

CIN : U24304GJ2018PLC105071

An ISO 9001 : 2015 Certified Company

An ISO 14001 : 2015 Certified Company

An ISO 45001 : 2018 Certified Company

SA 8000 : 2014 Certified Company



Energising Chemistry.....

PARAGON

FINE & SPECIALITY CHEMICAL LTD.

Date: 11.12.2024

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex, Bandra (E)
Mumbai – 400051

Symbol: PARAGON

SUB: H1 FY 2024-25 INVESTOR PRESENTATION

Dear Sir / Madam,

In accordance with the applicable requirements and regulations of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable Regulations, we hereby inform you that the investor presentation in connection with the Half Year ended on September 30, 2024, is attached herewith.

This is for your information and record.

For Paragon Fine and Speciality Chemical Limited

Pravinchandra Jasmat Vasolia
Managing Director
DIN: 02896534



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PARAGON FINE & SPECIALITY CHEMICAL LTD

H1 FY25 Investor Presentation



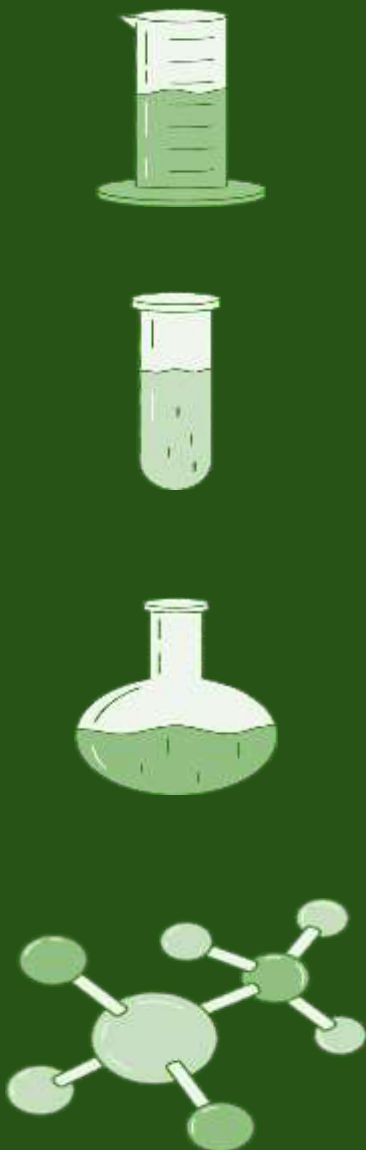
Energising Chemistry....

PARAGON

FINE & SPECIALITY CHEMICAL LTD.

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PFSCCL- Our Business

- Leading global supplier of specialty intermediates
- Industries Served :
 - Specialty Pigments & Dye
 - Agrochemical
 - Cosmetic
 - Pharmaceuticals
 - Electronics

Revenue
CAGR
14% (FY21-24)

EBITDA
CAGR
47% (FY21-24)

PAT
CAGR
48% (FY21-24)

ROCE
40% (FY24)

ROE
57% (FY24)

CFO
Rs 0.20 Cr
(FY24)

19+ Years
of Excellence

140+ Products

100+
Global Clients

40+
Countries Served

~ 40% Export

50+
Team Strength

600 MTPA
Capacity

50+ Products
Manufactured
under NDA

Our Journey

2004

- Commenced Operations for chemical manufacturing and sales
- Started producing of dye intermediates and a range of broadening product.

