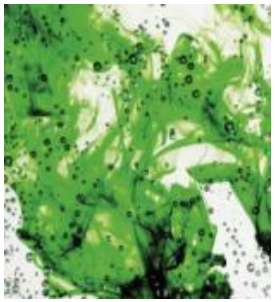
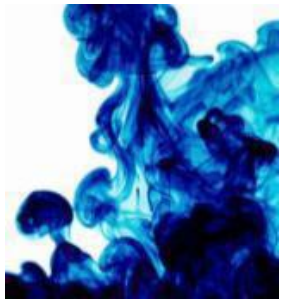
CHEMISTRY OF SUCCESS AT WORK




Meghmani Organics Limited (MOL)



Q4 & FY15 Investor Presentation

June 2015

MOL – Diversification across products and geographies

Established as a leading diversified chemical company, exporting to 75 countries and servicing 400+ marquee clients

Pigments

~7% global market share in phthalocyanine pigment industry

Agrochemicals

Leading player exporting to key markets with 215 export registrations; 400 registrations in pipeline; 247 CIB registrations; 27 registered trademarks

Basic Chemicals

High growth with 19% CAGR (FY11-15)

Drivers in place to fuel the next phase of growth. . . .

- Invested Rs 5.57 bn in last 5 yrs; current capacity can ramp up the revenue up to Rs 20 bn
- Focusing on value added offerings in Pigments (Beta Blue) and Agrochemicals (branded agro products)
- Diversifying into Caustic Potash with an investment of Rs 650 mn
- Set to monetize the CRAMS opportunity in Agrochemicals

FY15 – Key Highlights

Net sales up 10% YoY driven by Basic Chemicals and Agrochemicals

- Consolidated net sales up 10% YoY to reach Rs 12,678 mn in FY15 driven by growth in Basic Chemicals (24% YoY) and Agrochemicals (10% YoY)
- EBITDA up 4% YoY to reach Rs 2,031 mn in FY15
- PAT up 92% YoY to reach Rs 439 mn in FY15

Strengthened balance sheet with reduction in debt and efficiency in working capital management

- Debt reduced by Rs 1,108 mn bringing down D/E to 1.2x in FY15 compared with 1.5x in FY14
- Working capital cycle reduced from 100 days in FY14 to 86 days in FY15 due to reductions in inventories and debtors

New Caustic Potash facility at Dahej with capacity of 60 TPD and investment of Rs 650 mn financed through internal accruals expected to commence production by Dec 2015

