MEGHMANI
ORGANICS LIMITED

CORPORATE OFFICE: "MEGHMANI HOUSE", Behind Safal Profitaire, Corporate Road, Prahladnagar, Ahmedabad-380 015. Gujarat, (INDIA) Phone No.: +91 79 71761000, 29709600 Fax: +91 79 - 29709605
E-mail: helpdesk@meghmani.com Site: www.meghmani.com CIN: L24110GJ1995PLC024052

ISOQAR REGISTERED UKAS MANAGEMENT SYSTEMS 0026

23/06/2020

To	
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: - Q4 and FY-20 Result Presentation-31.03.2020.

We forward herewith presentation on Audited Financial Results of **Q4 and FY-20** for information of Member.

We request you take it on your record.

Thanking you.

Yours faithfully,
For Meghmani Organics Limited

(K D Mehta)
Company Secretary & Compliance Officer

MEGHMANI ORGANICS LIMITED AHMEDABAD

C C to:- Singapore Stock Exchange

CHEMISTRY OF SUCCESS AT WORK

Meghmani Organics Limited (MOL)

Q4 and FY20 Results Presentation

June 2020

Disclaimer

The presentation has been prepared by Meghmani Organics Limited ("MOL" or the "Company") solely for information purposes and does not constitute an offer to sell or, recommendation or solicitation of an offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever.

The information contained in this Presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the Presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

You acknowledge and agree that the Company and/or its affiliated companies and/or their respective employees and/or agents have no responsibility or liability (express or implied) whatsoever and howsoever arising (including, without limitation for any claim, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this Presentation and neither the Company, its affiliated companies nor their respective employees or agents accepts any liability for any error, omission or misstatement, negligent or otherwise, in this Presentation and any liability in respect of the Presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

Certain statements contained in this Presentation may be statements of the Company's beliefs, plans and expectations about the future and other forward looking statements that are based on management's current expectations or beliefs as well as a number of assumptions about the Company's operations and factors beyond the Company's control or third party sources and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward looking statements. Forward looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward looking statements, which speak only as of the date of this Presentation.

Discussion Summary

Q4 and FY20 Results Update

About Us

Business Overview

Strategy & Outlook

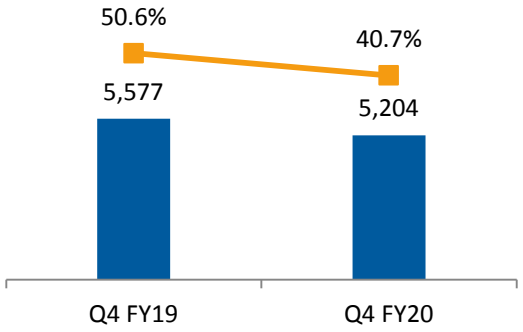
Financial Overview

Q4 & FY20 Results: Key Highlights

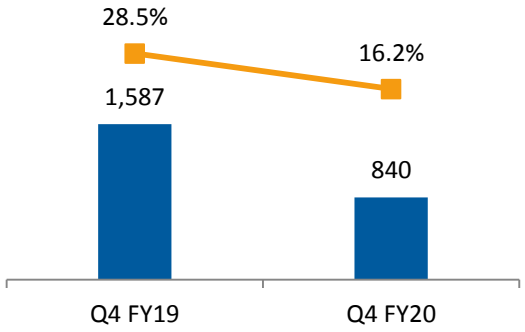
Q4 FY20 YoY Analysis

Rs Mn

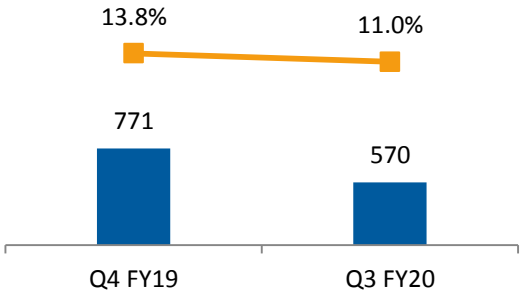
Revenues & Gross Margin



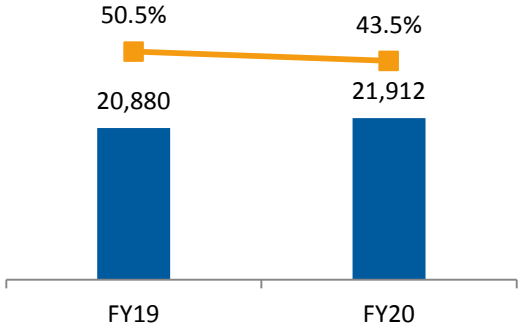
EBITDA & EBITDA Margin

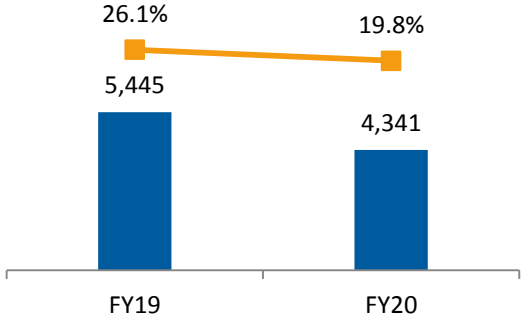


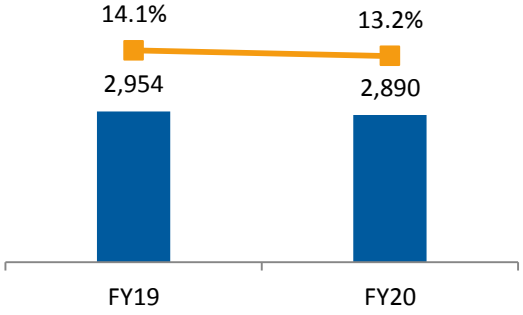
PAT & PAT Margin



FY20 YoY Analysis





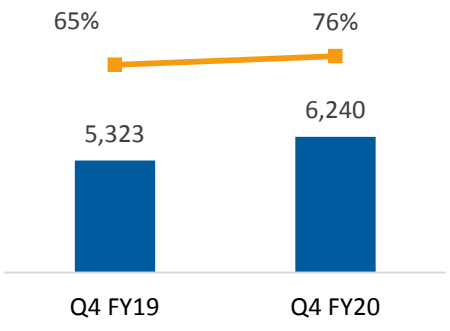


Q4 & FY20 Results: Pigments Business

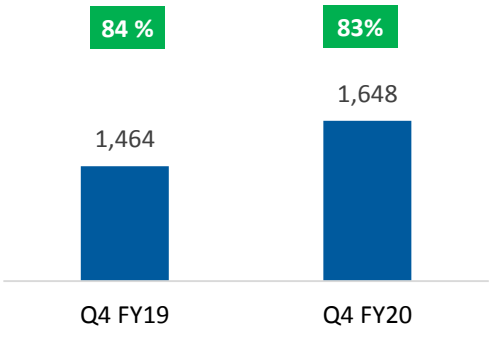
Rs Mn

Q4 FY20 YoY Analysis

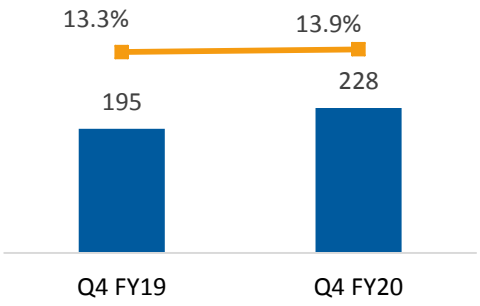
Production & Utilisation (%)