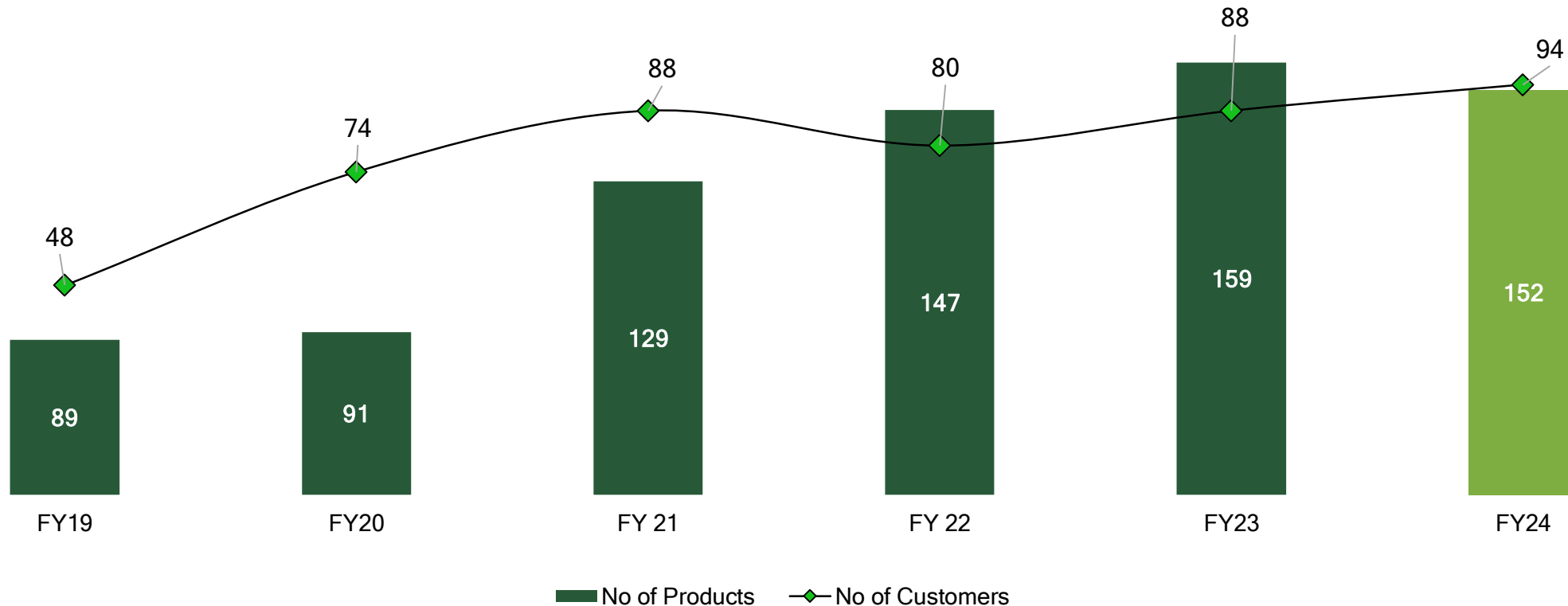
2022

- 8000 certification attained alongside One Star Export House accreditation

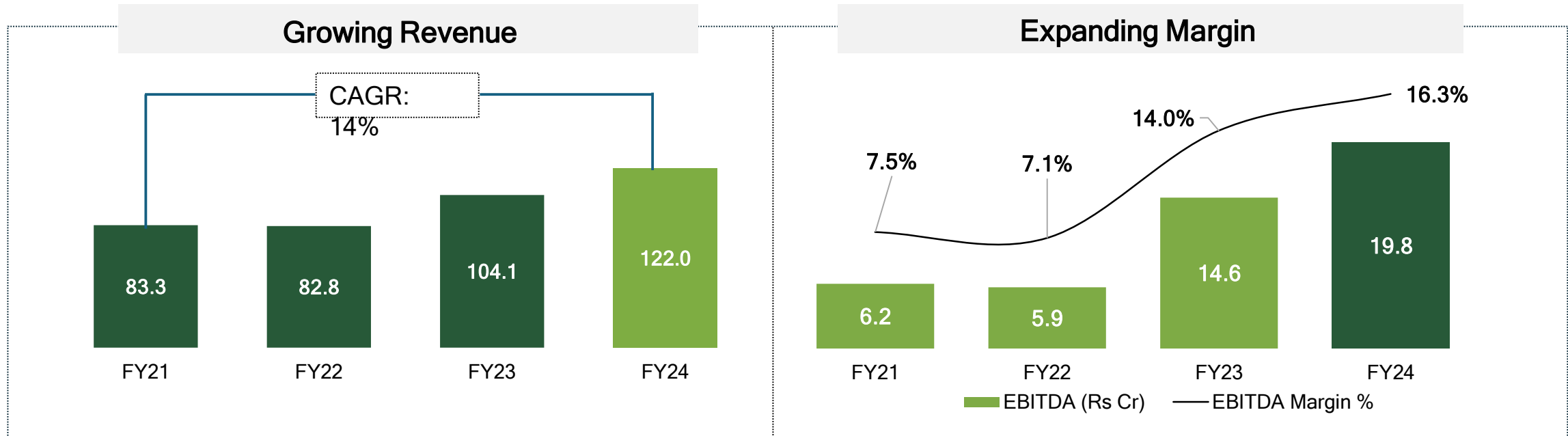
2024

- Client based Increased to 94
- Revenue touched Rs 122 Cr.

Growing Customer Base



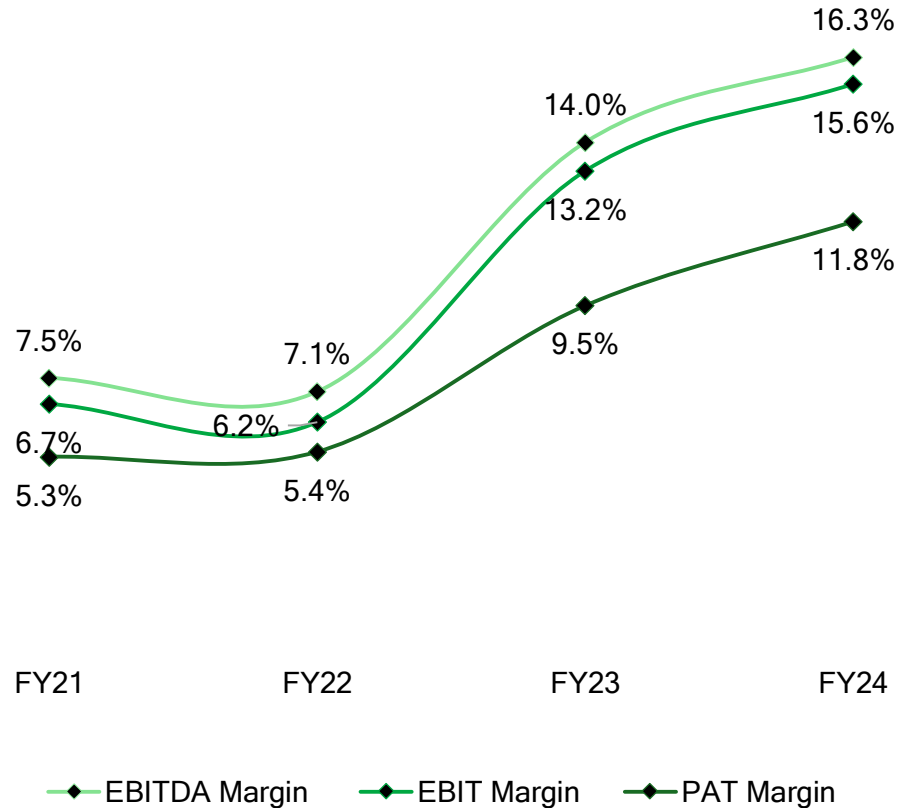
Paragon's Growth and Product Strategy



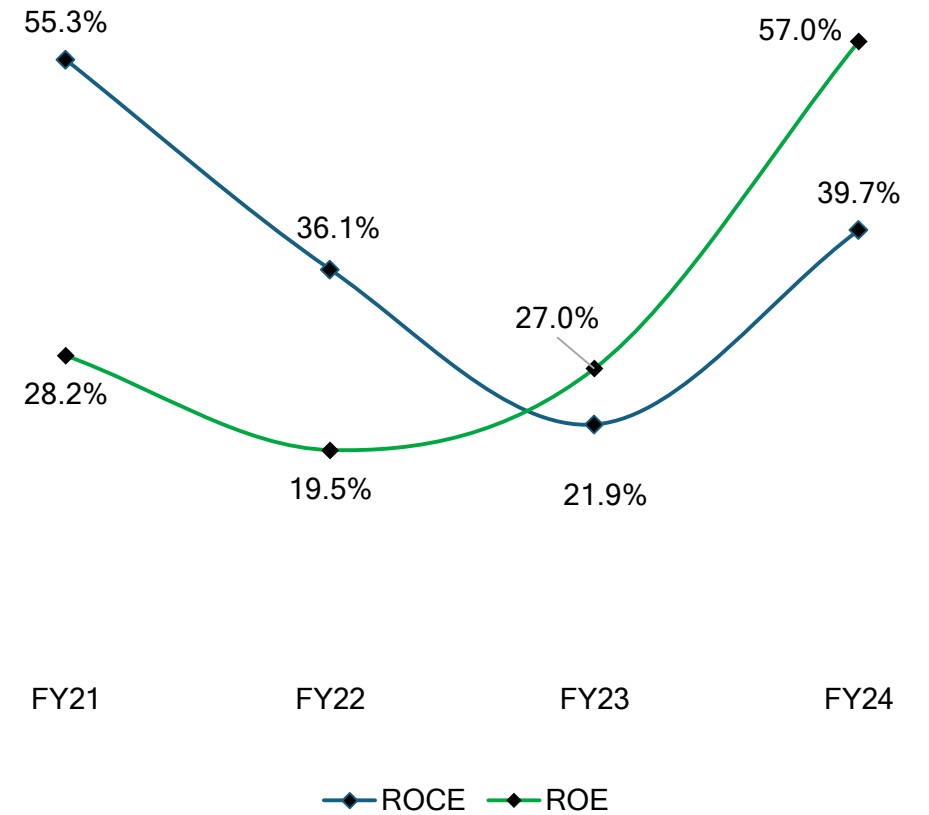
- Company's growth is on an upward trajectory, with current capacity at **650 MTPA** and plans for expansion to **850 MTPA** by June 2025
- Introduction of HALQUINOL, targeting an addressable market of **10,000 MTPA**, with a projected production of at least **150 MTPA**, highlights strategic market penetration.
- Anticipated **GMP certification for HALQUINOL Pharma grade** is expected to significantly **enhance revenue** with robust profit margins ranging between **~ 30% to 40%**
- EBITDA is expected to be stable, driven by operational efficiencies and cost controls