CHEMISTRY OF SUCCESS AT WORK

Financial Performance

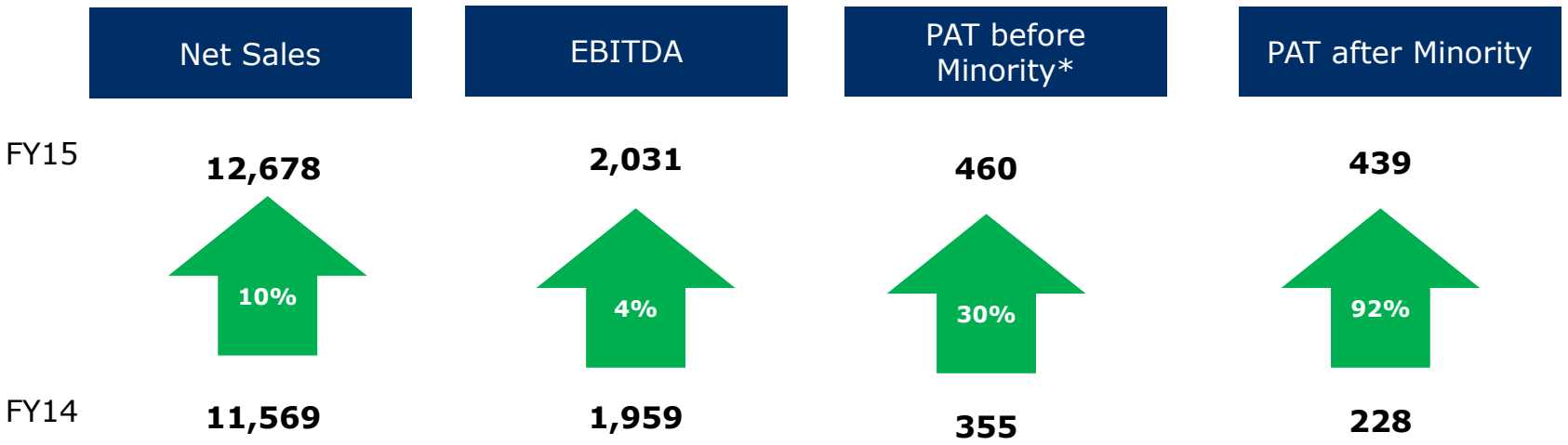
Segmental Overview

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FY15 (Consolidated): Net sales up 10% YoY with significant expansion in PAT

Consolidated, Figures in Rs Million



- Net sales up 10% YoY to reach Rs 12,678 mn in FY15 driven by growth in Basic Chemicals (24% YoY) and Agrochemicals (10% YoY)
- EBITDA for the year up 4% YoY at Rs 2,031 mn with EBITDA margin at 16.0% (vs 16.9% in FY14)
  - Margins impacted by 25% YoY increase in personnel cost due to salary cost of Dahej SEZ unit and Basic Chemicals which was being capitalized until last year as the plant was under implementation
- PAT before minority interest up 30% to reach Rs 460 mn because of lower tax expenses as a result of availing MAT credit entitlements
- PAT for the year up 92% to reach Rs 439 mn driven by decrease in minority interest from Rs 127 mn in FY14 to Rs 21 mn in FY15 due to distribution of interim dividend by a substantial subsidiary

** Minority interest refers to the portion of subsidiary's stock not owned by MOL*

FY15: Reduction in debt by Rs 1,108 mn bringing down D/E to 1.2x

Consolidated, Figures in Rs Million

	Debt*	D/E	Cash Conversion Cycle (days)
FY14	**7,544**	**1.5x**	**100**
FY15	**6,436**	**1.2x**	**86**

- Debt reduced by Rs 1,108 mn due to repayments in both long-term (including Rs 500 mn of non-convertible debentures) and short-term borrowings
  - Reduction of D/E ratio of 1.2x in FY 15 compared to 1.5x in FY14
- Working capital cycle reduced from 100 days in FY14 to 86 days in FY15
  - Working capital reduced during the year due to substantial reduction in receivables and inventory with strengthening of systems and processes
  - Improvement in liquidity helped to purchase raw materials at competitive prices by reducing credit period judiciously

** Includes long term debt, short term debt and current maturities of long term debt*

CHEMISTRY OF SUCCESS AT WORK

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Basic Chemicals fuelling growth

