MEGHMANI
ORGANICS LIMITED

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ISOQAR REGISTERED UKAS MANAGEMENT SYSTEMS 0026

13/08/2020

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

Dear Sir

Sub: - Q1 FY 21 Results Presentation

We forward herewith Q1 FY21 Results Presentation prepared on Un-Audited Financial of the Company, 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**

CHEMISTRY OF SUCCESS AT WORK

Meghmani Organics Limited (MOL)

Q1 FY21 Results Presentation

August 2020

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Discussion Summary

Q1 FY21 Results Update

About Us

Business Overview

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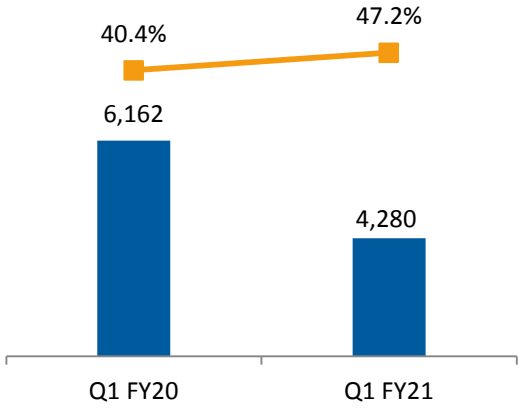
Q1 FY21 Results: Key Highlights

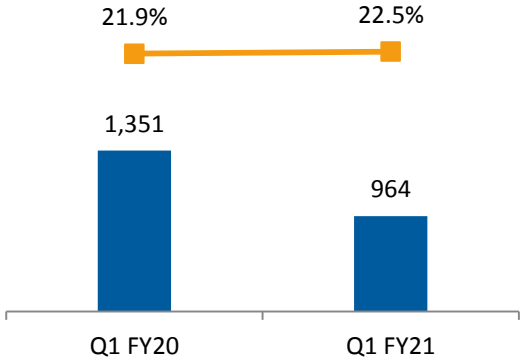
Rs Mn

Q1 FY21 YoY Analysis

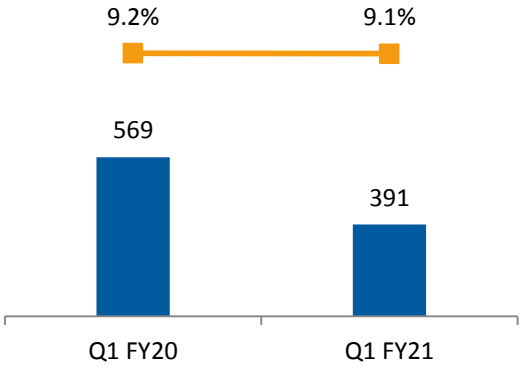
Revenues & Gross Margin



EBITDA & EBITDA Margin



PAT & PAT Margin*



Note: * PAT & PAT Margin are after NCI

Q1 FY21 Results: Key Highlights

- During the Q1, due to lockdown caused by COVID-19 pandemic and manpower constraints, Meghmani's operations got impacted in all the business segments. However, it gradually improved by the quarter end. The company's operations were carried out under restrictive manufacturing environment with utmost priority to safety of plants and its employees.

- Consolidated Revenues in Q1 is lower by 30% to Rs. 428 Cr, EBITDA lower by 29% to Rs. 96 Cr and PAT lower by 40% to Rs. 47 Cr as compared to corresponding previous year Q1. EBITDA margins stood at 22.5% compared to 22% in Q1 previous year due to reduction in raw material prices and lower administrative costs.

- Standalone Revenues in Q1 is lower by 35% to Rs. 285 Cr, EBITDA lower by 6% to Rs. 55 Cr and PAT is up by 1% to Rs. 29 Cr as compared to corresponding previous year Q1. EBITDA margins significantly improved from 13% to 18.5% compared to Q1 previous year due to softening of raw material prices caused by lower crude prices and lower operational costs.

- Revenue has been impacted due to lower operations due to COVID-19, correction in sales prices of key agro products, ECU realization in Chloro alkali division and higher spill over of sales to Q2 as per Ind AS.

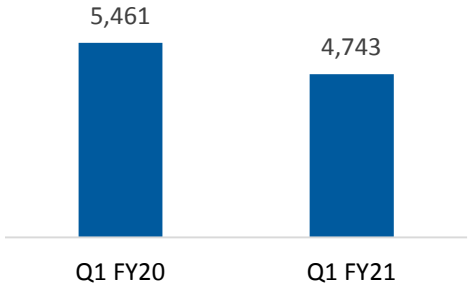
- We are proud of Meghmani's technical team that commissioned the Chloro alkali expansion project, Captive Power Plant (CPP) in June and Hydrogen Peroxide plant in July without in person support from the foreign technology suppliers

Q1 FY21 Results: Pigments Business

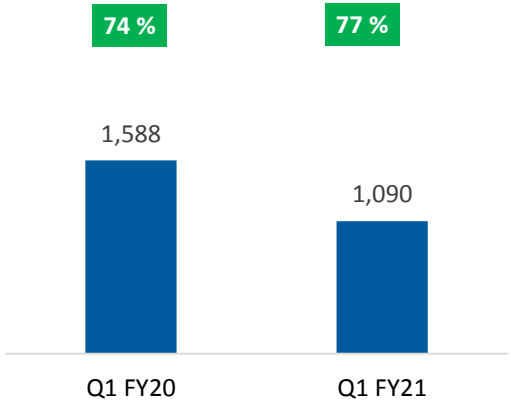
Rs Mn

Q1 FY21 YoY Analysis

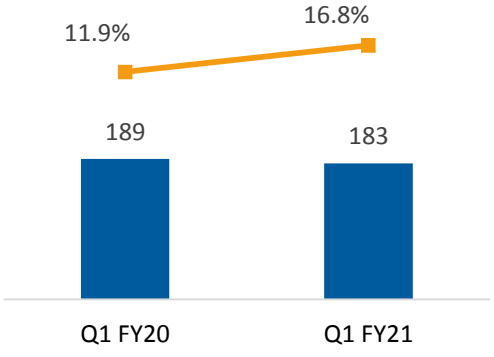
Production



Net Sales (Rs Mn) & Exports*



EBITDA (Rs Mn) & Margin (%)



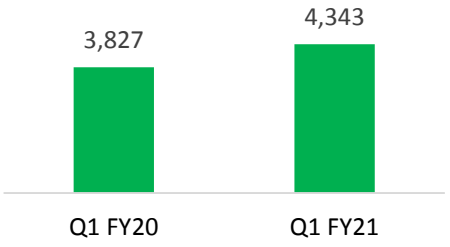
*Denotes Exports

Q1 FY21 Results: Agrochemicals Business

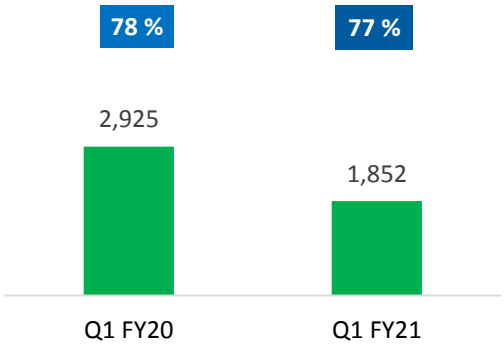
Rs Mn

Q1 FY21 YoY Analysis

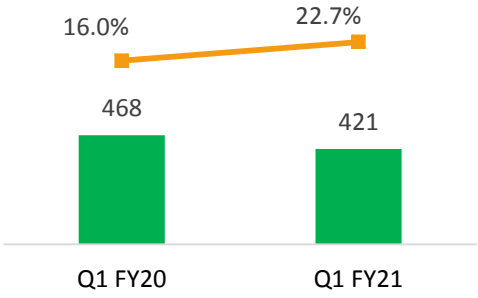
Production



Net Sales (Rs Mn) & Exports*



EBITDA (Rs Mn) & Margin (%)