Expanding margins: Increasing returns , Creating shareholder value

Expanding Margin



Enabling Shareholders' Return



Formidable Foundations - Our Unbeatable USPs



Trusted by established MNCs



- Solid Foundations: Partnering with Global Industry Leaders
- Proven Excellence: Delivering Quality to Top-tier Enterprises
- Developed over 50 customized products for clients



Technology Expertise



- In-house technology development for all solutions
- Internal capabilities full fill all raw material needs
- Implementing Advanced Technology Across Multiple Stages of Chemistry



Tough Certifications



- Attained Stringent Certification through astute Navigation
- Aligned with client needs and industry benchmarks

Global Leaders: Our Clientele

- Everlight Chemical Industrial Corporation
- Archroma
- Modern Dyestuff & Pigments Co. Ltd.
- Pidilite Industries

Certifications

ISO 45001:2018

ISO 14001:2015

ISO 9001:2015

SA 8000:2014



- Specialised in Complex Chemistries



- Customized End-to-End Solution



- Derisked Model and Diversified Products Offerings

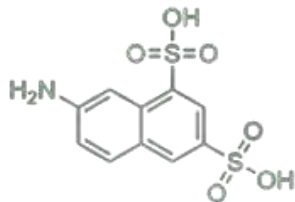


- Strong product pipeline to drive future growth

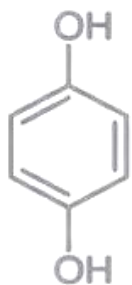
Specialised in Complex Chemistries



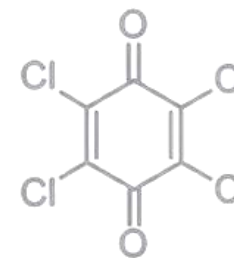
- PFSCCL, one of India's largest suppliers of Chloranil and Dichlone
- Chloranil used in Pigment while Dichlone used in Agro Industry



- Excelling in 20+ chemistries, we drive innovation and new product development
- Our hit product, Dichlone, contributes 8% to our revenue



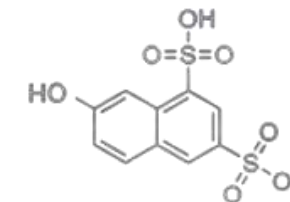
- Our team has successfully conducted multi-step synthesis and scale-up for numerous new molecules in specialty intermediates
- 50+ Chemistries Produced under NDA



- Completion of rigorous certification, establishing a high barrier to entry for new players
- Proudly holds 4+ certifications, showcasing our dedication to excellence.



- High barriers exist due to complex catalytic processes and the demand for advanced technical and R&D capabilities
- In-house R&D facility with 14 technocrats



Complex Catalytic Processes

- Processes involve intricate steps and chemical reactions
- **PFSCCL**: Implementing Advanced Technology Across Five Chemistry Stages

Technical Expertise Requirement

- Demands a high level of specialized knowledge and skills

Stringent Customer Audit

- Obtaining customer approval presents a substantial challenge, rendering it the primary barrier to entry.

Resource Intensive

- Requires substantial investment in resources such as time, manpower, and capital
- **PFSCCL**: 100% self-reliant in Finance & Technology



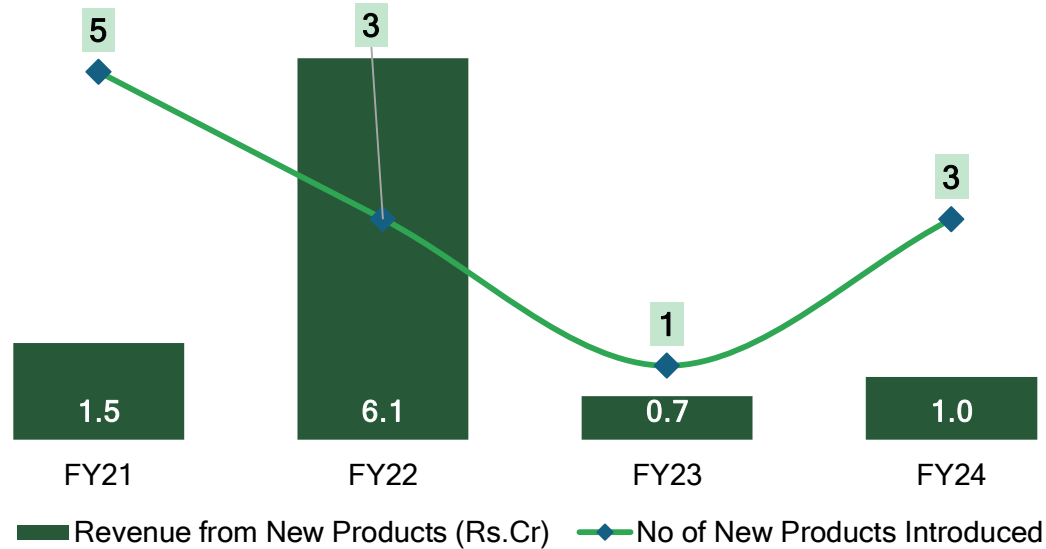
Forte in 20 Complex Chemistries

PFSCS expertise in 20 Chemistries

Chemistry	End user Industry	Chemistry	End user Industry	Industry	CAGR%	Time Frame
Alkylation	Plastics,Pharma,Textile	High pressure solvent reactions	Pharma,Fine Chem	Dyes & Pigments	12%	2021-2026
Amidation	Pharma,Cosmetics,Solvent	Hydrolysis	Dyes,Pharma	Electronics	6.06%	2024-2028
Amination	Pharma,Dyestuff,Cosmetic	Kolbe Schmitt reaction	Pharma	Cosmetics	12-14%	2020-2025
Bromination	Pharma,Agrochem	Kolbe's reaction	Pharma	Pharmaceuticals	10-15%	2022-2027
Catalytic hydrogenation	Pharma,Food Industry	Nitration	Dye & Pigment	Agrochemicals	10%	2021-2026
Chlorination/bromination	Plastic,Paper,Water Treatment	Nitration (nitric acid 65%)	Same Industry	Textiles	6-8%	2021-2026
Chlorosulfonation	Dye,Plastics	Oxidation	Food Industry	Plastics	9-10%	2023-2028
Coupling	Pharma,Polymer	Reduction	Food	Polymers	8-10%	2022-2027
Cyclization	Pharma,Cosmetic	Ring closure	Polymer	Solvents	7-8%	2024-2029
Diazotization	Dye,Pharma	Sandmeyer reaction	Dye	Paper	4-5%	2021-2026
Esterification	Pharma,Cosmetic,Textile	Sulphonation (oleum 23/65)	Pharma & Electronics			
Ethoxylation	Pharma,Textile	Swern oxidation	Cosmetics & Electronics			
Friedel craft acylation	Pharma,Dye and Pigment,Polymer	Hetero Diels Alder reaction	Pharma,Niche Products			

Driving Growth through Innovation

Growing Product Base



Increasing Revenue per Customer (Rs Cr)



Innovation and Technological Advancement

- Our extensive R&D capabilities have empowered us to introduce groundbreaking new products leveraging cutting-edge technology.

