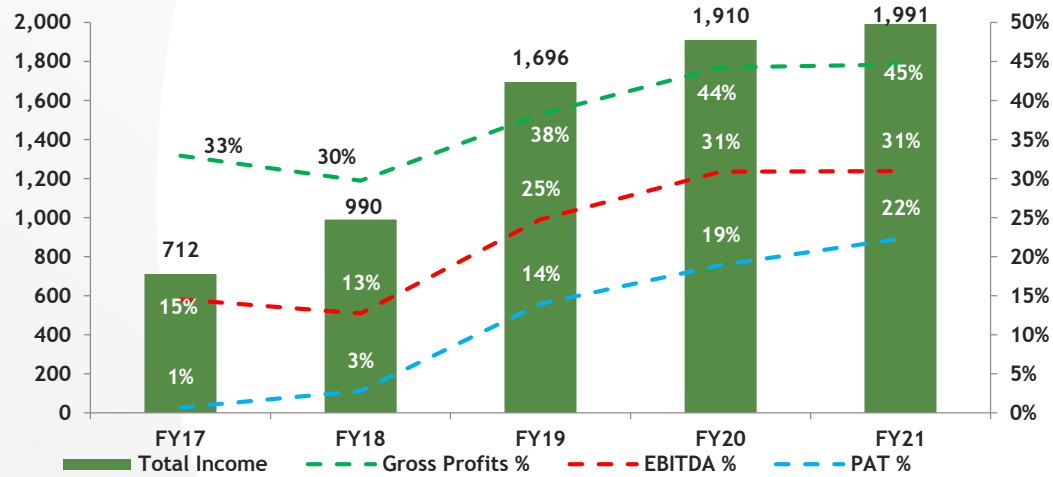
(INR Cr)

		Q4FY21	Q4FY20		FY21	FY20
Total Income	↑	466	447	↑	1991	1910
Gross Profit	↓	189	204	↑	888	845
EBITDA	↓	117	142	↑	616	590
PAT	↓	75	90	↑	445	361

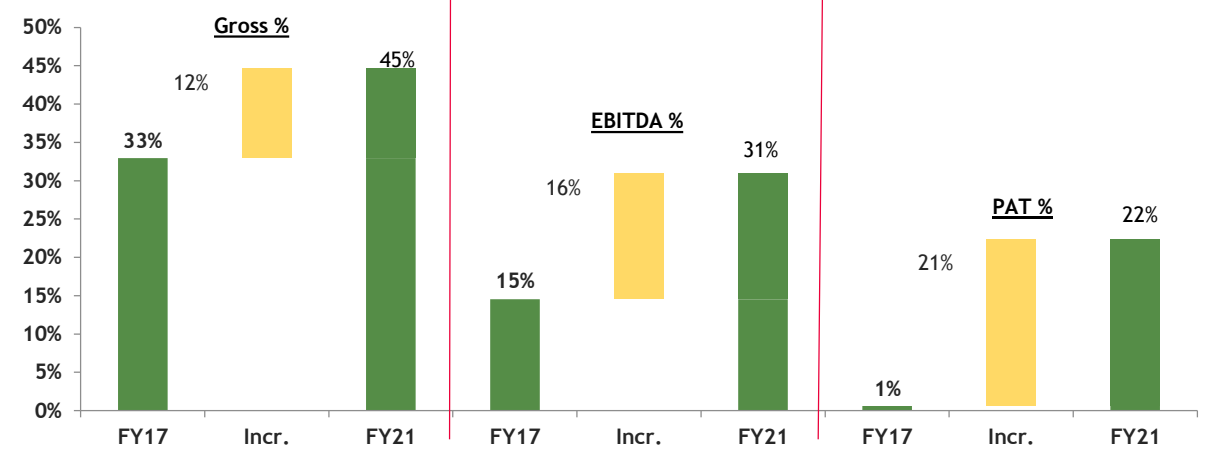
5 years Financial Performance - Annually