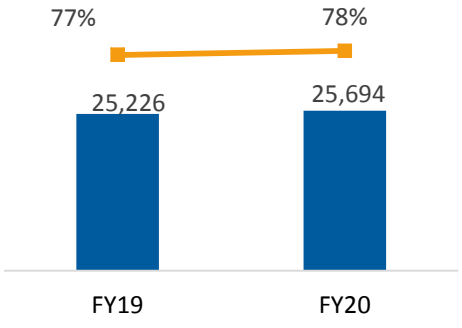
Net Sales (Rs Mn) & Exports*

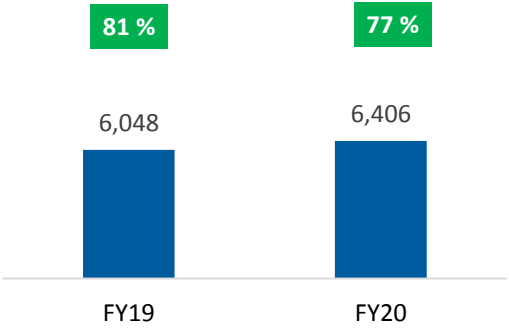


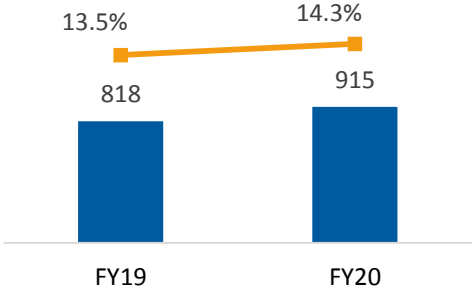
EBITDA (Rs Mn) & Margin (%)



FY20 YoY Analysis







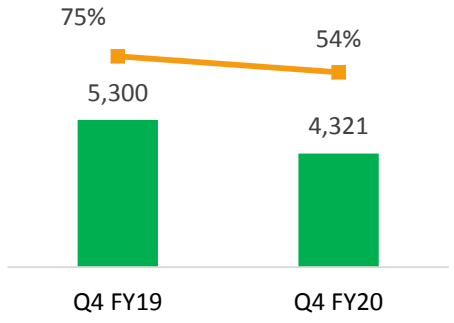
*Denotes Exports

Q4 & FY20 Results: Agrochemicals Business

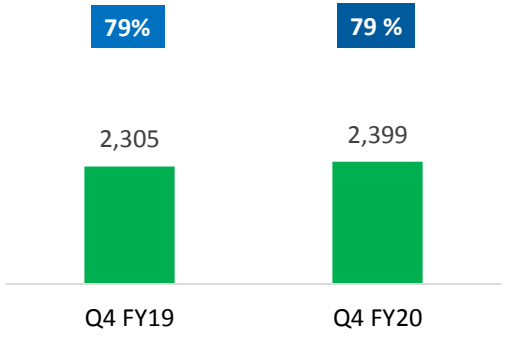
Rs Mn

Q4 FY20 YoY Analysis

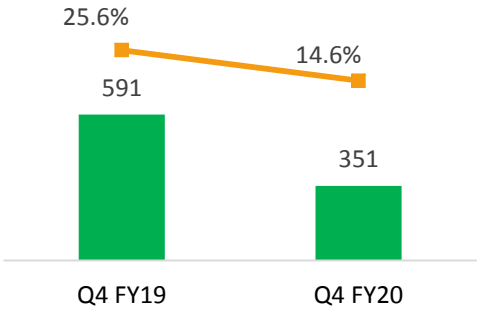
Production & Utilisation (%)



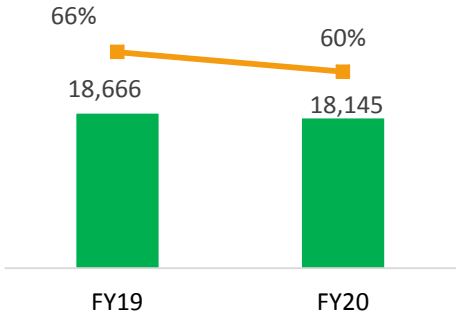
Net Sales (Rs Mn) & Exports*

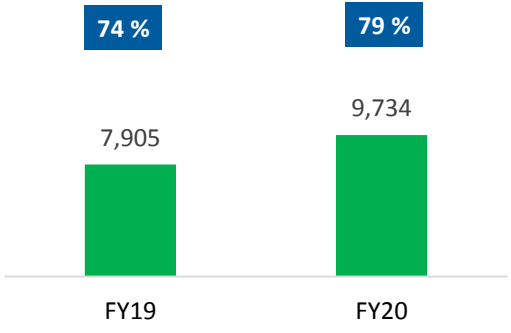


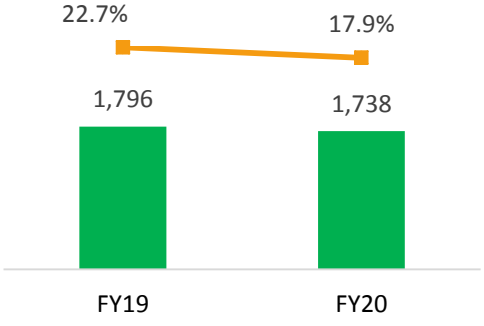
EBITDA (Rs Mn) & Margin (%)



FY20 YoY Analysis







*Denotes **Exports**

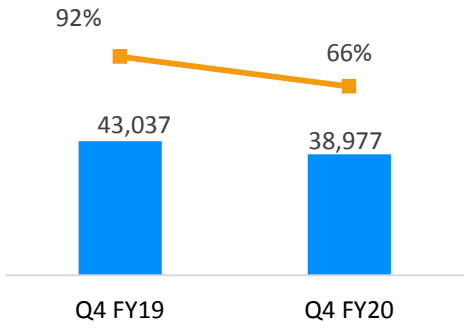
Q4 & FY20 Results: Chloro Alkali & its Derivatives Business

CHEMISTRY OF SUCCESS AT WORK

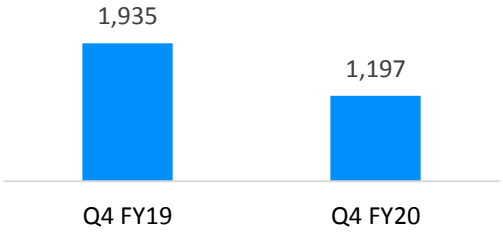
Rs Mn

Q4 FY20 YoY Analysis

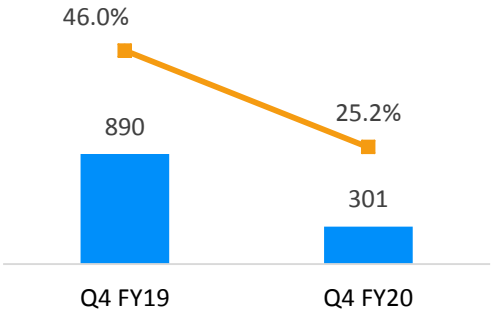
Production & Utilisation (%)