Quality Assurance and Market Growth:

- As a testament to our superior quality, we have witnessed the expansion of our customer base and a subsequent increase in the per-customer wallet share.

Case Study: Dichlone Registration and Market Growth



Registration Success

- **2019:** Began collaboration to support Dichlone registration
- **2021:** Achieved registration in several countries; received a 20MT commercial order



Rising Demand

- **2022:** Demand increased to 70MT
- **2023:** Despite global challenges, demand surged to 120MT

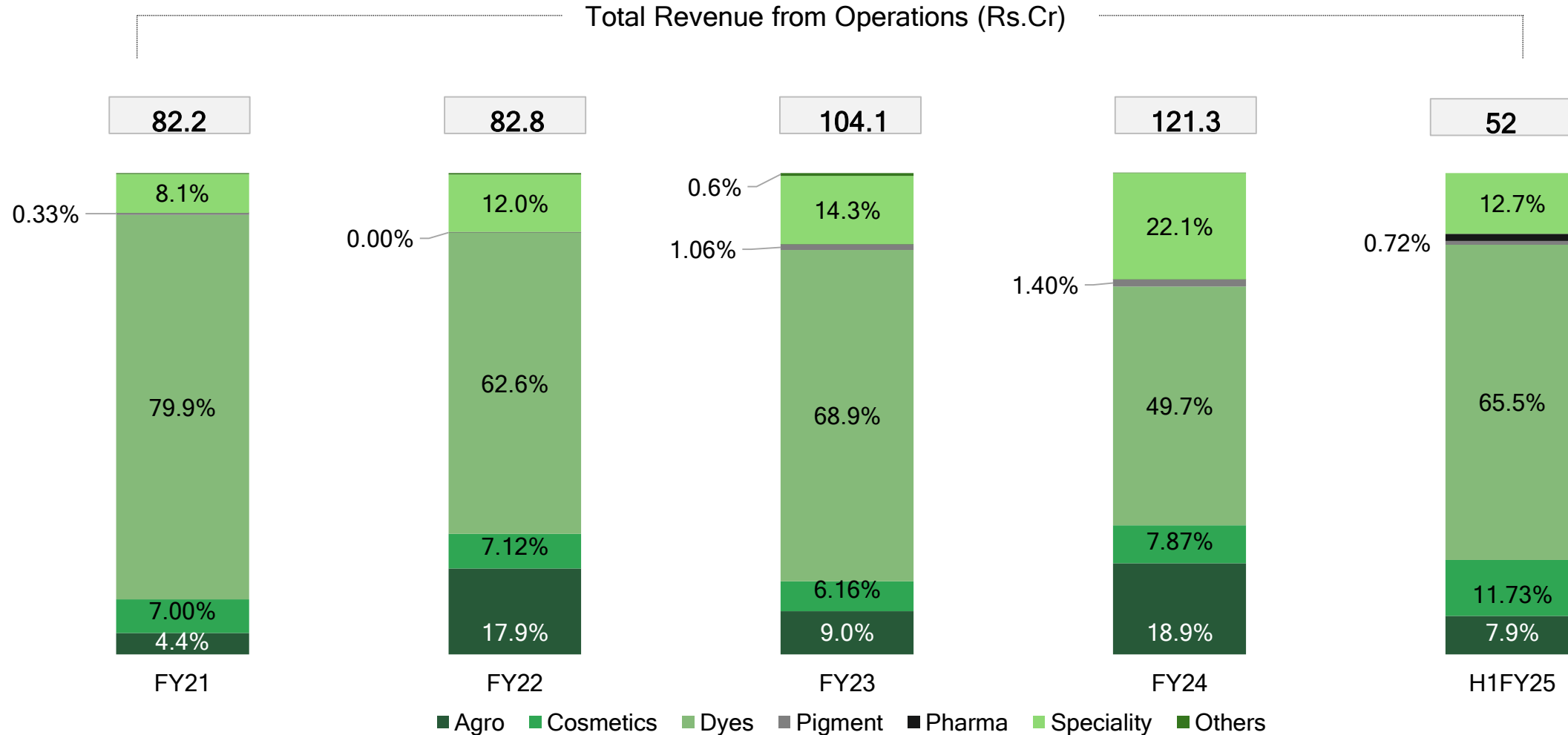


Overcoming Challenges

- **Navigating War Effects:** Maintained supply chain resilience
- **Future Outlook:** Prepared for ongoing demand and new market opportunities.

- 70% of products pertain to the specialty segment
- **Expertise in 20 Chemistries** leading to **50 Products developed** under NDA to meet specific needs
- **Developed over 50 products** under **Customer Tech NDA** agreements
- PFSCCL is a registered vendor for its clients, resulting in high switching costs from the client's perspective
- We offer end-to-end support, from product development to registration, providing comprehensive technological and capability solutions

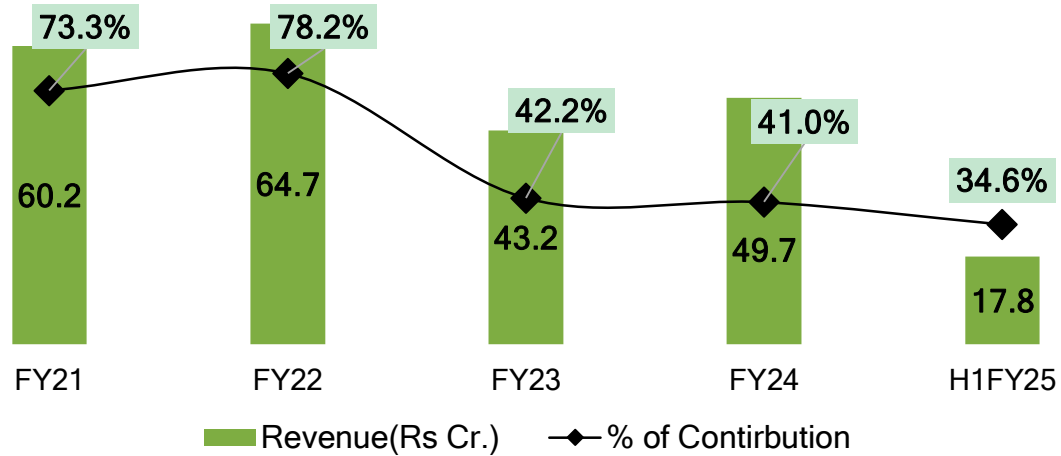
Diversified Revenue Stream: Segmental Revenue Contribution (%)