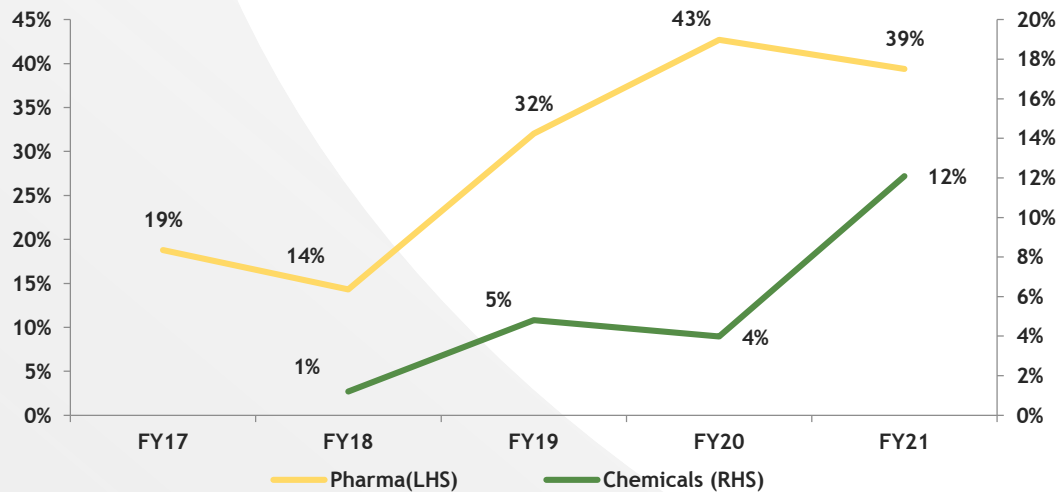
Revenues & Margins* - Annual



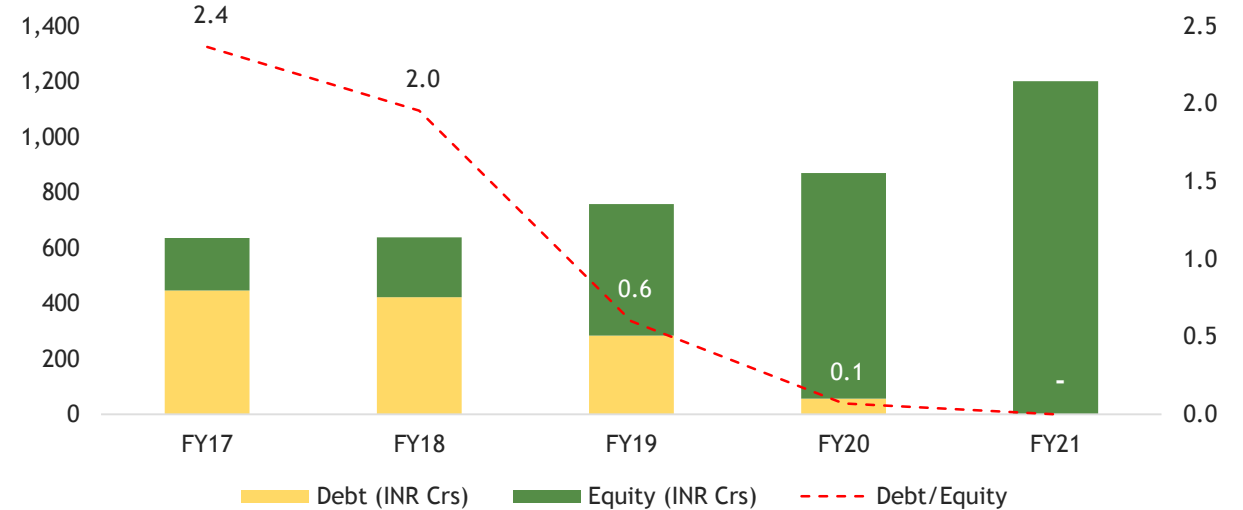
Margin* Expansion - Over the Years



Segmental EBIT %



Debt/Equity

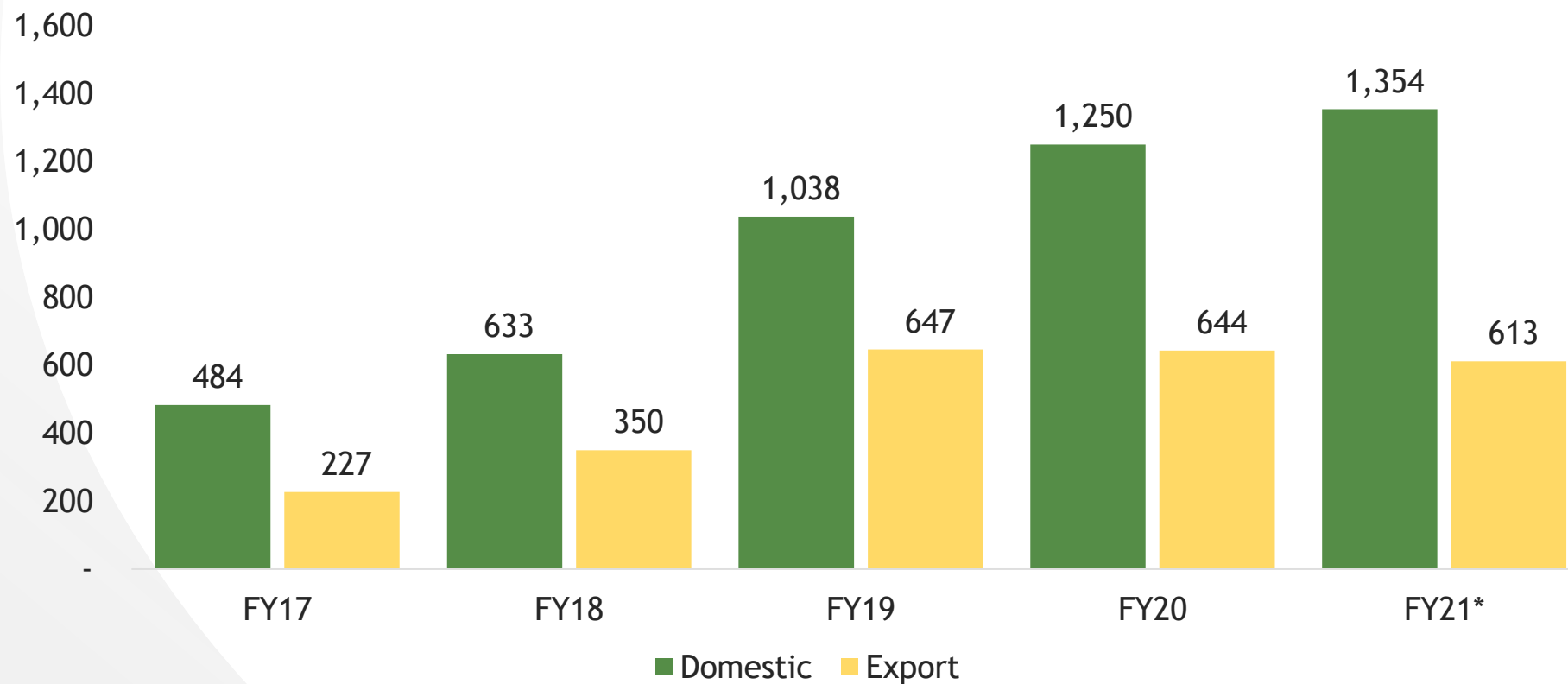


*All Profits and Total Income include Other Income

5 years Geographical Segmental Breakup - Annual



In INR crs



*FY21 Covid Impact

Financial Summary - Balance Sheet



Balance Sheet (INR Crs)	FY17	FY18	FY19	FY20	FY21
Shareholder's Funds	189	216	474	813	1260
Debt	446	422	284	56	-
Other Long Term Liabilities	17	34	21	80	59
Other Current Liabilities	165	181	163	221	291
Equity & Liabilities	817	852	942	1170	1610
Fixed Assets	395	413	439	488	561
Other Non Current Assets	9	15	15	11	27
Non Current Assets	404	427	454	499	588
Investments	0.1	0.1	0.1	0.1	1.2
Cash & Bank Balances	17	17	30	155	365
Other Current Assets	397	407	458	516	656
Current Assets	414	425	488	671	1022
Assets	817	852	942	1170	1610