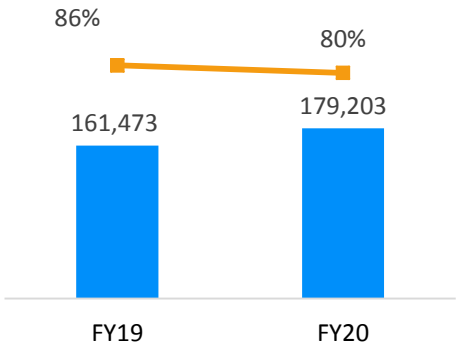
Net Sales (Rs Mn)

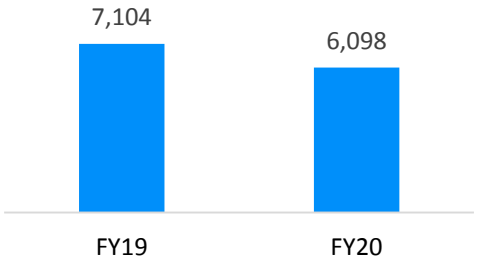


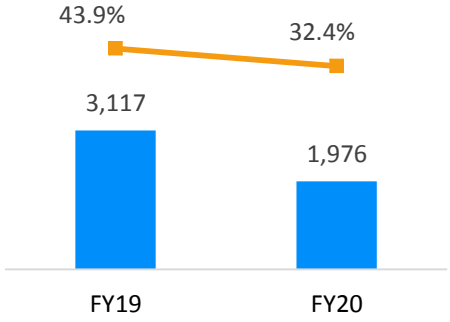
EBITDA (Rs Mn) & Margin (%)



FY20 YoY Analysis







Q4 & FY20 Results: Consolidated Profit & Loss Statement

Particulars (Rs. in Mn)	Q4 FY20	Q4 FY19	YoY%	FY20	FY19	*YoY%*
Revenue from Operations	5,204	5,577	-6.7%	21,912	20,880	4.9%
COGS	3,088	2,756	12.1%	12,388	10,330	19.9%
Gross Profit	**2,115**	**2,822**	**-25.0%**	**9,524**	**10,550**	**-9.7%**
Gross Margins %	***40.7%***	***50.6%***		***43.5%***	***50.5%***	
Employee Expenses	254	329	-22.8%	1,287	1,225	5.0%
Other Expenses	1,021	905	12.8%	3,896	3,880	0.4%
EBITDA	**840.4**	**1,587.4**	**-47.1%**	**4,341**	**5,445**	**-20.3%**
EBITDA Margin %	***16.2%***	***28.5%***		***19.8%***	***26.1%***	
Depreciation	223	239	-6.8%	886	973	-8.9%
EBIT	**617**	**1,348**	**-54.2%**	**3,455**	**4,472**	**-22.7%**
Finance Cost	157	182	-13.8%	426	560	-24.0%
Other Income	265	(22)	N.A.	561	332	69.0%
Exceptional Items	-	159	N.A.	-	159	N.A.
PBT	**725**	**986**	**-26%**	**3,590**	**4,086**	**-12%**
Taxes	155	215	-27.8%	700	1,132	-38.1%
PAT	**570.1**	**771.3**	**-26.1%**	**2,890**	**2,954**	**-2.2%**
PAT Margin %	***11.0%***	***13.8%***		***13.2%***	***14.1%***	
PAT after Minority	**513**	**665**	**-22.8%**	**2,401**	**2,513**	**-4.4%**
EPS	**2.02**	**2.61**	**-22.6%**	**9.44**	**9.88**	**-4.5%**

Consolidated Balance Sheet Statement

Particulars (Rs. in Mn)	Mar 20	Mar 19
Equity & Liabilities		
Share Capital	254	254
Reserves & Surplus	11,836	9,782
Shareholder's Funds	**12,091**	**10,036**
Minority Interest	**1,893**	**1,492**
Long-term borrowings	4,739	4,506
Deferred tax liabilities (Net)	345	504
Other long term liabilities	260	152
Non - Current Liabilities	**5,343**	**5,164**
Short-term Borrowings	1,870	2,019
Trade Payables	2,747	2,519
Other Current Liabilities	3,245	2,394
Current Tax Liabilities (Net)	181	141
Current Liabilities	**8,043**	**7,075**
Total Equity & Liabilities	**27,369**	**23,768**

Particulars (Rs. in Mn)	Mar 20	Mar 19
Assets		
Property,Plant & Equipment	9,064	7,250
Capital WIP	7,874	5,127
Intangible Assets	245	164
Financial Aseets	149	110
Other Non-current assets	270	399
Deferred Tax Assets (Net)	-	3
Non - Current Assets	**15,851**	**13,054**
Inventories	3,516	4,109
Trade Receivables	5,305	4,314
Cash & Cash Equivalents	92	1,347
Loans and advances	6	6
Other Current Assets	849	938
Current Assets	**9,768**	**10,714**
Total Assets	**27,369**	**23,768**

Current Operational Status during COVID-19

Segment	Pigments	Agrochemicals	Chlor Alkali & its Derivatives
Revenue impact due to COVID-19 during Q4 and FY20	250 mn	250 mn	200 mn
Current Capacity Utilization	55-60%	60-65%	65-70%

- ✓ The company's plants and offices are operational and functional in line with the Government's safety and security norms for COVID-19
- ✓ During the initial phase of lockdown, the Company's office and Plants were temporary closed for 2 weeks as per the government directives
- ✓ Expects the overall capacity utilization to return to normalcy by Q2 2020

Business Continuity update

Raw Material	• Dependency on China is minimal and availability from China is normal • Benefit of reduction in Raw Material price due to weakness in crude prices and lower capacity utilisation by end user industry due to Covid-19 • Total Raw Material import is 10-12% of top-line
Demand/Pricing	• **Agro:** Products in demand, Stable Prices except for a few molecules, benefitting from currency devaluation • **Pigments:** Prices stable despite due to slow demand and expects to gain from falling crude linked RM prices • **Chloro-Alkali:** Witnessing good demand in Agro & Pharma segment while in other industry demand is picking up slowly and ECU realisation is stable Benefit from forward integration i.e Chloromethane & Agro
Current Capacity Utilization	• Experienced logistic issues during initial lockdown period • Impacted due to unavailability of Manpower and Transportation

Discussion Summary

Q4 and FY20 Results Update

About Us

Business Overview

Strategy & Outlook

Financial Overview

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

- 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
- Announcement for setting up new Epichlorohydrin Plant (Capacity- 50,000 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

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

Discussion Summary

Q4 and FY20 Results Update

About Us

Business Overview

Strategy & Outlook

Financial Overview

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

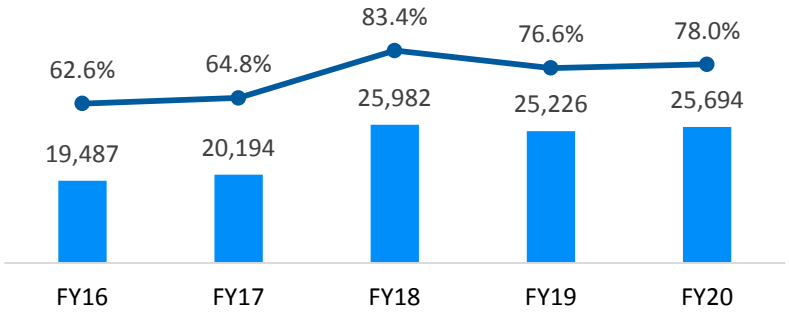
Upstream product:
Sold to other pigments manufacturers