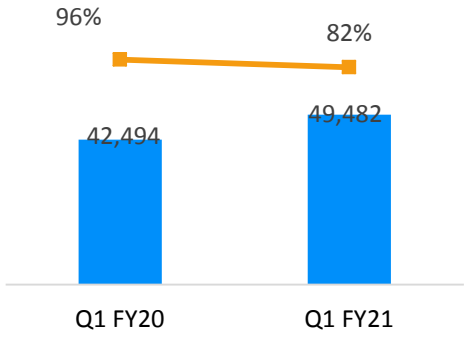
*Denotes Exports

Q1 FY21 Results: Chloro Alkali & its Derivatives Business

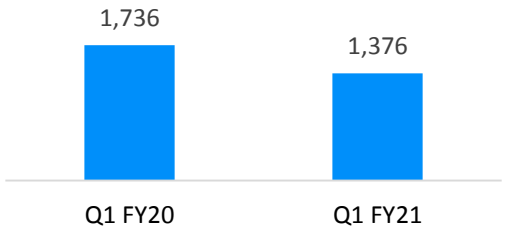
Rs Mn

Q1 FY21 YoY Analysis

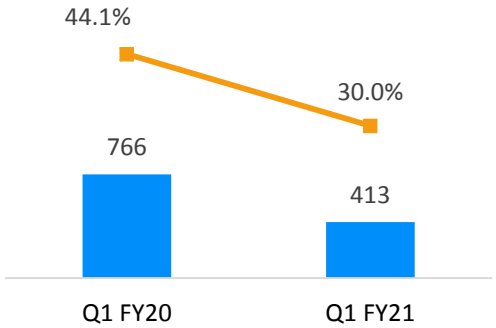
Production & Utilisation (%)



Net Sales (Rs Mn)



EBITDA (Rs Mn) & Margin (%)



Q1 FY21 Results: Consolidated Profit & Loss Statement

Particulars (Rs. in Mn)	Q1 FY21	Q1 FY20	YoY%	FY20
Revenue from Operations	4,280	6,162	-30.5%	21,912
COGS	2,258	3,670	-38.5%	12,388
Gross Profit	**2,022**	**2,492**	**-18.9%**	**9,524**
Gross Margins %	***47.2%***	***40.4%***	**681 bps**	***43.5%***
Employee Expenses	335	356	-5.7%	1,287
Other Expenses	723	785	-8.0%	3,896
EBITDA	**964.0**	**1,351.0**	**-28.6%**	**4,341**
EBITDA Margin %	***22.5%***	***21.9%***	**60 bps**	***19.8%***
Depreciation	232	219	5.9%	886
EBIT	**732**	**1,132**	**-35.3%**	**3,455**
Finance Cost	103	74	40.1%	426
Other Income	31	38	-19.1%	561
PBT	**660**	**1,097**	**-40%**	**3,590**
Taxes	192	319	-39.8%	700
PAT	**468.2**	**778.1**	**-39.8%**	**2,890**
PAT Margin %	***10.9%***	***12.6%***	**-169 bps**	***13.2%***
PAT after Minority	**391**	**569**	**-31.2%**	**2,401**
EPS	**1.54**	**2.24**	**-31.3%**	**9.44**

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Q1 FY21 Results Update

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Leading Diversified Chemicals Company Poised for Rapid Growth

CHEMISTRY OF SUCCESS AT WORK

Pigments

- Started in 1986
- Amongst top 3 global Phthalocyanine based pigment players
- 14% global market share
- FY20 Revenues: Rs 6,406 Mn
- EBITDA Margin: 14.3%
- 29% of Overall Company Revenues
- Expanding into new geographies and Exploring new pigments

Agrochemicals

- Started in 1995
- One of the largest producers of pesticides in India
- Products across entire value chain
- FY20 Revenues: Rs 9,734 Mn
- EBITDA Margin: 17.9%
- 44% of Overall Company Revenues
- Expansion in 2,4-D, Formulation and setting a multipurpose plant

Chloro Alkali & its Derivatives(MFL)

- Started in 2009
- 4th largest Chloro-Alkali & its Derivatives complex in India
- FY20 Revenues: Rs 6,098 Mn
- EBITDA Margin: 32.4%
- 27% of Overall Company Revenues
- Setting up backward integrated Epichlorohydrin (ECH) and CPVC resin project to ensure continual growth

Consolidated Financials Highlights: FY19-20

Revenues – Rs 21,912 Mn (13.2% CAGR*)	EBITDA – Rs 4,341 Mn (13.6% CAGR*)	PAT – Rs 2,890 Mn (26.9% CAGR*)
EBITDA Margin – 19.8% PAT Margin – 13.2%	Debt / Equity – 0.57x	ROCE – 17.0% ROE – 22.7%

Based on FY20 Financials, * FY16-FY20 CAGR

Sustainable Competitive Advantages

Experienced & Qualified Management and Technical Team

- Rich experience of many decades in chemical sector among the founding members of the company
- Highly qualified technical staff having earlier experience with MNCs and large Indian corporates

Highly Respected Name in Global Chemical Industry

- Amongst top 3 global pigment players
- 4th largest Chloro Alkali & its derivatives complex in India
- Well-recognized agrochemical brands (Megaking, Megastar, Megacyper, Megaban, Synergy, and Courage)
- More than 36 brands of various pesticides formulations in India

Diversified Customer Base

- 400+ customer base in Pigments & Agro-Chemicals across diverse industries
- 3,000 stockists, agents, distributors and dealers across India
- Close to 50% of revenue derived from export market

Strong Financial Performance

- Consistent Revenue Growth
- Improving Profitability & Return Ratios
- Healthy Balance Sheet

Distinct Cost Advantage

- Vertical integration of production processes
- Effective control on costs & raw material supply
- Produce agrochemical products across entire value chain (intermediates, technical, formulations)
- Strategic location of production facilities with close proximity to sources of raw materials
- Proximity to port leading to easier access to exports market

Key Financial Metrics

Consistent Revenue Growth

- Revenues have grown at CAGR 13.2% over FY16-20, with higher contribution from Basic chemicals
- Improving capacity utilization and completion of Rs 7.65 Bn capex in Chloro-Alkali & derivatives complex and Rs 1.52 Bn capex in Agrochemical will further provide significant scope for growth over coming years

Consistent EBITDA margins

- EBITDA margin has remained stable at ~ 20% levels during FY16-20
- Operationalization of the Rs 7.65 Bn capex in high margin Chloro-Alkali & its Derivatives will further drive the overall EBITDA margin for the company

Robust Return Ratios

- Improving profitability
- Leaner balance sheet
- Significant improvement in return ratios
- ROCE – 14.1% in FY16 to 17.0% in FY20
- ROE – 15.1% in FY16 to 22.7% in FY20

Strong FCF Generation leading to Significant Debt Repayment

- D/E improved from 0.76x in FY16 to 0.57x in FY20

Key Milestones

2019 - 20

- Expansion into Chloromethane (CMS) production
- Capacity addition for Caustic and Captive Power Plant
- Expansion into Hydrogen Peroxide
- Announcement for setting up new Epichlorohydrin Plant (Capacity- 50,000 TPA)
- Announcement for Setting up new CPVC Resin Plant (Capacity- 30,000 TPA)

2016 - 17

- Expansion into Caustic Potash production

2013 - 14

- Setup new Pigment plant at Dahej SEZ
- Expansion of Caustic-Chlorine facility

2000 - 10

- Acquired Agrochemical assets from Rallis
- Singapore listing in 2004 and India listing in 2007
- Established MFL with 24.97% participation from IFC
- Setup two new facilities for agrochemicals at Panoli and Dahej

1996 - 00

- Setup new pigment plant at Panoli
- Private Equity investment in Meghmani Organics
- Commenced Blue Pigment production at Panoli plant

1986 - 95

- Started pigment operations in 1986
- Setup 1st agrochemical plant in 1995

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Pigments Business: Key Highlights

Established Business Profile

- Largest manufacturers of Phthalocyanine-based pigments with 14% global market share & amongst top 3 (capacity wise) global pigments players
- Strong global presence in 70 countries,
- Global distribution network - direct presence with subsidiaries in the US, Dubai and a representative office in China
- Strong client relationships (90% business from repeat clients). High degree of product customisation, consistent quality and compliance regulations add to client stickiness.