Consolidated, Figures in Rs Million

Breakup of Net sales

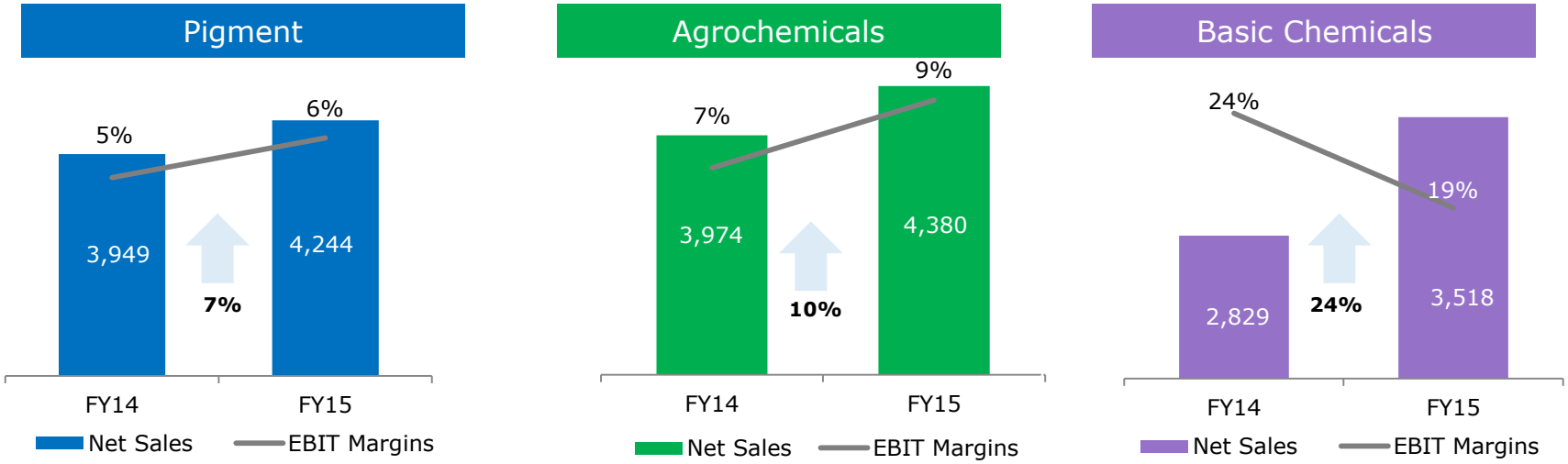


- Basic Chemicals increased by 24% YoY, driven by increase in production capacities from 340 TPD to 476 TPD from July 2014
- Agrochemicals business grew at 10% driven both by increase in volumes and improvement in sales realizations
- Pigment business grew at 7% due to rationalized product mix with the commissioning of the new SEZ facility
- Other segment decreased by 16% due to strategic decision of the company to focus more on the higher value manufacturing activities

Note: Net sales break-up includes intersegment revenues of Rs 860 mn in FY15 and Rs 842 mn FY14
Others business segment includes merchant trading

Margins by segment

Consolidated, Figures in Rs Million



- Net sales from Pigment business increased to Rs 4,244 mn in FY15, up 7% YoY
  - Major contribution from Dahej SEZ unit which operated at a reasonable scale for the first time
  - Margins also improved due to rationalization of the product mix with commissioning of the new SEZ unit
- Net sales from Agrochemicals increased to Rs 4,380 mn in FY15, up 10% YoY
  - Driven by increase in production volumes and sale realisations of MPB, Profenophos and Permethrin
- Net sales from Basic Chemicals increased to Rs 3,518 mn in FY15, up 24% YoY
  - Growth driven by increase in production capacities from 340 TPD to 476 TPD from July 2014
  - However margins impacted due to imposition of electricity duty on captive power plant with exemption period getting over

Note: Net sales by segments includes intersegment sales

Net sales breakup by geography

Consolidated, Figures in Rs Million

Breakup of Net sales by Geography



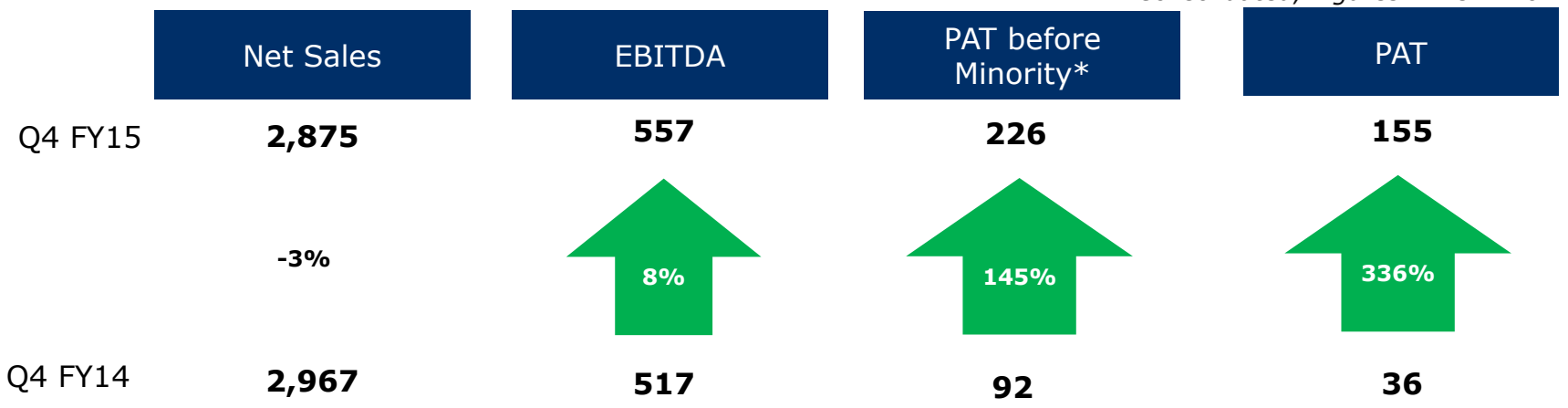
Segmental breakdown

	FY15		FY14	
	Exports	**Domestic**	**Exports**	**Domestic**
Pigment	79%	21%	78%	22%
Agrochemicals	71%	29%	74%	26%
Basic Chemicals	1%	99%	1%	99%
Others	95%	5%	95%	5%
Total	**57%**	**43%**	**62%**	**38%**