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

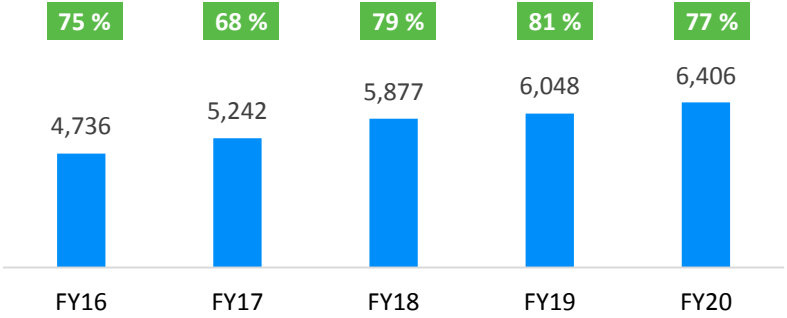
End products: Sold to industrial users
Robust demand due to multiple applications - printing inks, plastics, paints, coatings, textiles, leather, paper and rubber

Pigments Business: Operational Overview

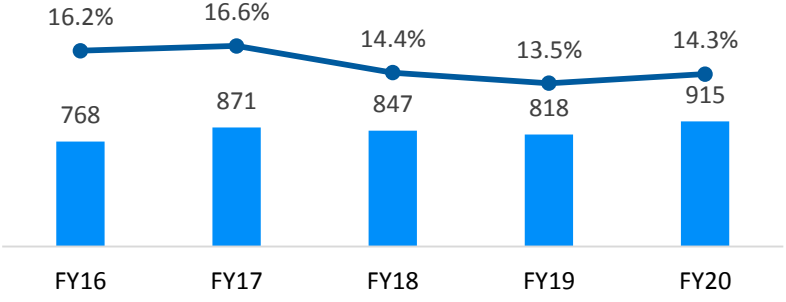
Production (MT) & Capacity Utilisation (%)



Net Sales & Exports* (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)



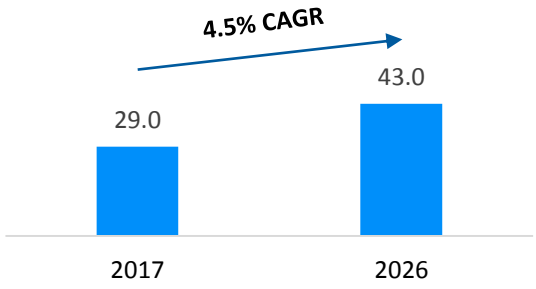
*Denotes Exports

Pigments Business: Industry Overview

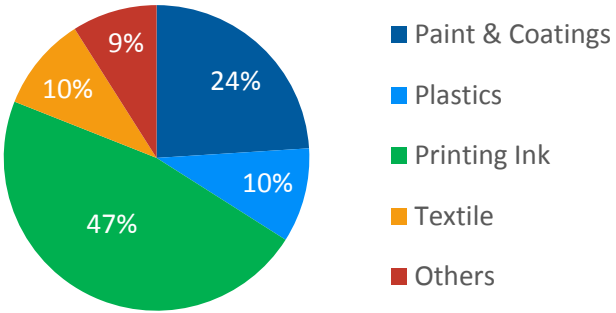
Global Pigments Market

- 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 2.0 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

↓

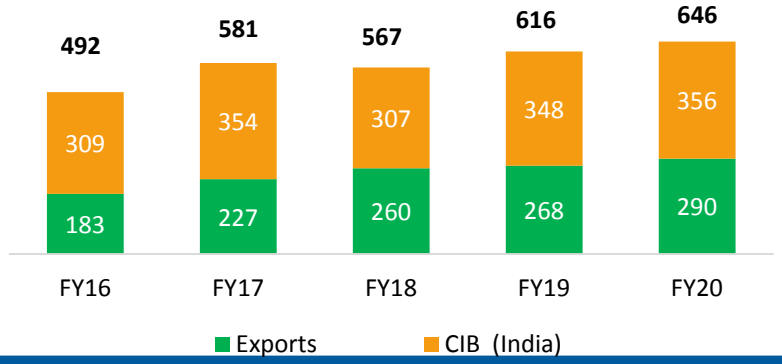
Pesticide Formulations

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

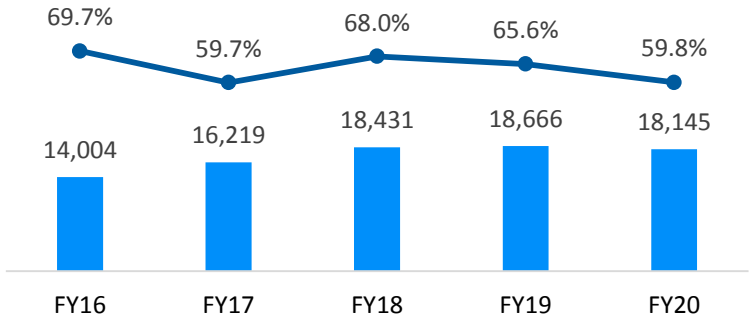
Branded Agrochemical Formulations

Agrochemicals Business: Operational Overview

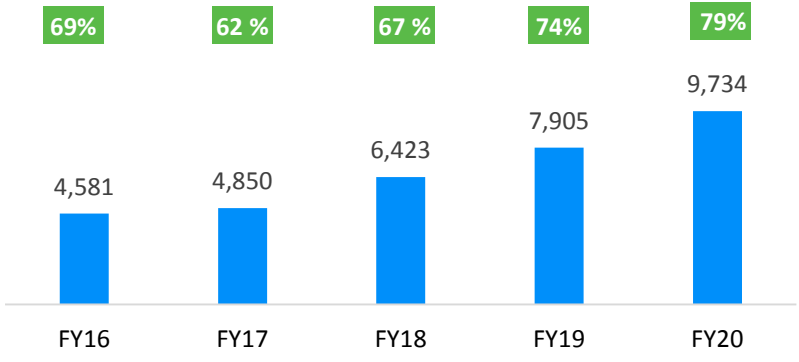
Registrations Base



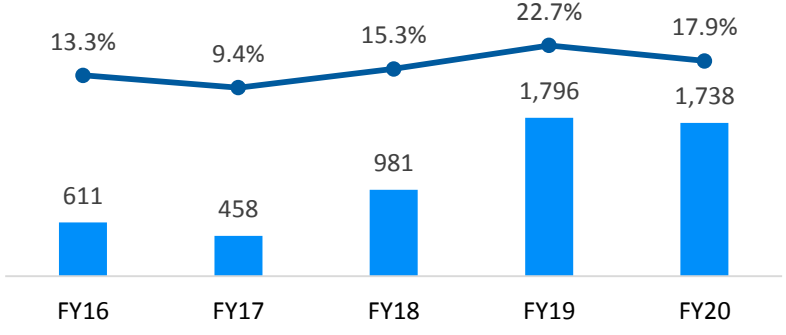
Production (MT) & Capacity Utilisation (%)