Vertically Integrated Manufacturing Facilities

Total Capacity – 33,180 MTPA

Location	Capacity (MTPA)	Products
GIDC Vatva, Ahmedabad	**3,180**	Pigment Green and Azo Pigment
GIDC Panoli, Bharuch	**17,400**	CPC Blue, Alpha and Beta Blue
Dahej SEZ	**12,600**	CPC Blue, Alpha and Beta Blue

Products Portfolio

CPC Blue

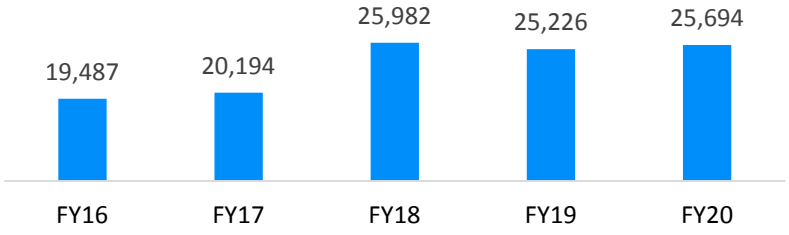
Upstream product:
Sold to other pigments manufacturers

- **Pigment Blue**
- **Pigment Green**
- **Pigment Azo**

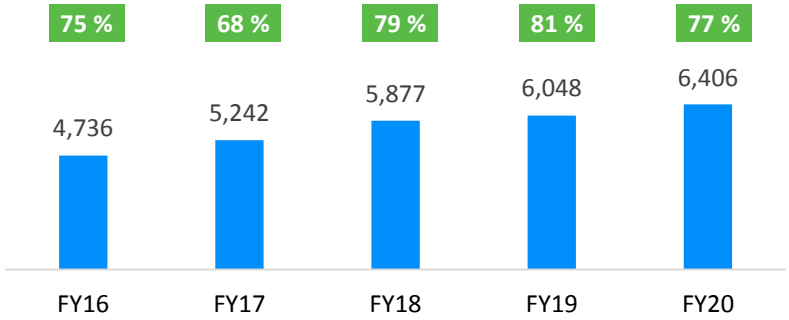
End products: Sold to industrial users
Robust demand due to multiple applications - printing inks, plastics, paints, coatings, textiles, leather, paper and rubber

Pigments Business: Operational Overview

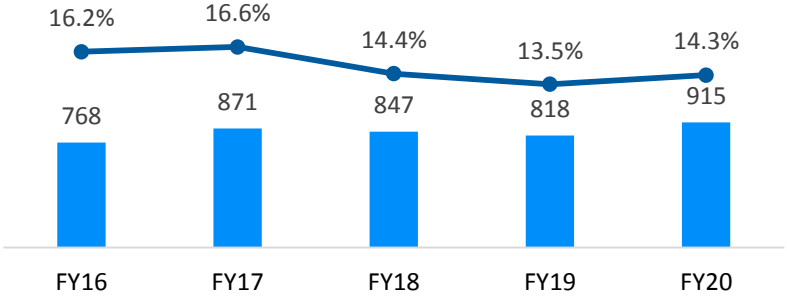
Production (MT)



Net Sales & Exports* (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)



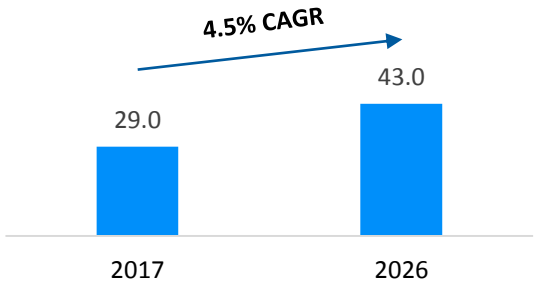
*Denotes Exports

Pigments Business: Industry Overview

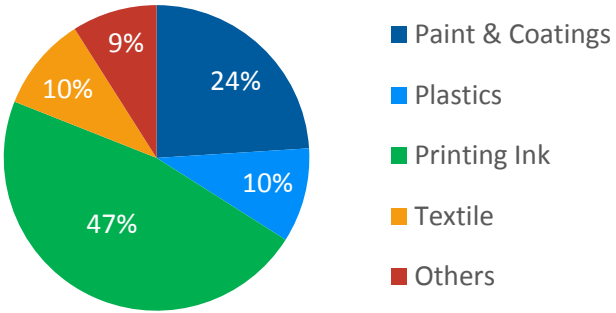
Global Pigments Market

- The global pigments industry consists of three segments – organic, in-organic and specialty pigment
- Organic pigments account for 35-40% mkt. share out of total pigments industry
- Organic pigments include Azo Pigments (yellow & red) (50-55% share), Phthalocyanine Pigments (blue & green) (20% share) and other Pigments (25-30% share)
- Organic Pigments growth is linked to end-user industries mainly printing inks, paints and coatings and textile industries
- Paints & coatings and plastics industry have been the major growth drivers (especially from automotive sector)
- India and China are fast becoming the centre of the global Organic Pigments market
- India is leader in Phthalocyanine blue and green pigments
- India's pigment sales have been growing at 13-14% CAGR driven by exports due to India's good quality products, stricter environmental standards and higher regulatory compliance

Global Pigments Market Size (USD Bn)



Demand Driver – Diverse Industrial Use



Agrochemicals Business: Key Highlights

Established Business Profile

- Leading manufacturer of pesticides – products across entire value chain
- Established global presence across Africa, Brazil, LatAm, US and Europe
- Strong pan-India presence across 17 states, with ~3,000 stockists, agents, distributors, and dealers network
- Well-recognized formulation brands – Megastar, Megacyper, Megaban, Synergy, Courage
- **Phase 1 Capex:** Doubling 2,4-D Capacity by addition of 10,800 MTPA with capex of Rs 1.27 billion (Operational by Q3 FY21) and Rs 0.25 billion on Formulation Plant (Operational by Q3 FY21)
- Major products – 2,4-D, Cypermethrin, Permethrin, Bifenthrin, Lambda cyhalothrin , Profenophos and Chlorpyrifos
- **Phase 2 Capex:** New Multipurpose plant (MPP) at Dahej with capex of Rs 3.10 Bn (Q4 FY22)

Vertically Integrated Manufacturing Facilities

Total Capacity – 32,280 MTPA

Location	Capacity (MTPA)
GIDC Panoli	**7,200**
GIDC Ankleshwar	**6,840**
GIDC Dahej	**18,240**