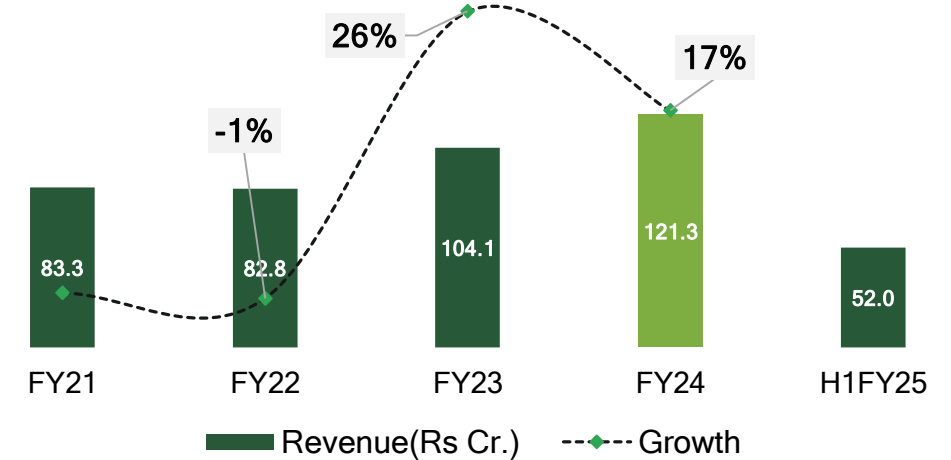
Revenue from Top 10 Customers

Tailored Solution, Customer Centric Success

Contribution from Top 10 Customers



Growing Revenue (Rs.Cr)

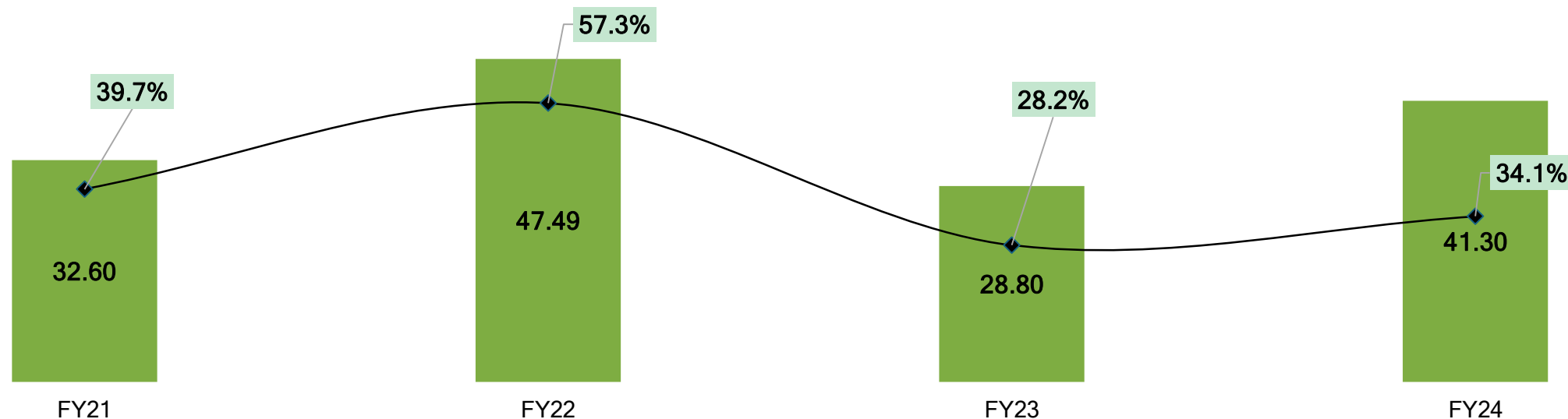


Fostering Long Term Relationship:

- Our relationships with over seven customers have spanned beyond 5 years, fostering long-term engagements
- Long-standing relationships facilitate the expansion of product offerings and geographic reach.
- **Custom Synthesis based on Tech NDA agreements:** Leveraging Custom Synthesis and Tech NDA agreements, we tailor solutions across a diverse range of over 40 chemistries to meet the unique requirements of each customer

Revenue from Top 10 Chemistries

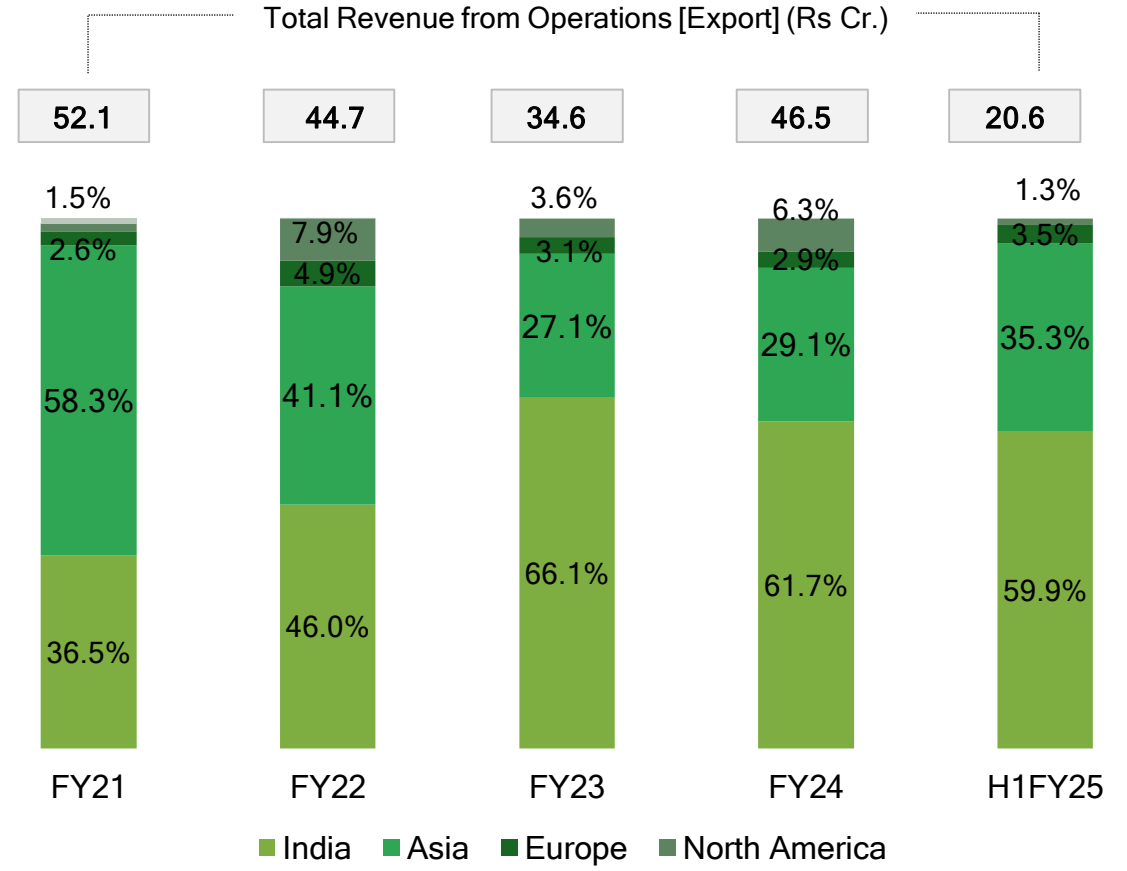
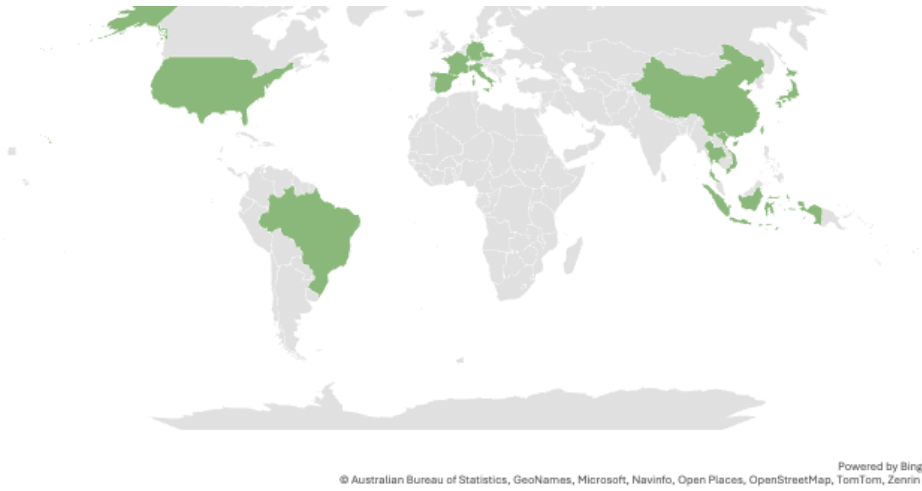
Top 10 Product % Contribution to Revenue