Net Sales and Exports* (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)



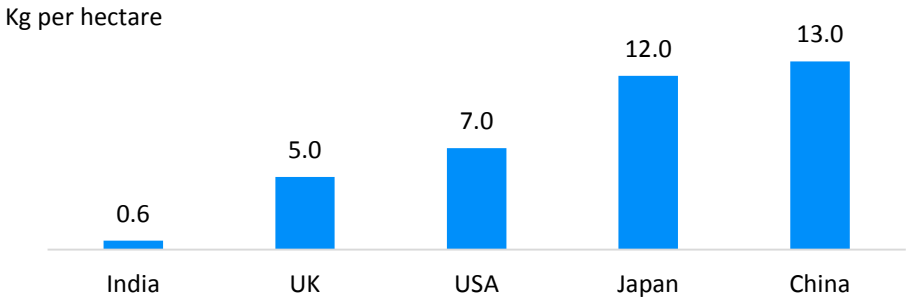
*Denotes Exports

Agrochemicals Business: Crop-protection Industry Overview

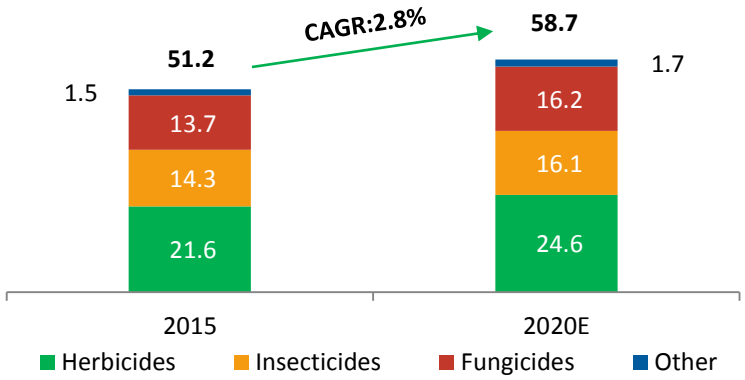
Global Crop Protection Market

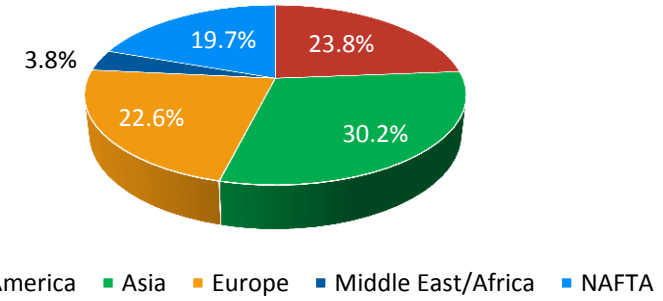
- The global crop protection market is set to grow steadily to reach USD 58.7 Bn by 2020
- Key drivers - growing population, declining arable land & rising pest concerns
- Products worth ~USD 3 Bn to go off-Patent over 2017-20, gives strong opportunity to generic agrochemical players
- India is the 4th 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**

Rs 7.6 Bn Capex Plan:

- Chloromethane (CMS) project of 50,000 MTPA (commenced in July 2019)
  - Produce Methylene Dichloride, Chloroform and Carbon Tetra Chloride
- Expansion of Caustic Soda capacity to **2,94,000 MTPA** (operational by Q1FY21) and CPP capacity to **96 MW** (operational by Q1FY21)
- Hydrogen Peroxide capacity of 60,000 MTPA (operational by Q2FY21)

Rs 2.75 bn Additional Capex:

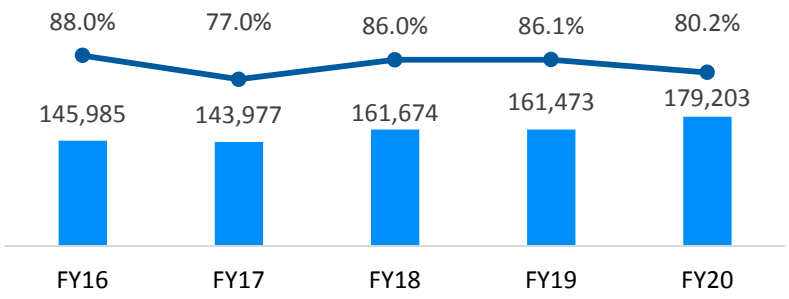
- Epichlorohydrin (ECH) project of 50,000 MTPA (operational by Q4FY22)

New Investment in Chlorinated Polyvinyl Chloride Resin (CPVC) Project:

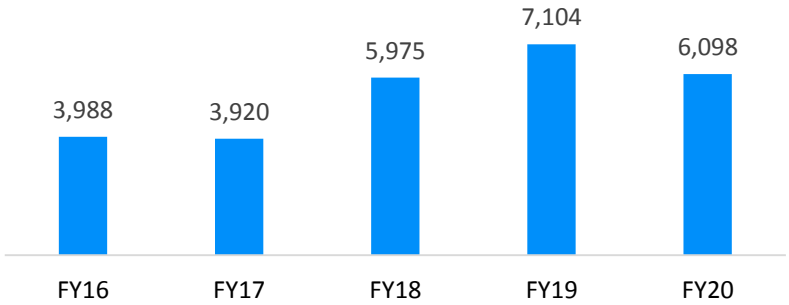
- Announced to set up new CPVC resin project of 30000 MTPA which is expected to be operational by Q3 FY23)
- **The expansion will be margin accretive at company level due to higher EBITDA margins in the basic chemicals business**

Chloro-Alkali & its Derivatives Business: Operational Overview

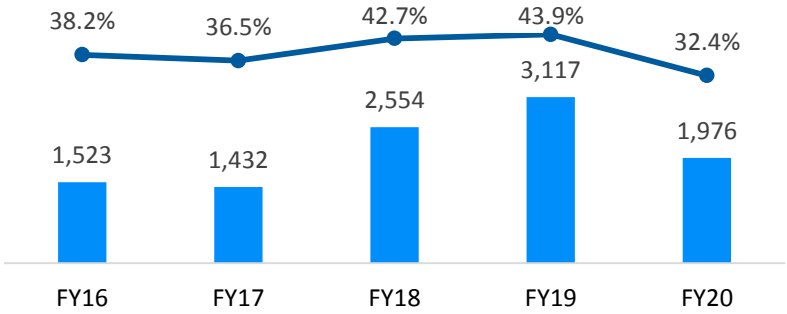
Production (MT) & Capacity Utilisation (%)



Net Sales (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)