Product Profile

Pesticide Intermediates – Sold to technical grade pesticides manufacturers

↓

Technical Grade Pesticides – Sold to pesticides formulators

↓

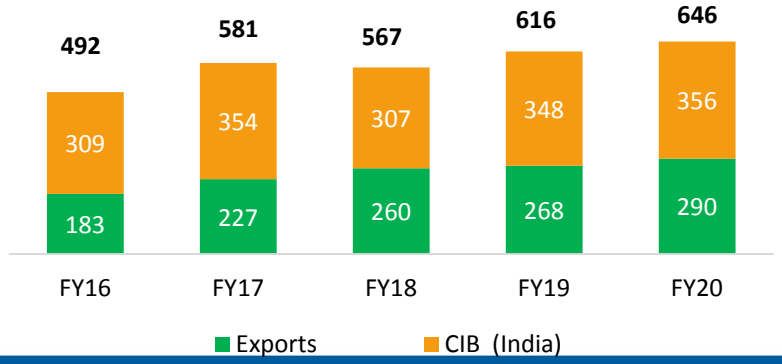
Pesticide Formulations

- **Bulk Packing** – Sold to institutional customers
- **Brand Business** – Sold to retailers, dealers, farmer societies

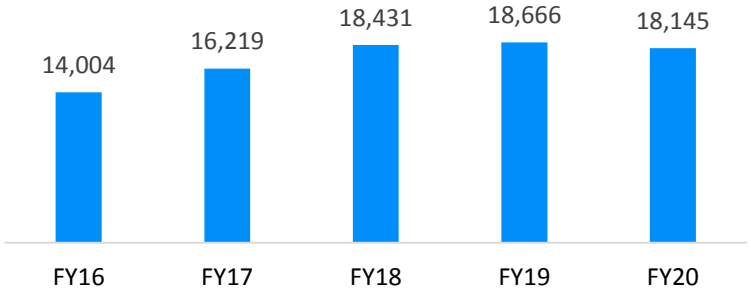
Branded Agrochemical Formulations

Agrochemicals Business: Operational Overview

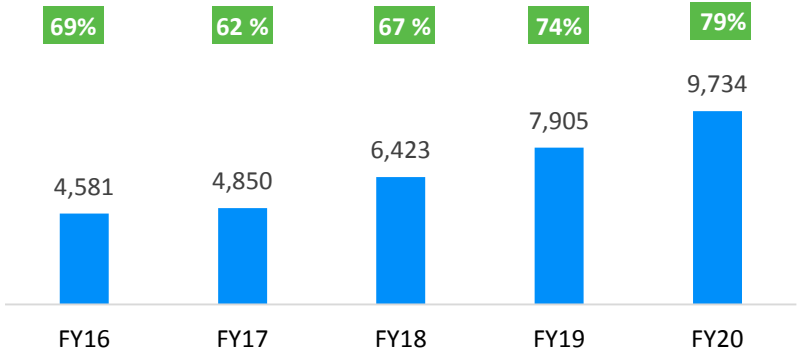
Registrations Base



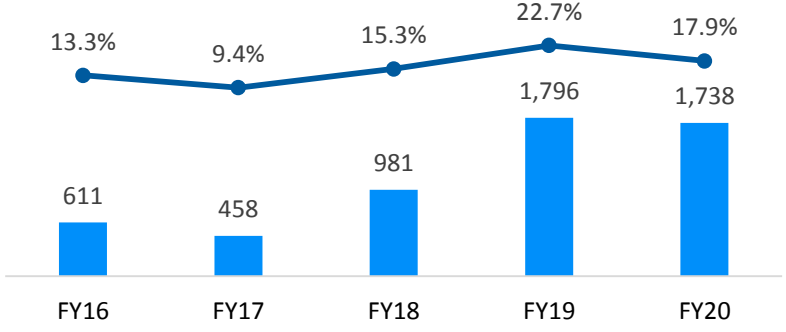
Production (MT)



Net Sales and Exports* (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)



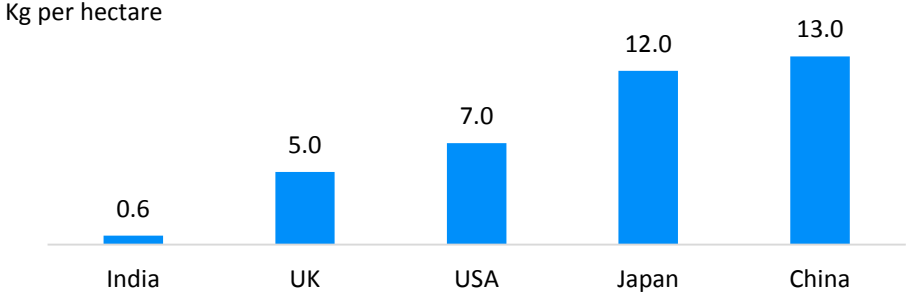
*Denotes Exports

Agrochemicals Business: Crop-protection Industry Overview

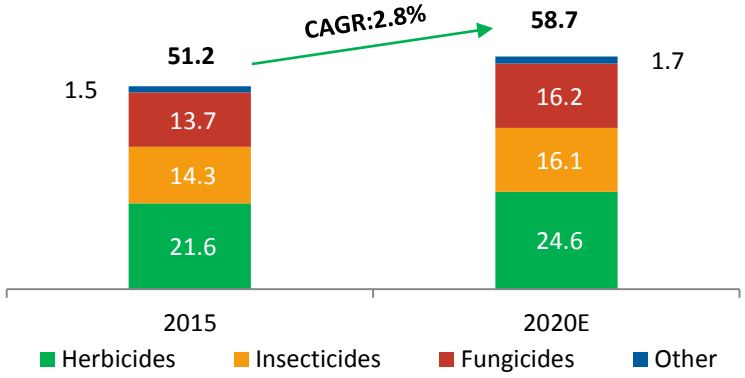
Global Crop Protection Market

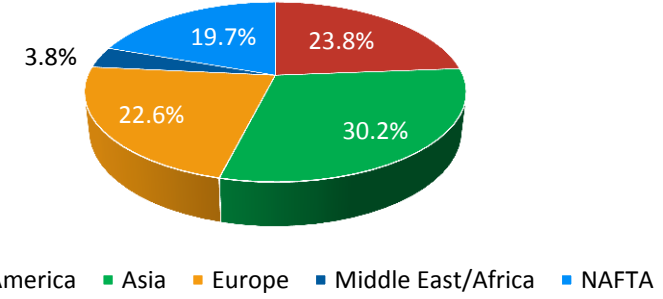
- The global crop protection market is set to grow steadily to reach USD 58.7 Bn by 2020
- Key drivers - growing population, declining arable land & rising pest concerns
- Products worth ~USD 3 Bn to go off-Patent over 2017-20, gives strong opportunity to generic agrochemical players
- India is the 4th largest global producer of Pesticides with an estimated market size of USD 4.9 Bn in FY17 after United States, Japan and China
- The demand for agrochemicals in India is split in equal proportions between domestic consumers and exports

Pesticide Consumption is still Lowest in India



Global Crop Protection Market (USD Bn)





Source – Phillip McDougall

Chloro Alkali & its Derivatives Business: Key Highlights

Established Business Profile

- 4th largest Chloro-alkali & derivative complex in India
- 3rd Largest in Chloromethane (CMS) and Hydrogen Peroxide (H2O2).
- Chloro-alkali and derivatives Complex , back up with own 60 MW Captive power plant (CPP). Further on going expansion of 36 MW CPP, likely to be commission by June 2020.
- Strategically located with close proximity to the port (importing coal) and customers (Caustic Soda & Chlorine supplied via pipeline), leading to lower logistics costs.
- Good track record of Capital allocations. Achieved CAGR @ 22% since last four years.