Product Name	End user Industry
2,3 Dichloro-1,4-Naphthoquinone (Dichlone)	Agro Intermediates
Chloranil	Dyes Intermediates
NDA Product- Dye Intermediates	Cosmetics Intermediates
NDA Product- Dye Intermediates	Dyes Intermediates
2,5 - DIMETHOXY ANILINE	Cosmetics Intermediates
NDA Product- Dye Intermediates	Dyes Intermediates
NDA Product- Dye Intermediates	Specialty Intermediates
Novacron Yellow NC INT Moist	Dyes Intermediates
1-ACETAMIDO-7-NAPHTHOL	Dyes Intermediates
3,4-Dimethoxy Aniline	Cosmetics Intermediates






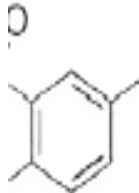
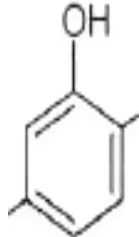
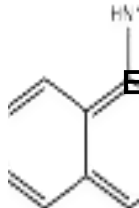
Present Across Geographies

Exports account for 38%* of Total revenue



*H1FY25

Strong Product Pipeline

					
	Product Name	Description	Progress	Technology	Remarks
	HALQUINOL- Feed Grade	Feed additive	Commercial started	Chlorination	Commercialised
	HALQUINOL- Pharma	Antibiotic	Expected Launch timeline: Q1FY25	Chlorination	<ul style="list-style-type: none"> o GMP application awaited o 40-50% enhancement in Price viz a viz Feed
	N-(n-Butyl)thiophosphoric triamide (NBPT)	NBPT is a urease inhibitor which can reduce nitrogen loss by ammonia evaporation from urea	<u>Commercial trials</u>	Phosphorylation	Used in Agro Fertilizer
	Electronic Display Intermediates	Intermediates for monomers of display	Research and Development	Fluorination & amination	CRDMO for Japan based client

01

Operational Expansion:

- Increasing production capacity.
- Efficient resource utilization.
- Utilization of IPO proceeds for scaling up.
- .

04

In-house Capabilities Optimization:

- Utilization of in-house capabilities for new product development.
- Meeting raw material requirements internally.
- Margin enhancement through operational efficiencies

02

Product Diversification:

- Diversification into Electronic and Oil desulfurization, Pigment intermediates by successfully launching in Q1FY25

05

Financial Resource Management:

- Utilization of IPO proceeds for operational and product expansion.
- Financial planning for scaling up activities.
- .

03

Market Penetration Strategies:

- Future GMP Certification to be Acquired

06

Revenue Enhancement:

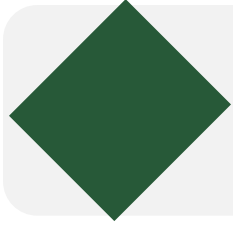
- Revenue enhancement expected once required certifications are acquired
- Striving for sustainable growth through strategic initiatives.



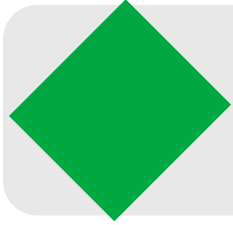
**PARAGON FINE &
SPECIALITY CHEMICALS**
Financial Overview



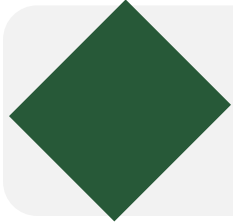
Action Plan Amid Challenges



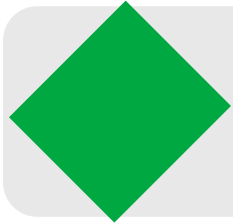
Increased focus to drive business in Agro segment



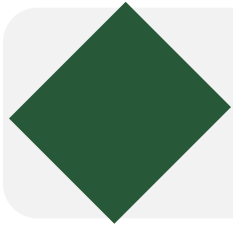
Short term action- commenced contract manufacturing of specialised products with MNCs



Open up for CDMO and CRAMS model to attract stable business



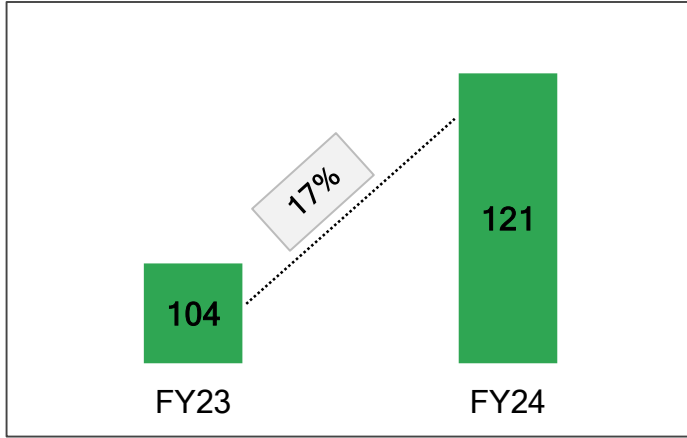
Expansion of manufacturing facility in terms of production by the end of June 2025



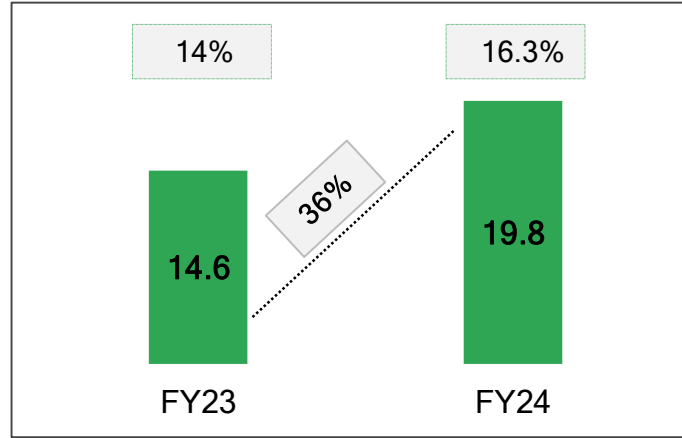
New development projects started for agro segment for MNCs.