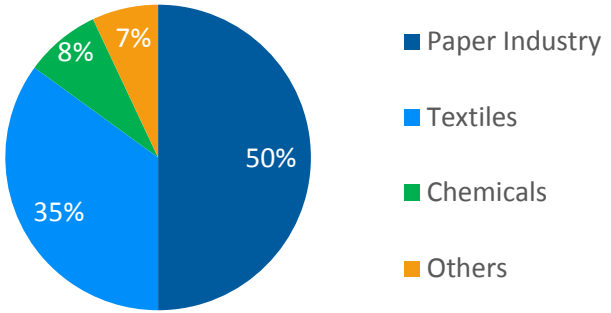


Chloro-Alkali & its Derivatives Business: Industry Overview

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

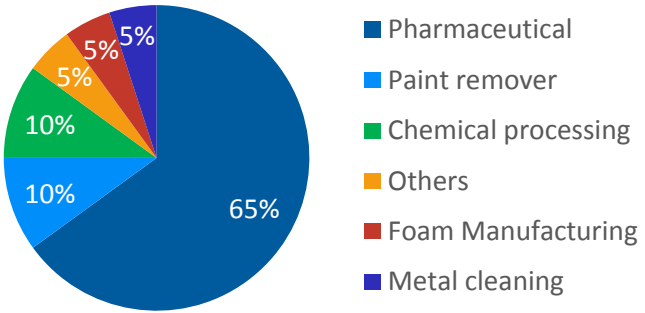
Domestic Hydrogen Peroxide (H2O2) Market Size : Rs. 8.5 bn (FY20)



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

Q4 and FY20 Results Update

About Us

Business Overview

Strategy & Outlook

Financial Overview

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

- 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 2.0 Bn (Q4 FY22)
- Expand branded products portfolio

- 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 phase 1 capex, Rs 2.75 bn for manufacturing Epichlorohydrin (ECH) and new investment for CPVC provides a solid revenue growth visibility over coming years
- Continue to leverage the market leadership position and capitalise on domestic market demand
- Added capex likely to take the share of value added products to 57% by FY24

Agrochemicals: Capex Plan

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)	200	Q4 FY 22	400
Total	352		750

Chloro-Alkali & its Derivatives: Capex Plan

Ongoing projects: Rs 7.6 Bn

Project	Capacity	Expected date of Completion	Expected Revenue (Rs Crs)
Caustic Expansion	140 K TPA	Q1 FY 21	300
CPP Exp	36 MW	Q1 FY 21	
CMS	50 K TPA	Commissioned in July 19	160
Hydrogen Peroxide	60 K TPA	Q2 FY 21	150
Total			610

Chloro-Alkali & its Derivatives: Capex Plan

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.

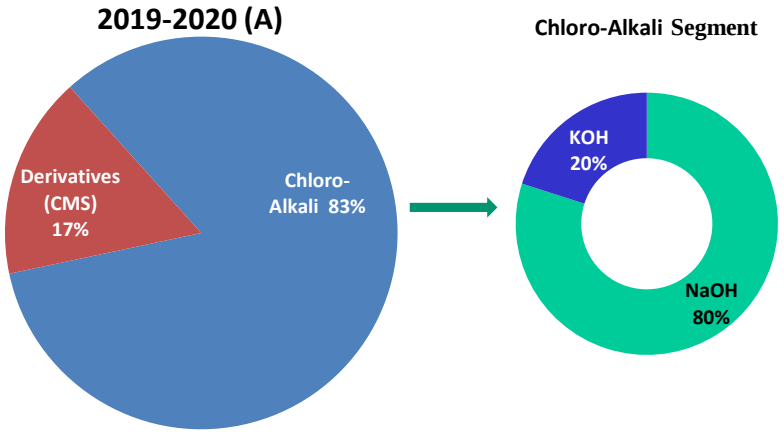
Meghmani's ECH USP

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

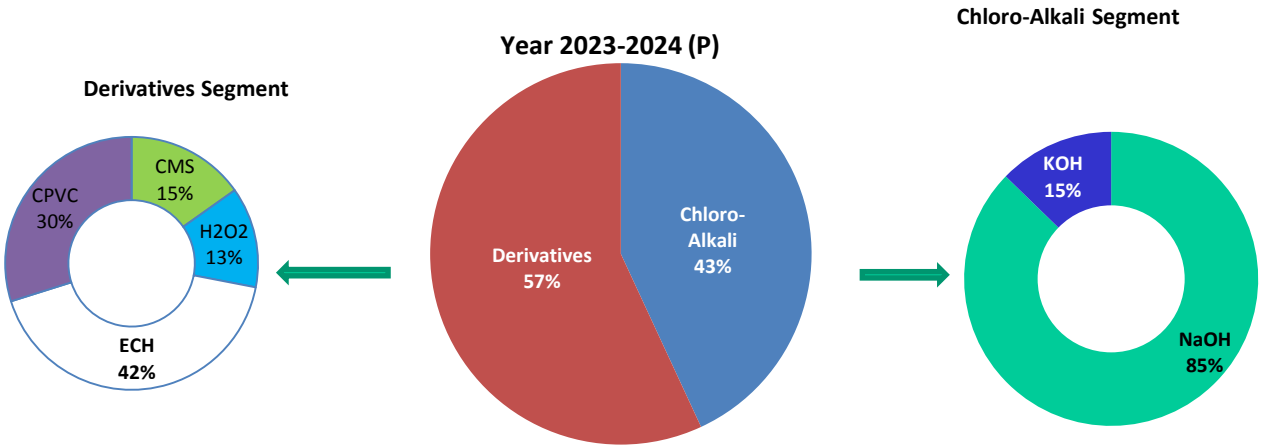
Meghmani's CPVC Resin USP

- 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)