Products Multiple Applications

Caustic Soda	Used in soap & detergents, pulp & paper, alumina production ,textiles processing, Agrochemical and pharma intermediates
Chlorine	Used in PVC manufacturing, dyes & dyes intermediates, organic & inorganic chemicals, drinking water disinfection, pharmaceuticals, Chlorinated solvents
Caustic Potash	Used in Soaps, Detergents, Fertilizers Chemicals
Chloromethanes	Used in Pharma, Agro Chemicals , Fluoro-polymers and Refrigerant gas

Vertically Integrated Manufacturing Facilities

Dahej Facility	
Products	**Capacity (MTPA)**
Caustic-Chlorine	**2,94,000**
Caustic Potash	**21,000**
CMS Products	**50,000**
Hydrogen Peroxide	**60,000**

New Investment:

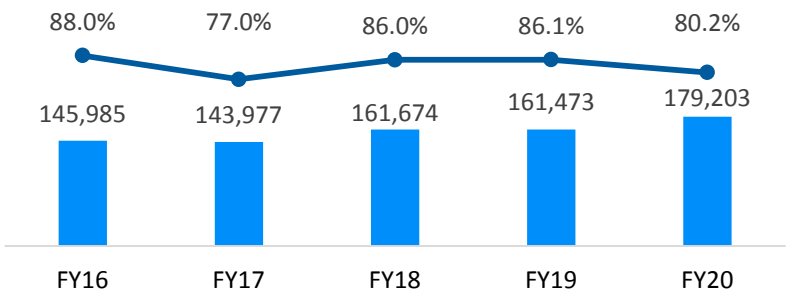
1. **Epichlorohydrin (ECH)** project of 50,000 MTPA (operational by Q4 FY22). Capex outlay Rs. 275 Cr
2. **Chlorinated Polyvinyl Chloride Resin (CPVC) Project** of 30,000 MTPA (Operational by Q3 FY23)

The expansion will be margin accretive at company level due to higher EBITDA margins in the Chloro-alkali business

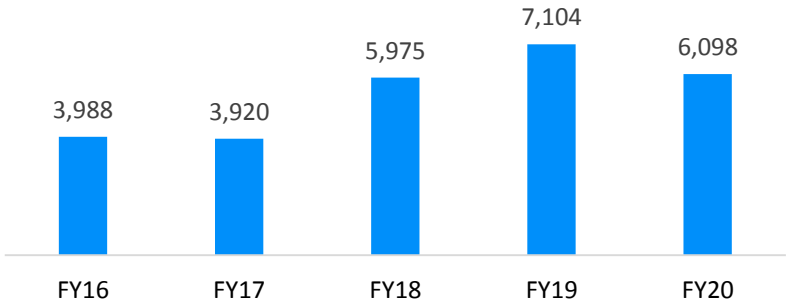
CPP: Captive Power Plant, CMS: Chloromethane, MDC: Methylene dichloride

Chloro-Alkali & its Derivatives Business: Operational Overview

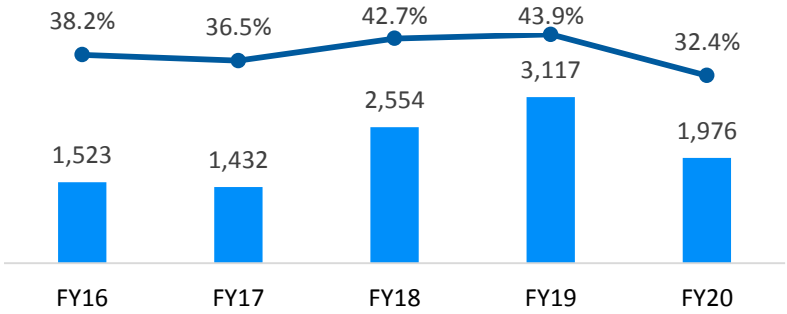
Production (MT) & Capacity Utilisation (%)



Net Sales (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)

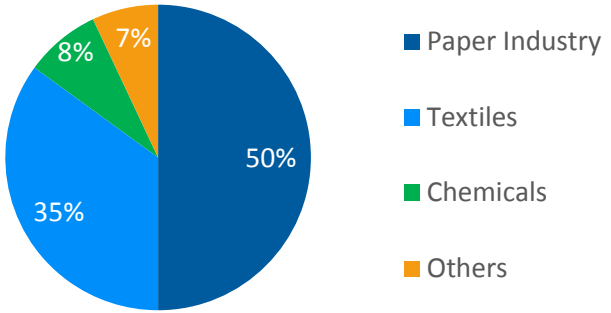


Chloro-Alkali & its Derivatives Business: Industry Overview

Hydrogen Peroxide (H2O2) Domestic Industry Overview

- The Indian Hydrogen Peroxide market was pegged at Rs. 8.5 billion in FY20 and is expected to grow at 7% CAGR in the coming years
- The industry's capacity stands at 384 KTPA
- The demand for Hydrogen Peroxide will continue to grow driven by diverse industrial uses - paper, textiles, chemicals, etc

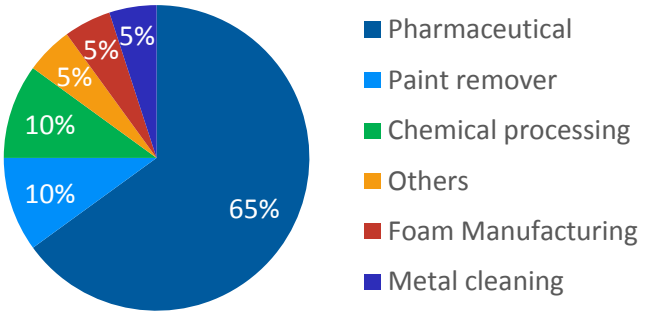
Domestic Hydrogen Peroxide (H2O2) Market Size : Rs. 8.5 bn (FY20)



Methylene Dichloride (MDC) Domestic Industry Overview

- The domestic MDC market was valued at Rs. 14.7 billion in FY20 and is expected to grow at 6% CAGR in the coming years
- The industry's capacity stands at 351 TPA
- MDC is used in production of printed circuit boards, Polycarbonate resins for Thermoplastics and as a solvent welding of plastic parts and as a releasing agent to prevent the manufactured part from permanently bonding to the mould

Domestic MDC Market Size : Rs. 14.7 bn (FY20)



Discussion Summary

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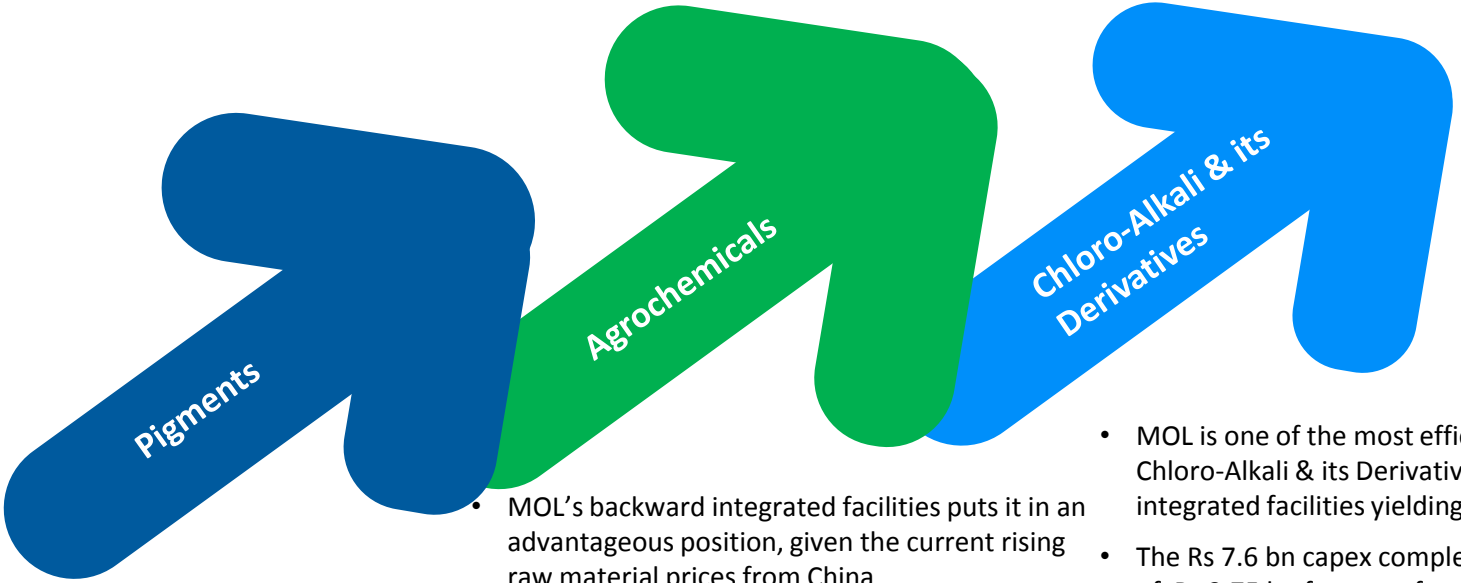
Roadmap for achieving 12-15% top-line growth