Financial Highlights

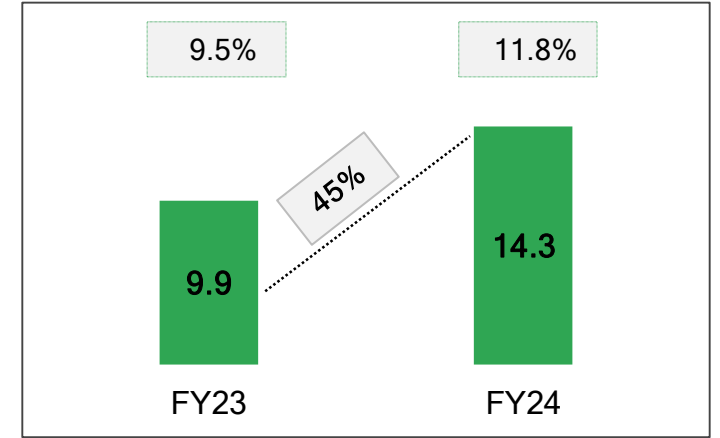
Revenue (Rs Cr.)



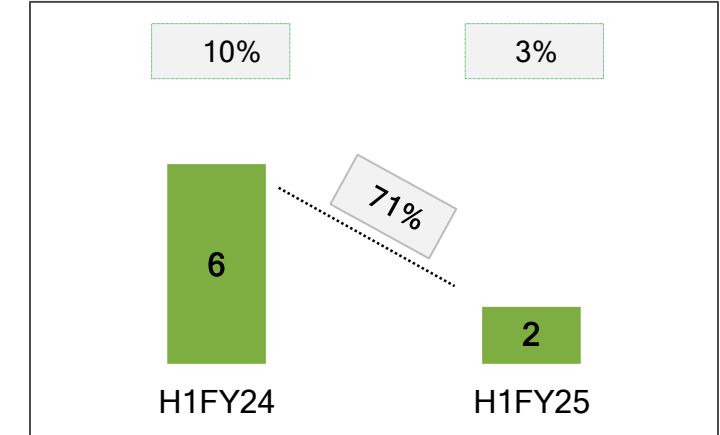
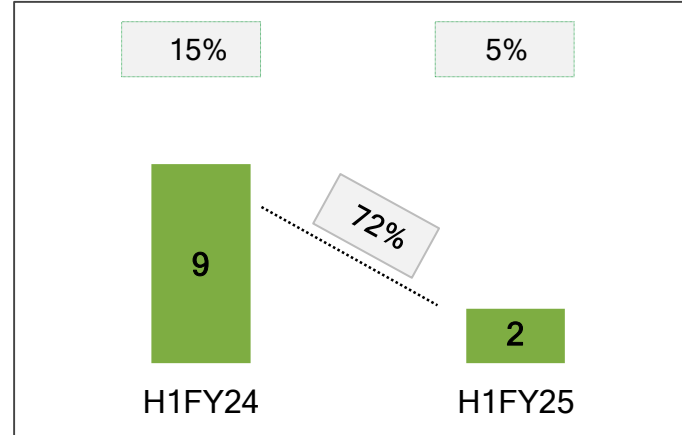
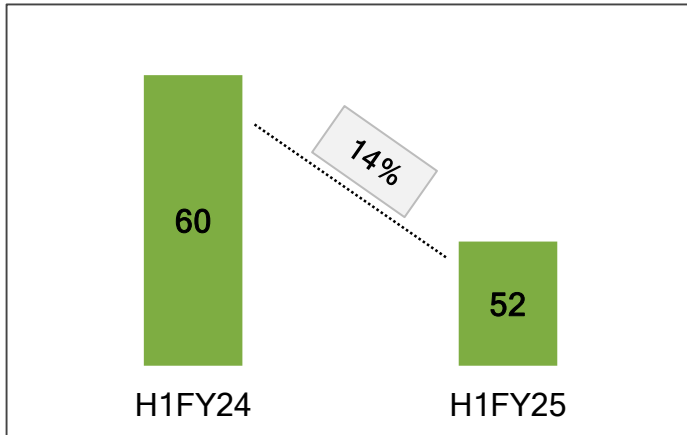
EBITDA (Rs Cr.) & EBITDA Margin %



PAT (Rs Cr.) & PAT Margin %



H1FY25



Income Statement

Particulars (Rs Cr.)	H1FY25	H1FY24	YoY	FY24	FY23	YoY
Net Revenue from Operations	51.98	60.15	-14%	121.3	104.1	17%
COGS	38.19	44.93	-15%	83.7	72.3	16%
Gross Profit	13.79	15.22	-9.4%	37.6	31.8	18%
<i>Gross Margin</i>	<i>26%</i>	<i>25%</i>		<i>31.0%</i>	<i>30.6%</i>	
Employee Benefits Expense	3.13	2.14	46.3%	5.8	5.1	13%
Other Expenses	8.19	4.17	96.4%	11.9	12.1	-1%
EBITDA	2.46	8.89	-72.3	19.8	14.6	36%
<i>EBITDA Margin</i>	<i>5%</i>	<i>15%</i>		<i>16.3%</i>	<i>14.0%</i>	
<i>Depreciation</i>	0.51	0.43	18.60%	0.91	0.83	10%
EBIT	1.96	8.46	76.8%	18.9	13.7	38%
<i>EBIT Margin</i>	<i>4%</i>	<i>14%</i>		<i>15.6%</i>	<i>13.2%</i>	
Finance Cost	0.16	0.64	75%	1.00	1.12	-11%
Other Income	0.74	0.23	-	1.33	0.96	39%
PBT	2.54	8.05	-68,5%	19.3	13.6	42%
<i>PBT Margin</i>	<i>5%</i>	<i>13%</i>		<i>15.9%</i>	<i>13.0%</i>	
Tax Expense	0.83	2.06	59.7%	4.9	3.7	33%
PAT	1.71	5.98	71.40%	14.3	9.9	45%
<i>PAT Margin</i>	<i>3%</i>	<i>10%</i>		<i>11.8%</i>	<i>9.5%</i>	
Basic EPS	0.87	4.16	-79.0%	8.66	6.85	-68%