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



Discussion Summary

Q4 and FY20 Results Update

About Us

Business Overview

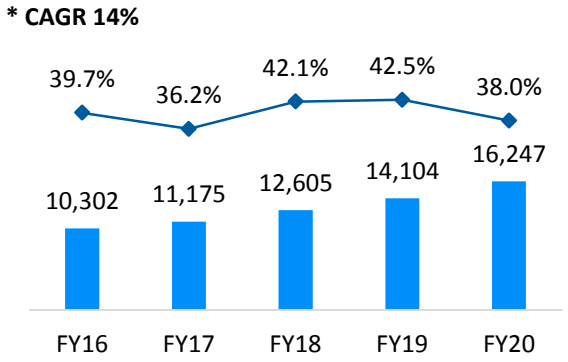
Strategy & Outlook

Financial Overview

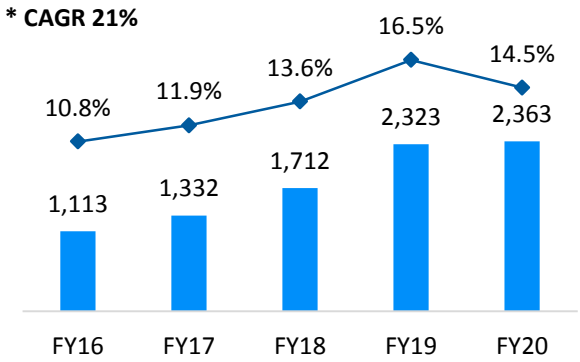
Standalone Financial Snapshot

Rs Mn

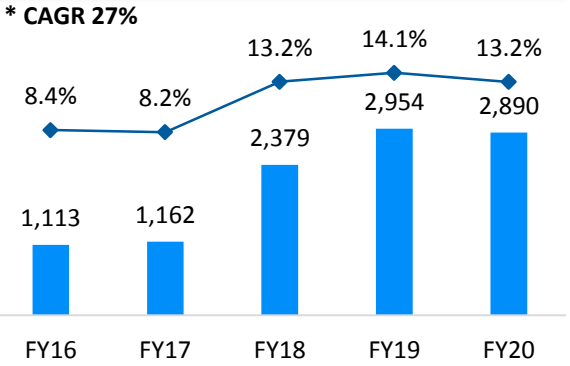
Revenues ^ & Gross Margin



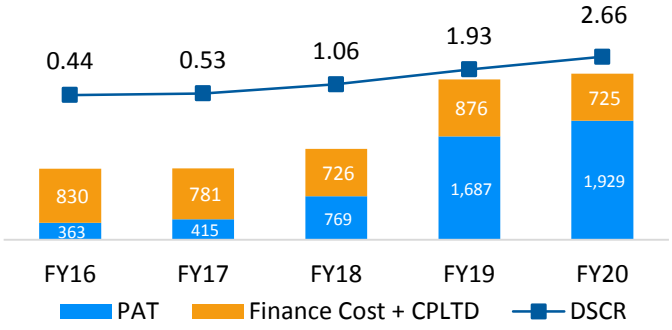
EBITDA & EBITDA Margin



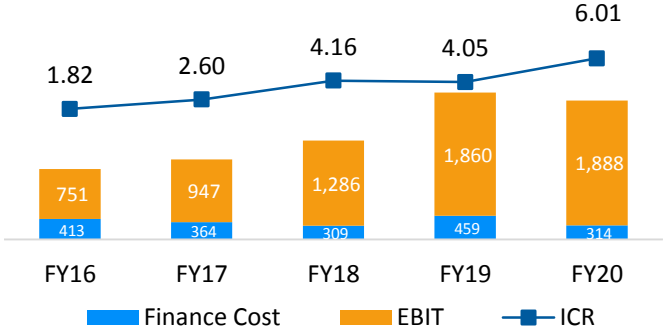
PAT & PAT Margin



Debt Service Coverage Ratio (DSCR)



Interest Coverage Ratio (ICR)



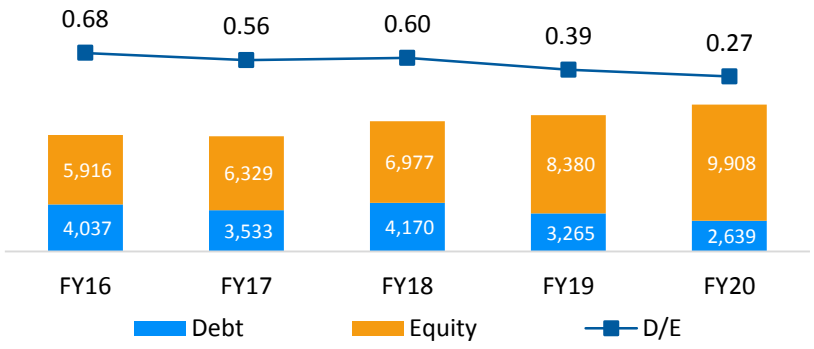
^ P&L for FY16 – 20 are IND-AS

** CAGR calculated for FY16-20*

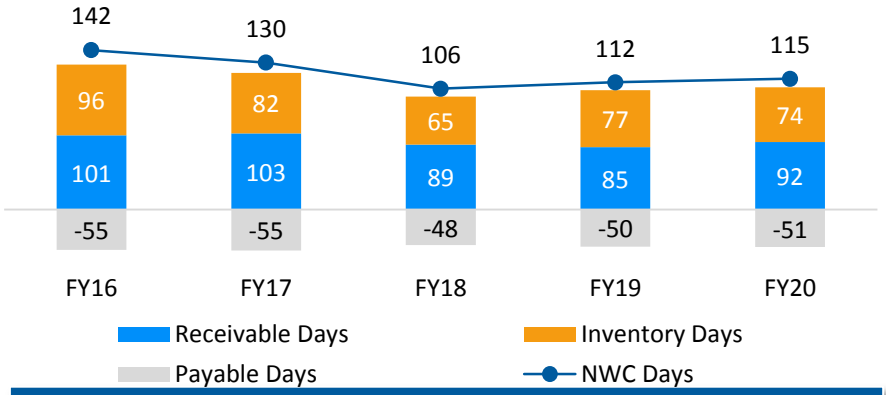
Standalone Financial Snapshot

Rs Mn

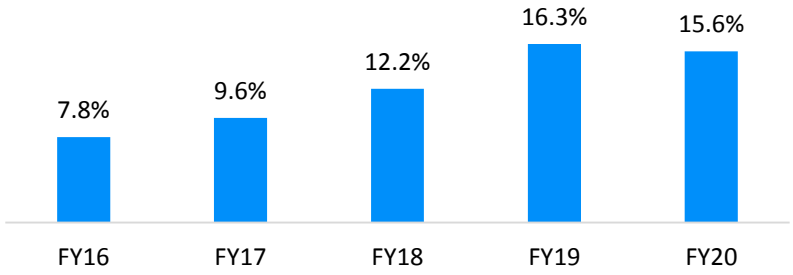
Leverage Analysis



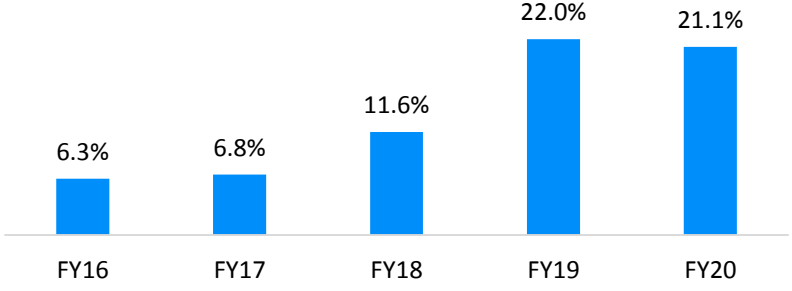
Working Capital Analysis *



Return on Capital Employed



Return on Equity

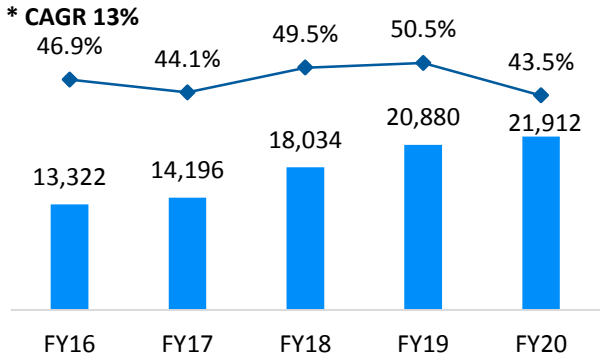


** Calculated on Net Sales, ROCE = EBIT / Average Capital Employed (Debt + Equity + Minority Interest), ROE = PAT / Average (Equity + Minority Interest)*