- MOL is one of the largest producer of phthalocyanine pigments
- Diversify into new pigment products
- Continue to focus on increasing domestic presence and capture market share
- **The management eyes a revenue target of Rs. 1,000 Cr by FY23 for the pigments segment**

- MOL's backward integrated facilities puts it in an advantageous position, given the current rising raw material prices from China
- **Phase 1 Capex:** 2,4-D Capacity addition of 10,800 MTPA (Operational by Q3 FY21) and new formulation plant (Operational by Q3 FY21) with capex of Rs 1.52 bn
- **Phase II Capex** : New Multipurpose plant (MPP) at Dahej with capex of Rs 3.10 Bn (Q4 FY22)
- Expand branded products portfolio
- **The management eyes a revenue target of Rs. 2,000 Cr by FY23 for this division**

- MOL is one of the most efficient manufacturers of Chloro-Alkali & its Derivatives with forward integrated facilities yielding high margins
- The Rs 7.6 bn capex completed. New investment of Rs 2.75 bn for manufacturing Epichlorohydrin (ECH) and new investment for CPVC provides a solid revenue growth visibility over coming years
- Added capex likely to take the share of value added products to 57% by FY24
- **The management eyes a revenue target of Rs. 2,000 Cr by FY24 for the Chloro-Alkali & its Derivatives business**

Growth Plan- Agrochemicals

Project	Capex (Rs Crs)	Expected date of Completion	Expected Revenue (Rs Crs)
2.4 D (Capacity - 10k TPA)	127	Q3 FY 21	200
Formulation Plant	25	Q3 FY 21	150
Multi Purpose Plant (New Molecules)	310	Q4 FY 22	600
Total	462		950

Growth plan- Chloro-Alkali & its Derivatives

Commissioned projects: Rs 7.6 Bn

Project	Capacity	Date of Commissioning	Expected Revenue (Rs Crs)
CMS	50 K TPA	July 19	160
Caustic Expansion	140 K TPA	June 20	300
CPP Exp	36 MW	June 20	
Hydrogen Peroxide	60 K TPA	July 20	150
Total			610

Growth plan- Chloro-Alkali & its Derivatives

CHEMISTRY OF SUCCESS AT WORK

New Investments

Project	Capacity	Date of Commissioning	Expected Revenue (Rs Crs)
Epichlorohydrin (ECH)	50 K TPA	Q4 FY 22	475
CPVC Resin	30 KTPA	Q3 FY 23	300

Industry Dynamics

Epichlorohydrin

- Domestic imports at ~ 70 KTA and growing @ 14.5%

Industry Wide Application:

- Feed Stock in Epoxy Resins in corrosion protection coatings in industries automobile & packaging
- Resins in composites used in Aerospace, windmill and Automobile industries

CPVC Resin

- Domestic imports at ~ 116 KTA and growing @ 13%

Industry Wide Application:

- Key raw material for pipe and fittings with excellent heat and Chemical resistance properties.

Meghmani's ECH USP

- 1st Largest Plant in India based on 100% Renewal sources
- Forward integration of Chlor Alkali

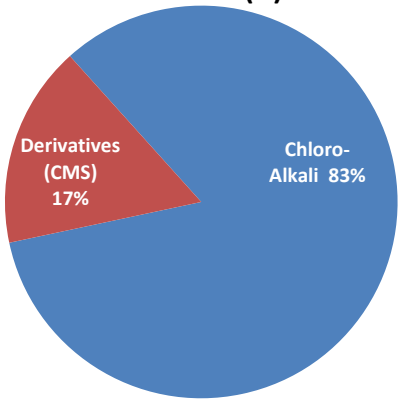
Meghmani's CPVC Resin USP

- Will be largest Plant in India with liquid phase technology
- Forward integration of Chlor Alkali

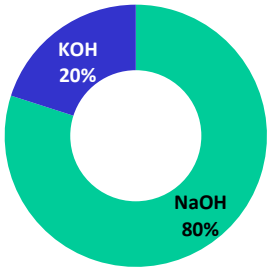
Chloro-Alkali & its Derivatives (Increasing Share of Value added products)

CHEMISTRY OF SUCCESS AT WORK

2019-2020 (A)

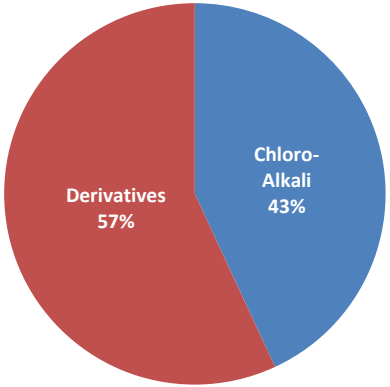


Chloro-Alkali Segment

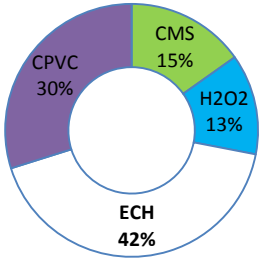


The division's share of value added products is expected to grow from 17% in FY20 to 57% in FY24

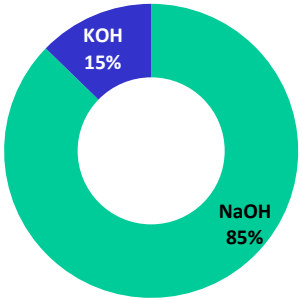
Year 2023-2024 (P)



Derivatives Segment



Chloro-Alkali Segment



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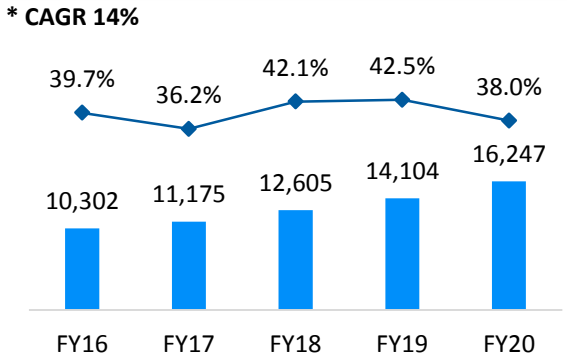
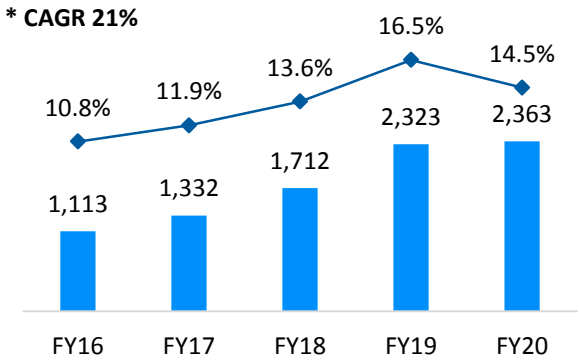
Standalone Financial Snapshot