- Domestic business increased by 22% in FY15 driven by:
  - Growth in Basic Chemicals business
  - Growth in Domestic Agrochemical business (26% growth)
- Exports business increased by 2% driven by 11% growth in exports of Pigment division

Q4 FY15: Expansion in margins despite flat revenue performance

Consolidated, Figures in Rs Million



- Net sales down 3% YoY at Rs 2,875 mn in Q4 FY15
  - Unit II & Unit III of Agro Division were under maintenance and effluent treatment overhaul for about a month impacting revenues
- EBITDA for the quarter up 8% YoY at Rs 557 mn with EBITDA margin increasing to 19.4% in Q4 FY15 from 17.4% in Q4 FY14
  - Decrease in other expenditure as % of sales to 20.7% in Q4 FY15 from 23.0% in Q4 FY14 partially offset by increase in employee costs (6.4% in Q4 FY15 vs 5.4% in Q4 FY14)
- PAT before minority up 145% at Rs 226 mn driven by decrease in interest charges, increase in other income and MAT credit entitlement
- PAT after minority up 336% at Rs 155 mn in Q4 FY15 against PAT of Rs 36 mn in Q4 FY14

** Minority interest refers to the portion of subsidiary's stock not owned by MOL*

Financial Performance

Segmental Overview

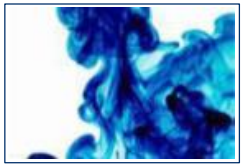
Company Overview

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MOL: a de-risked business model

- **Leading diversified chemical company**
- **Diversified across product segments and geographies**
- **Vertically integrated facilities**
- **Robust plan for next phase of growth**

Leading diversified chemical company



Leading global player in phthalocyanine pigment industry

- ~7% global market share; amongst top 3 global blue pigment players
- Servicing marquee clientele with strong presence and dealer network spread across North America, South America, Asia & Europe



Agrochemicals product offering encompasses the entire value chain

- Encompassing intermediate, technical grade & formulations (bulk & branded)
- Competitive advantage via 215 export registrations; 400 registrations in pipeline; 247 CIB registrations; 27 registered trademarks



Basic Chemicals segment witnessing robust growth rate

- Grew at 19% CAGR (FY11-15); contributing 26% to net sales in FY15
- Fourth largest Caustic-Chlorine flakes capacity in India
- Strategic facility location at Dahej – proximity to raw material and customers



Truly Global Indian company with strategic manufacturing locations

- Serving 400 global customers across 75 countries
- Extensive network of 70 overseas distributors
- 57% of consolidated net sales from exports



Capacity in place to fuel the next phase of growth

- Invested Rs 5.57 bn in last 5 yrs; currently setting up a Caustic Potash plant with Rs 650 mn investment to be financed from internal accruals
- Current capacity can ramp up the revenue up to Rs 20 bn



Financial performance at an inflexion point

- Net sales grew at 10% in FY 15
- Maintained average EBITDA margin of ~16% in last 5 years despite subdued market conditions