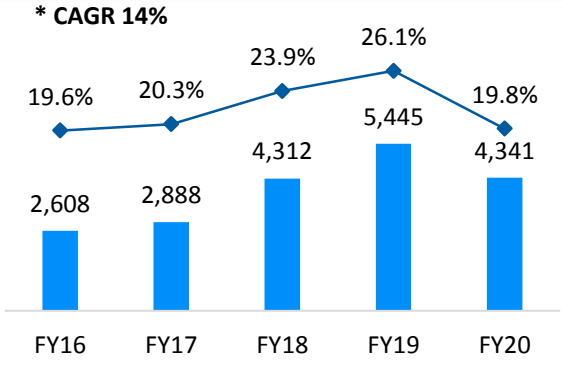
Consolidated Financial Snapshot

Rs Mn

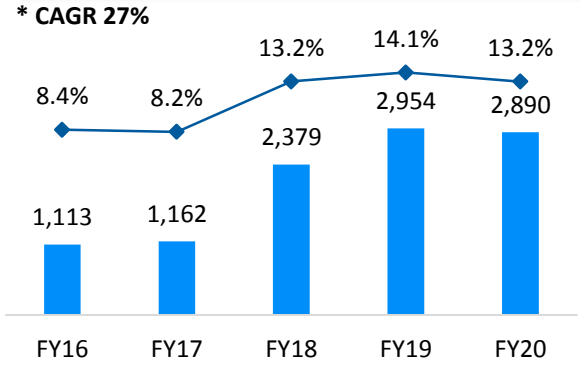
Revenues ^ & Gross Margin



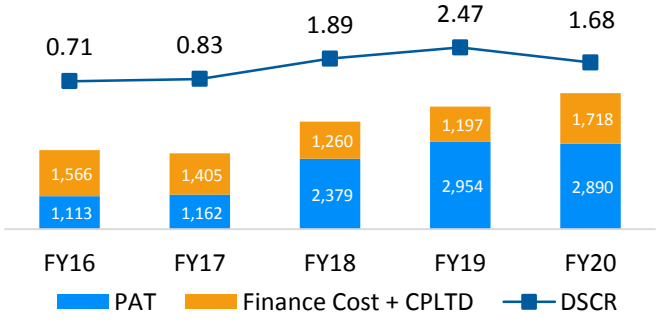
EBITDA & EBITDA Margin



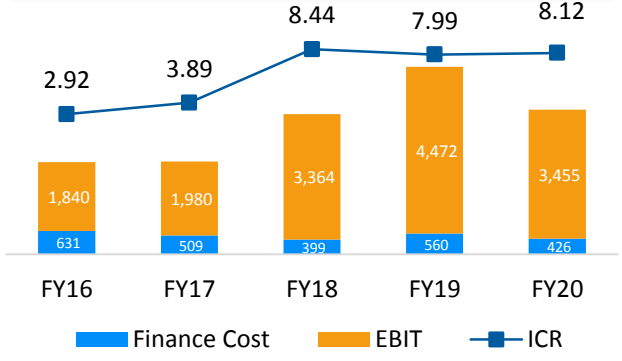
PAT & PAT Margin



Debt Service Coverage Ratio (DSCR)



Interest Coverage Ratio (ICR)



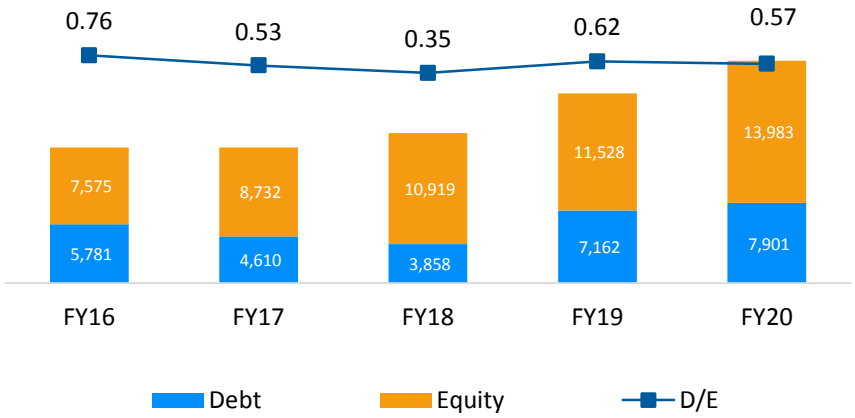
^ P&L for FY16 – 20 are IND-AS

* CAGR calculated for FY16-20

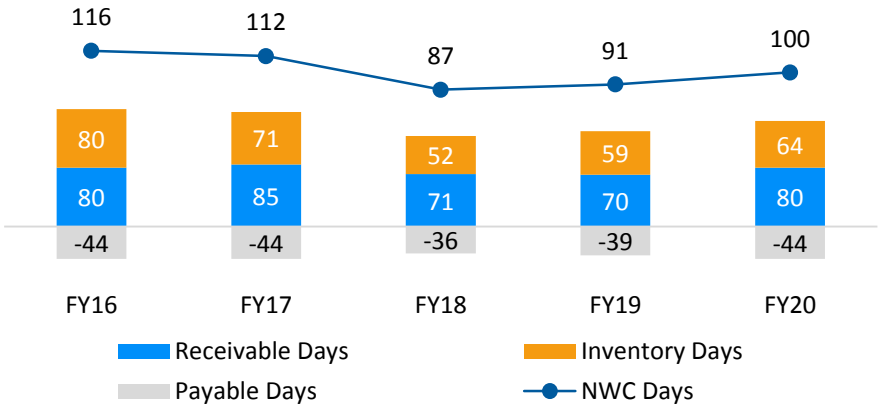
Consolidated Financial Snapshot

Rs Mn

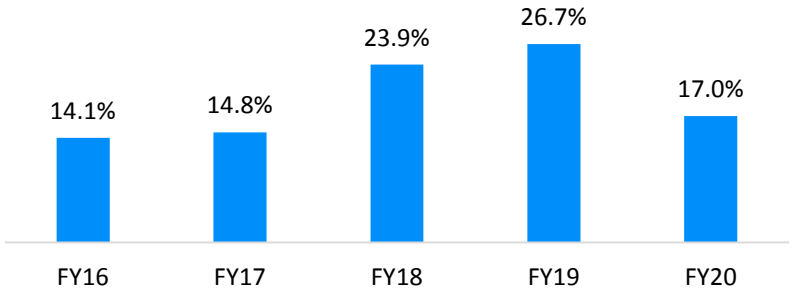
Leverage Analysis



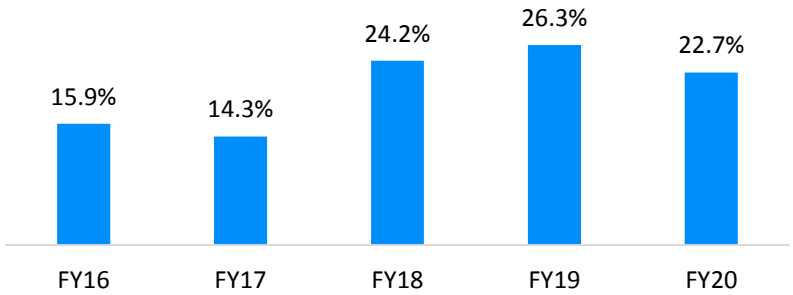
Working Capital Analysis *



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)*

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

Gurjant Singh Chahal, CFO

Email: ir@meghmani.com
Phone: +91-79717 61000

DICKENSON

Hiral Keniya / Vikash Verma
IR Consultant
Contact: 90296 62801 / 96640 09029
Email: meghmani@dickensonworld.com