Rs Mn

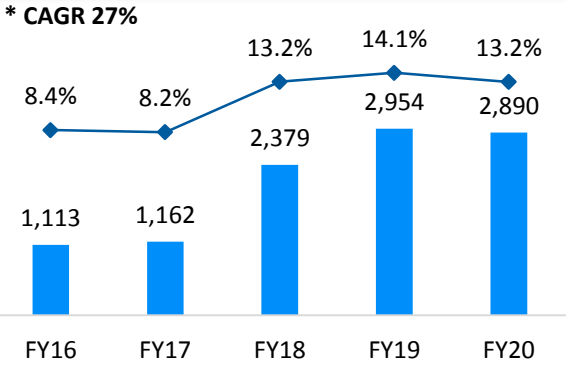
Revenues ^ & Gross Margin



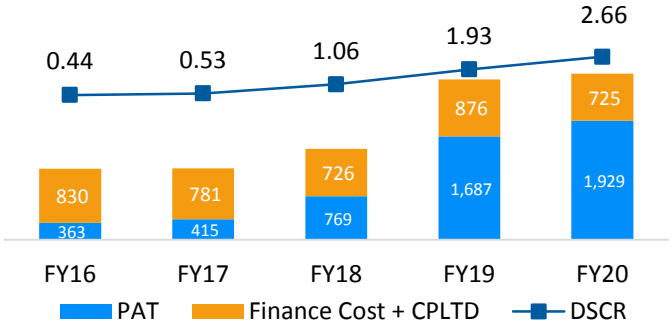
EBITDA & EBITDA Margin



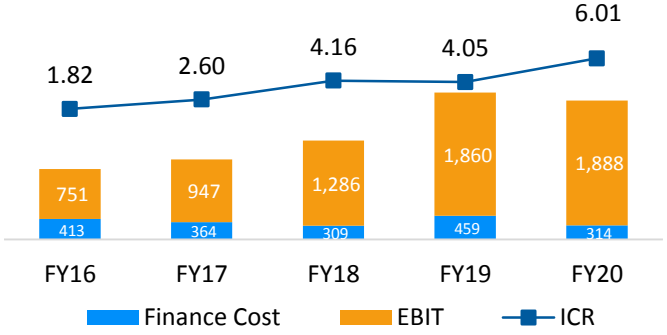
PAT & PAT Margin



Debt Service Coverage Ratio (DSCR)



Interest Coverage Ratio (ICR)



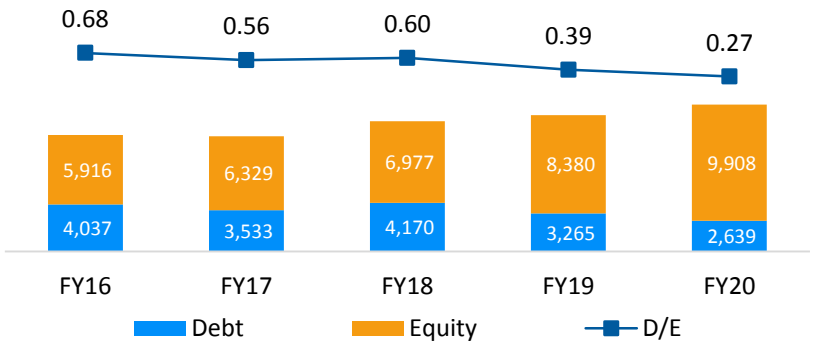
^ P&L for FY16 – 20 are IND-AS

** CAGR calculated for FY16-20*

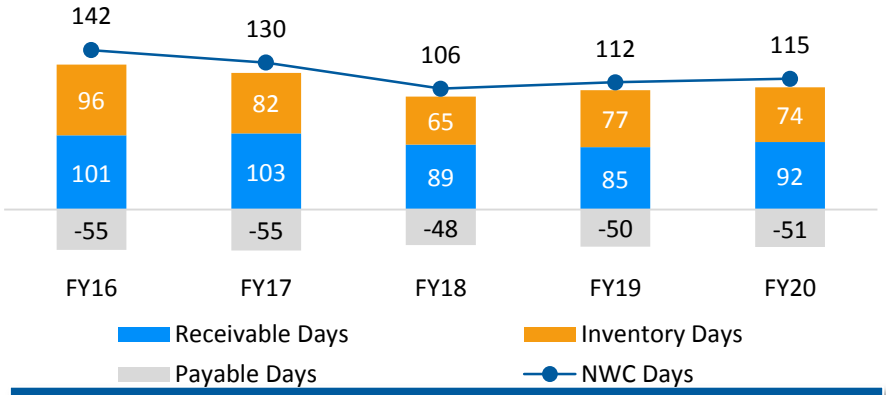
Standalone Financial Snapshot

Rs Mn

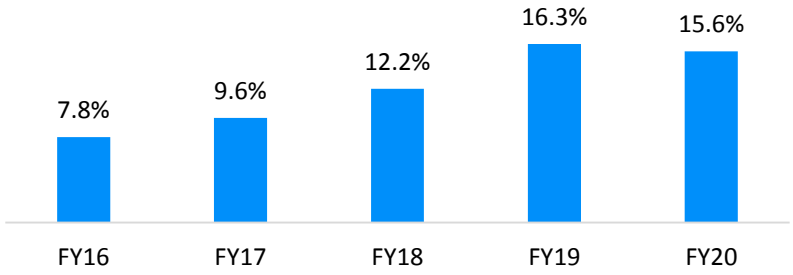
Leverage Analysis



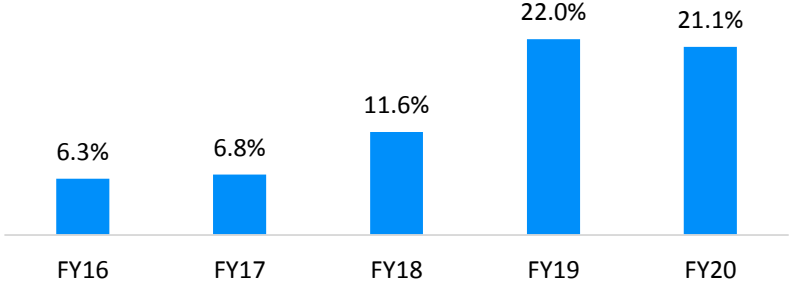
Working Capital Analysis *



Return on Capital Employed



Return on Equity

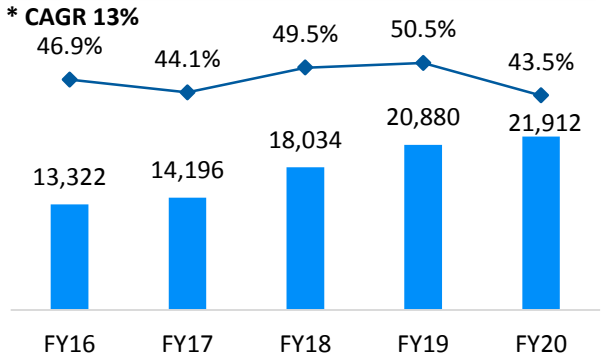


** Calculated on Net Sales, ROCE = EBIT / Average Capital Employed (Debt + Equity + Minority Interest), ROE = PAT / Average (Equity + Minority Interest)*