Diversified across product segments and geographies

	Pigment	Agrochemicals	Basic Chemicals
Established in	 *Since 1986*	 *Since 1995*	 *Since 2009*
Installed Capacity	Total: 31,140 MTPA Dahej: 10,800 MTPA Panoli: 17,400 MTPA Vatva: 2,940 MTPA	Total: 19,200 MTPA Dahej: 8,940 MTPA Panoli: 3,600 MTPA Ankleshwar: 6,660 MTPA	Total: (Dahej): 1,66,600 MTPA
Backward Integration	In-house production of CPC Blue - used to manufacture Pigment Green and Pigment Blue	In-house production of intermediates and technical grade - used to manufacture formulations (Bulk and Brand)	In-house captive power plant of 60MW supplying to the Caustic-Chlorine plant
Strengths	▪ **Market leadership** in Blue Pigment with ~7% global market share ▪ **Global presence** with ~80% of Pigment revenue from exports ▪ **Long term client relationships** with 90% business from repeat clients	▪ **Owns registrations that takes 1-3 year to obtain** ▪ **Global client base** with ~70% business from exports ▪ **Well known brands** such as Megastar, Megacyper, Megaban, Synergy, Courage	▪ **Fourth largest Caustic-Chlorine flakes capacity in India** ▪ **Latest fourth generation membrane cell technology** imported from Asai Kasai, Japan ▪ **Strategically located facility**

Vertically integrated facilities

Pigment

CPC Blue → **Upstream product:** Sold to other pigment manufacturers

Pigment Green, Pigment Blue → **End products:** Sold to industrial users i.e. inks, paint and plastic manufacturers

Basic Chemicals

60 MW Power Plant → Caustic-Chlorine Plant → **End products:** Sold to industrial users i.e. pharmaceutical, soap, detergent, PVC, chemical and textile manufacturers

Agrochemicals

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 and directly to farmer societies

Robust plan for next phase of growth

Pigment

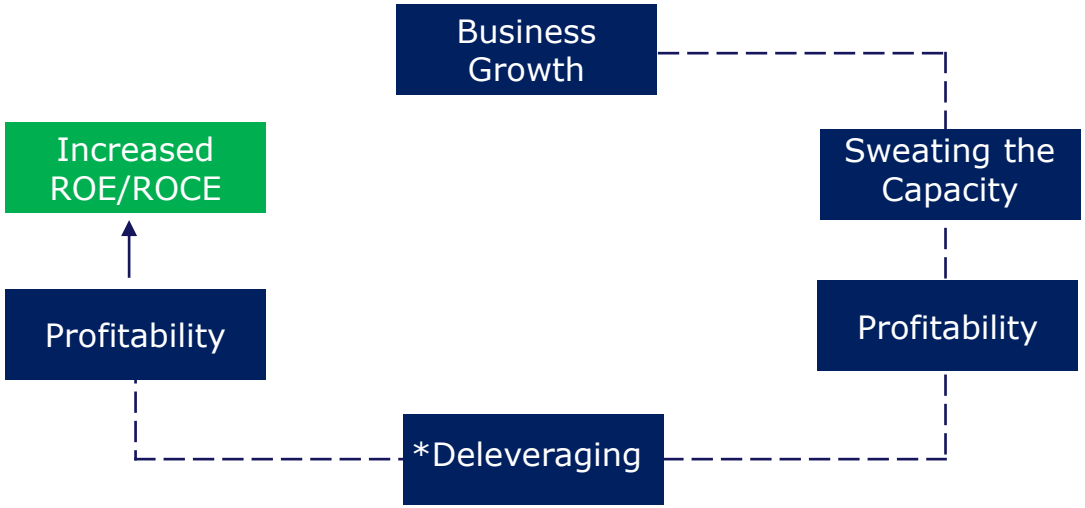
- Increase export revenue from untapped markets such as Japan
- Expand value added product offerings like Beta Blue 15.4
- Focus on the higher margin paint & plastic market

Agrochemicals

- Increase exports and harvest CRAMS opportunity ; 400 registration in process stage
- Increase branded revenue to Rs 2.5 bn in 2-3 years; initiated marketing & field activities

Basic Chemicals

- Diversifying into Caustic Potash with investment of Rs 650 mn to be financed from internal accruals
- Economies of scale due to ready infrastructure, shared manpower and utilities



- No additional/major capex required in the next 2 years
- Sweating of capacity – increasing utilization at existing plants
- Cost reduction initiatives
- Focus on health, safety, environmental parameters