Financial Summary - Statement of Profit and Loss



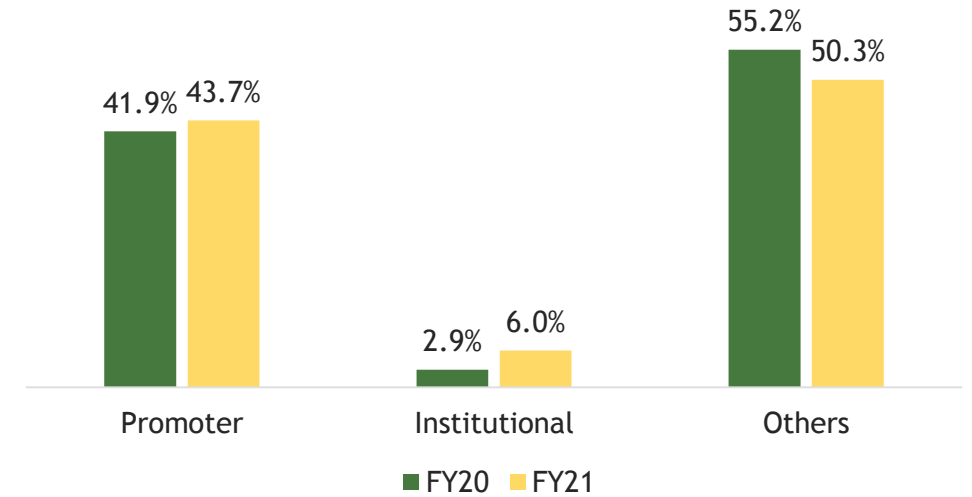
P&L (INR Crs)	FY17	FY18	FY19	FY20	FY21	Q4FY20	Q4FY21
Revenues	711	983	1,685	1,894	1,967	442	460
Other Income	1	7	11	16	24	5	6
Total Income	712	990	1,696	1,910	1,991	447	466
Gross Profits	234	294	648	845	888	204	189
<i>Gross Profits %*</i>	33%	30%	38%	44%	45%	46%	40%
EBITDA	104	126	420	590	616	142	117
<i>EBITDA %*</i>	15%	13%	25%	31%	31%	32%	25%
Depreciation	30	30	32	36	39	9	10
EBIT	74	96	388	554	577	133	107
<i>EBIT %*</i>	10%	10%	23%	29%	29%	30%	23%
Interest	68	64	52	21	6	3	1
EBT	6	32	336	533	571	130	106
Taxes	1	4	99	172	126	40	31
PAT	5	28	237	361	445	90	75
<i>PAT %*</i>	1%	3%	14%	19%	22%	20%	16%

*All Profits includes Other Income

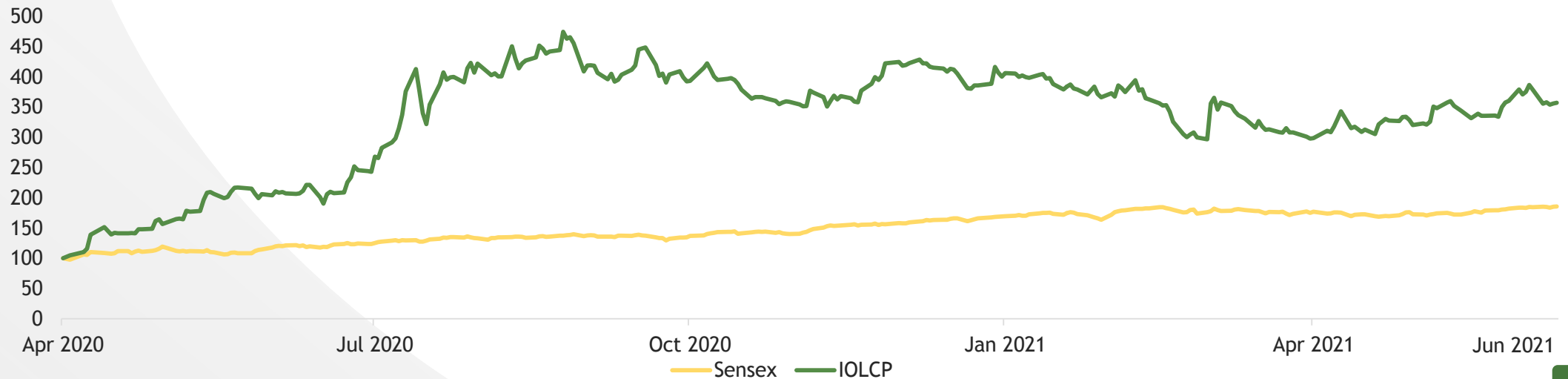
Stock Data (As on 31st March, 2021)

	Market Capitalization (₹)	3,232Cr₹
	Face Value(₹)	10
	Share Price (₹)	550
	EPS (₹)	76
	52-Week High (₹)	898
	52-Week Low (₹)	174
	Symbol(NSE/BSE)	IOLCP 524164

Shareholding Pattern (%)



IOLCP Stock Price vs Sensex





Thank You

For further details:

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