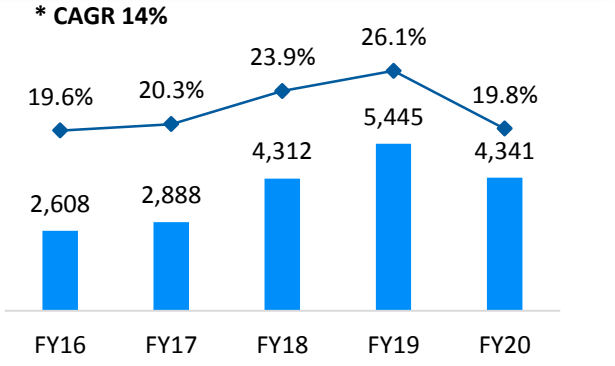
Consolidated Financial Snapshot

Rs Mn

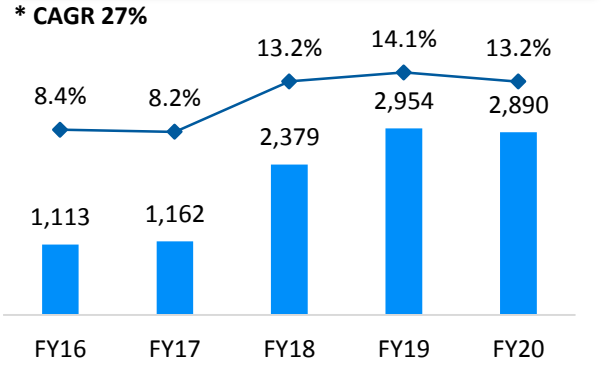
Revenues ^ & Gross Margin



EBITDA & EBITDA Margin



PAT & PAT Margin



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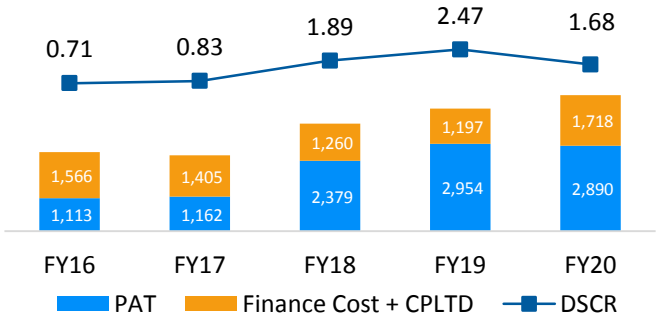
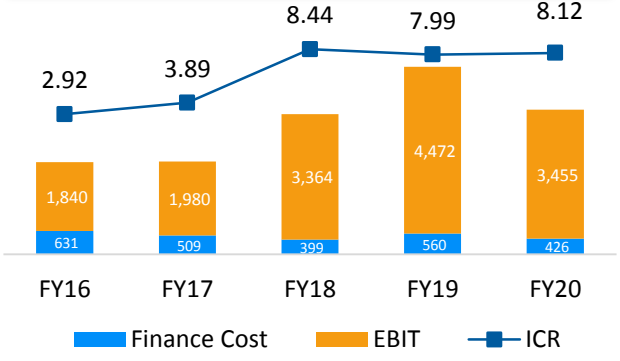


Interest Coverage Ratio (ICR)



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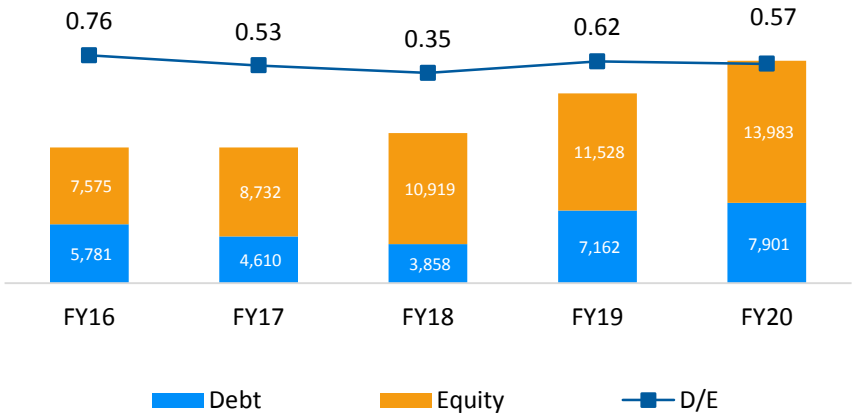
** CAGR calculated for FY16-20*

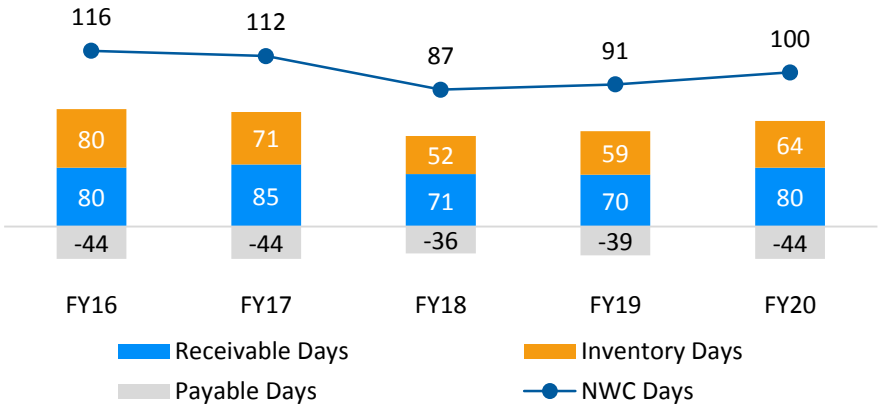
Consolidated Financial Snapshot

Rs Mn

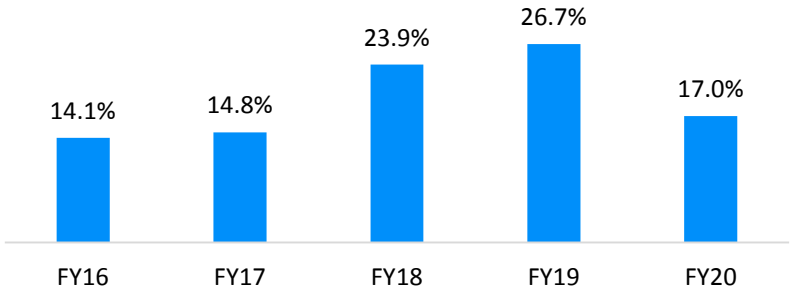
Leverage Analysis



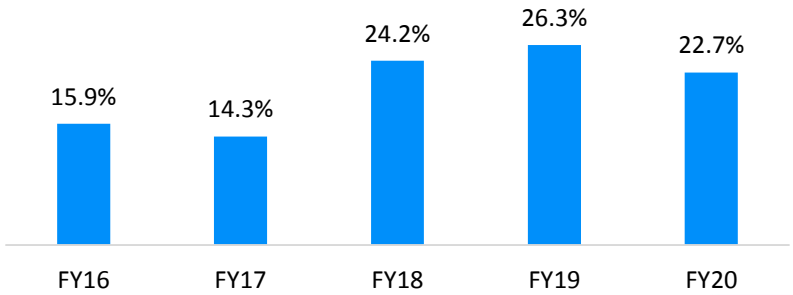
Working Capital Analysis *



Return on Capital Employed



Return on Equity



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Restructuring - Approvals & Indicative Timeline

Sr. No.	Key Approvals	Indicative Timelines
1	Prior approval of Singapore stock exchange and Securities Industries council	In principle approval obtained
2	Receipt of observations/comments from Stock exchanges on the scheme and Securities and Exchange Board of India and other regulatory authorities	Approval awaited
3	Filing of application to National Company Law Tribunal	Q3 FY21
4	Approval of the scheme by shareholders and creditors of Meghmani Organics Limited and Meghmani Finechem Limited	Q3 FY21
5	Sanction of the scheme by NCLT	Q4 FY21
6	Filing of NCLT order with ROC	Q4 FY21
7	Listing approval in respect of shares to be issued by Meghmani Organics Limited (New Co.) and Meghmani Finechem Limited – Trading will be suspended during this period	Q4 FY21
8	Receipt of trading approval in respect of shares to be issued by Meghmani Organics Limited / Meghmani Finechem Limited	Q4 FY21
9	Delisting of Meghmani Organics Limited from SGX	Q1 FY22

For Further Queries:

CHEMISTRY OF SUCCESS AT WORK

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