**Plan to reduce debt by Rs 2.25 by March 2017*

Financial Performance

Segmental Overview

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P&L statement

Figures in Rs Million

	Consolidated								Standalone		
Particulars (In Rs Mn)	**Q4 FY15**	**Q4 FY14**	**YoY (%)**	**Q3 FY15**	**QoQ (%)**	**FY15**	**FY14**	**YoY (%)**	**FY15**	**FY14**	**YoY (%)**
Net sales / income from operations	2,875	2,967	**-3%**	2,958	-3%	12,678	11,569	10%	9,219	8,720	6%
Other Operating Income	75	65	15%	81	-7%	264	214	23%	263	213	24%
Total Income from Operations	**2,950**	**3,032**	**-3%**	**3,039**	**-3%**	**12,942**	**11,783**	**10%**	**9,482**	**8,933**	**6%**
Total Expenditure	**2,393**	**2,515**	**-5%**	**2,626**	**-9%**	**10,911**	**9,825**	**11%**	**8,483**	**8,160**	**4%**
Consumption of Raw Material	1,614	1,674	-4%	1,817	-11%	7,640	6,913	11%	5,813	5,658	3%
Personnel Cost	185	160	16%	186	-1%	725	582	25%	544	428	27%
Other Expenditure	594	682	-13%	623	-5%	2,545	2,329	9%	2,126	2,075	2%
EBITDA	**557**	**517**	**8%**	**413**	**35%**	**2,031**	**1,959**	**4%**	**998**	**772**	**29%**
Depreciation & Amortisation	198	198	0%	191	4%	747	802	-7%	350	313	12%
EBIT	**358**	**319**	**12%**	**222**	**62%**	**1,284**	**1,156**	**11%**	**648**	**459**	**41%**
Interest & Finance Charges	161	236	-32%	211	-23%	746	676	10%	477	350	36%
Other Income	30	20	55%	7	336%	64	61	5%	186	42	344%
PBT before exceptional items	**227**	**102**	**122%**	**18**	**NM**	**602**	**542**	**11%**	**358**	**151**	**137%**
Exceptional items	2	-	NM	-	NM	2	-	NM	35	-	NM
PBT	**225**	**102**	**120%**	**18**	**NM**	**600**	**542**	**11%**	**322**	**151**	**114%**
Tax Expense	(1)	5	-116%	99	-101%	140	182	-23%	60	30	102%
PAT (From ordinary activities)	**226**	**97**	**132%**	**(81)**	**NM**	**460**	**360**	**28%**	**262**	**121**	**117%**
Extraordinary items	-	5	NM	**-**	NM	-	5	-100%	-	5	-100%
PAT	**226**	**92**	**145%**	**(81)**	**NM**	**460**	**355**	**30%**	**262**	**116**	**126%**
Minority Expense	71	57	24%	(36)	NM	21	127	-83%	-	-	NM
PAT after Minority	**155**	**36**	**336%**	**(46)**	**NM**	**439**	**228**	**92%**	**262**	**116**	**126%**

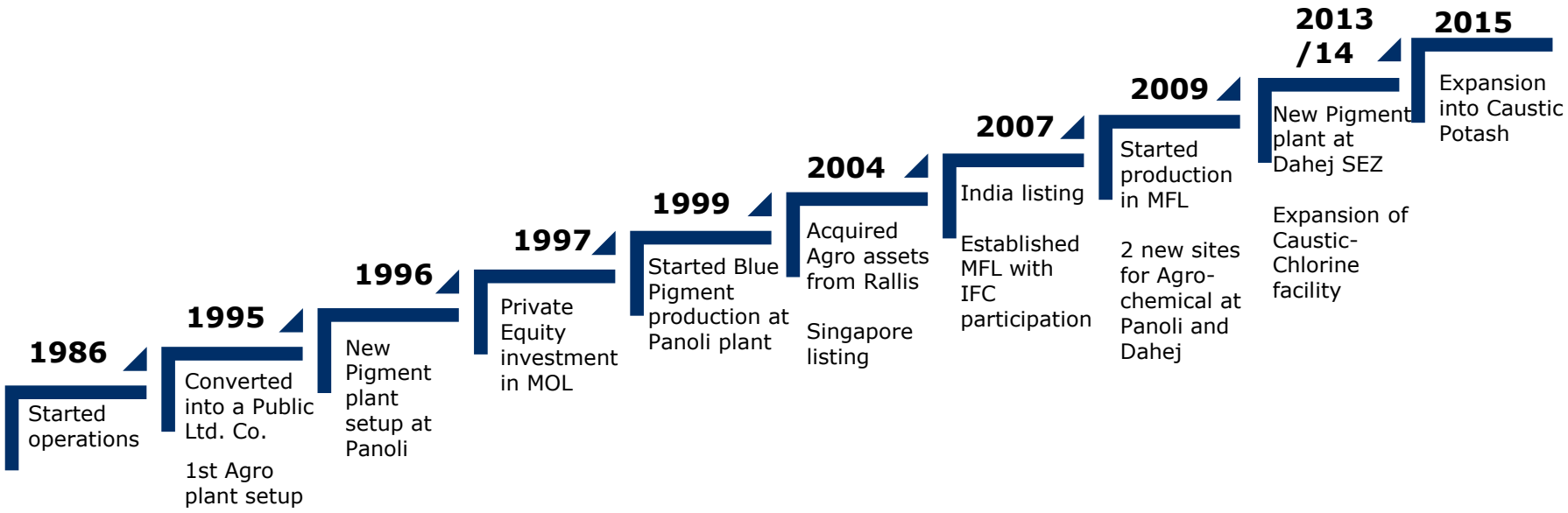
Note: Extraordinary item in FY14 refers to shortfall in insurance claim

Balance Sheet

Figures in Rs Million

	Consolidated		Standalone	
Particulars (in Rs Mn)	**31-Mar-15**	**31-Mar-14**	**31-Mar-15**	**31-Mar-14**
Liabilities				
Shareholders' Funds	5,515	5,181	5,660	5,396
Minority Interest	943	924	0	0
Non-Current Liabilities				
Long Term Borrowings	3,129	3,773	1,335	1,250
Deferred tax liabilites (Net)	471	370	275	252
Other Long Term Liabilities/ provisions	44	431	21	406
Current Liabilities				
Short Term Borrowings	1,973	2,460	1,973	2,460
Trade Payables	1,434	1,736	1,277	1,632
Other current liabilities	1,674	1,713	780	958
Short Term Provisions	261	48	255	48
Total Liabilities	**15,444**	**16,635**	**11,575**	**12,401**
Assets				
Net Fixed Assets	8,043	8,154	4,035	3,922
Non-current investments	6	6	1,326	1,381
Long-term Loans and advances	134	371	66	118
Other non-current assets	188	281	0	31
Current Assets				
Current Investments	173	0	0	0
Inventories	2,158	2,496	1,808	2,086
Trade Receivables	3,167	3,523	3,026	3,312
Cash & Equivalents	156	373	112	77
Short-terms loans and advances	1,245	1,215	1,030	1,265
Other current assets	176	216	172	211
Total Assets	**15,444**	**16,635**	**11,575**	**12,401**

Key milestones



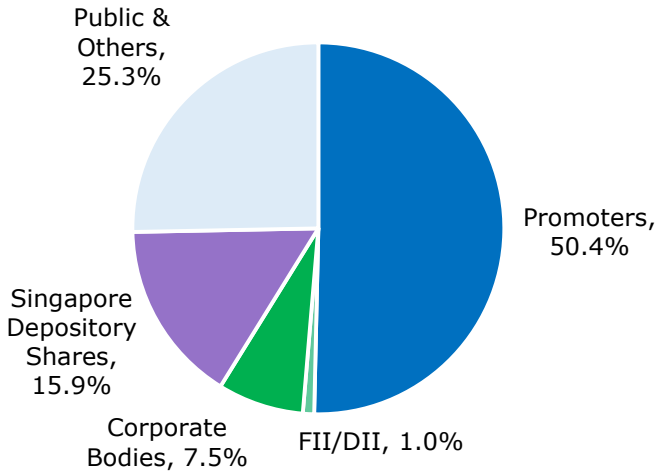
Corporate structure & shareholding pattern

Corporate Structure

MOL

57%	Meghmani Finechem Limited* (Caustic Manufacturing)
100%	Meghmani Europe BVBA (Distribution)
100%	Meghmani Organics USA INC. (Distribution)
100%	P T Meghmani Organics Indonesia (Distribution)
100%	Meghmani Overseas FZE (Distribution)

Shareholding Pattern as of March 31, 2015 (No of shares: 254 mn)



**** 25% stake in Meghmani Finechem Limited held by IFC Washington and remaining 18% by individual promoters***

Disclaimer

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to MOL’s future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

MOL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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