Balance Sheet

Particulars (Rs Cr.)	H1FY25	H1FY24	Particulars (Rs Cr.)	H1FY25	H1FY24
Assets			Equity and Liabilities		
Non-Current Assets			Shareholders funds		
Plant Property and Equipment	13.83	9.96	Share Capital	19.57	14.40
CWIP	2.14		Reserves and Surplus	65.62	13.86
Other Intangible Assets	-		Net Worth	85.19	28.26
Non Current Investments	-		Non-Current Liabilities		
Long Term Loans and Advances	-	0.68	Long term Borrowings	5.97	16.13
Other Non Current Assets	1.02	0.03	Deferred Tax Liabilities	0.37	0.38
Total Non Current Assets	16.99	10.68	Other Long Term Liabilities		
Current Assets			Long Term Provisions	0.20	0.14
Cash and Bank Balances	14.23	0.13	Total Non-Current Liabilities	6.54	16.65
Inventories	37.05	27.07	Current Liabilities		
Investment	-		Short Term Borrowings	0.29	8.05
Trade Receivables	23.87	27.72	Trade Payables	9.21	18.22
Short Term Loans and Advances	1.74	0.02	Other Current Liabilities	0.16	0.08
Other Current Assets	8.18	6.68	Short Term Provisions	0.67	1.04
Total Current Assets	85.07	61.62	Total Current Liabilities	10.33	27.39
Total Assets	102.06	72.30	Total Liabilities	16.87	44.04
			Total Equity and Liabilities	102.06	72.30

Balance Sheet

Particulars (Rs Cr.)	FY24	FY23	Particulars (Rs Cr.)	FY24	FY23
Assets			Equity and Liabilities		
Non-Current Assets			Shareholders funds		
Plant Property and Equipment	10.9	9.4	Share Capital	19.6	3.6
CWIP	0.6		Reserves and Surplus	63.9	18.7
Other Intangible Assets	0.0	0.0	Net Worth	83.5	22.3
Non Current Investments	0.0	0.0	Non-Current Liabilities		
Long Term Loans and Advances	5.1	0.5	Long term Borrowings	8.4	14.4
Other Non Current Assets	0.0	0.0	Deferred Tax Liabilities	0.4	0.3
Total Non Current Assets	16.6	9.9	Other Long Term Liabilities	-	0.0
Current Assets			Long Term Provisions	0.2	0.2
Cash and Bank Balances	23.9	1.3	Total Non-Current Liabilities	8.9	14.9
Inventories	31.6	22.3	Current Liabilities		
Investment	0.0	0.0	Short Term Borrowings	0.3	10.8
Trade Receivables	25.5	27.1	Trade Payables	12.6	20.1
Short Term Loans and Advances	0.9	0.1	Other Current Liabilities	0.2	0.2
Other Current Assets	12.0	10.3	Short Term Provisions	5.0	2.7
Total Current Assets	94.0	61.1	Total Current Liabilities	18.1	33.8
Total Assets	110.5	71.0	Total Liabilities	27.0	48.7
			Total Equity and Liabilities	110.5	71.0

Cash Flow Statement

Particulars (Rs Cr.)	H1FY25	H1FY24
Operating cash flow		
Profit Before Tax	2.54	8.05
Interest Expense	0.16	0.64
Depreciation	0.51	0.43
Other non cash items	(0.38)	(0.007)
Change in Working Capital		
Change in Inventory	(5.49)	(4.81)
Change in Recievables	5.65	3.06
Change in Payables and Other Liabilities	(8.56)	(4.66)
Change in Others		
Tax Paid	(0.96)	(1.01)
Operating cash flow	(6.53)	1.70
Investing cash flow		
Capex	(4.99)	(1.02)
Sale of Assets		
Proceeds from Long term advances	0.07	(0.17)
Interest Income	0.38	0.007
Net Investment	4.09	
Investing cash flow	(0.45)	(1.19)
Financing cash flow		
Proceeds from Issue of Share capital		
Short Term borrowings	0.01	(2.73)
Interest paid	(0.16)	(0.64)
Increase/(Decrease) in Long Term Borrowings	(2.45)	1.71
Financing cash flow	-2.60	(1.67)
Total cash flow	9.58	(1.16)
Beginning Cash Balance	13.33	1.28
Closing Cash Balance	3.74	0.12

Cash Flow Statement

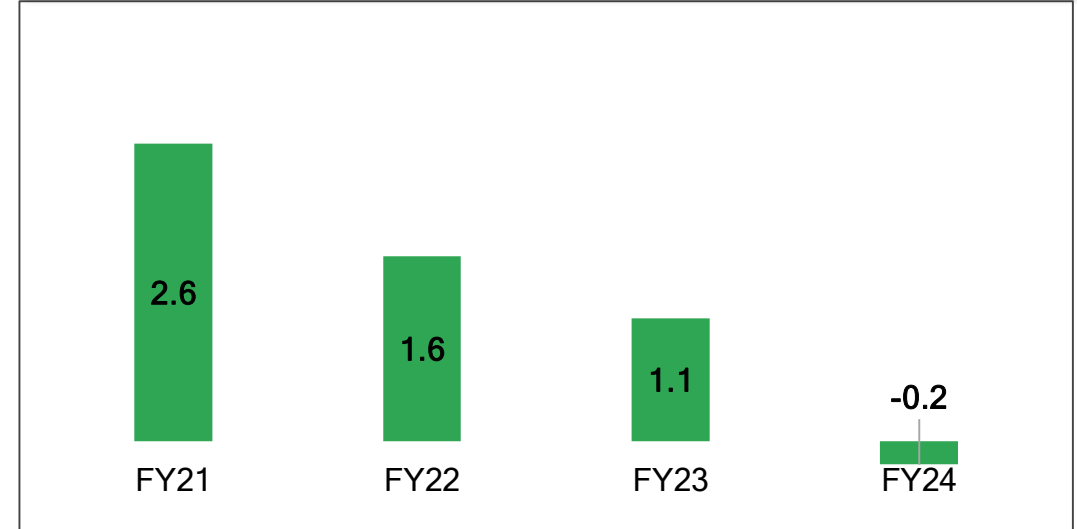
Particulars (Rs Cr.)	FY24	FY23
Operating cash flow		
Profit Before Tax	19.3	13.6
Interest Expense	1.0	1.2
Depreciation	0.9	0.8
Other non cash items	-0.6	0.0
Change in Working Capital		
Change in Inventory	-9.3	-9.6
Change in Recievables	4.2	-3.4
Change in Payables and Other Liabilities	-7.5	-3.6
Change in Others	0.0	0.0
Tax Paid	-7.7	-1.0
Operating cash flow	0.20	-2.1
Investing cash flow		
Capex	-3.0	-0.8
Sale of Assets	0.0	0.2
Proceeds from Long term advances	-0.6	0.0
Interest Income	-14.6	0.0
Net Investment	0.6	0.0
Investing cash flow	-17.5	-0.59
Financing cash flow		
Proceeds from Issue of Share capital	46.9	0.0
Short Term borrowings	-10.5	3.8
Interest paid	-1.0	-1.2
Increase/(Decrease) in Long Term Borrowings	-6.0	0.7
Financing cash flow	29.4	3.3
Total cash flow	12.0	0.7
Beginning Cash Balance	1.3	0.6
Closing Cash Balance	13.33	1.3

Balance Sheet Ratios

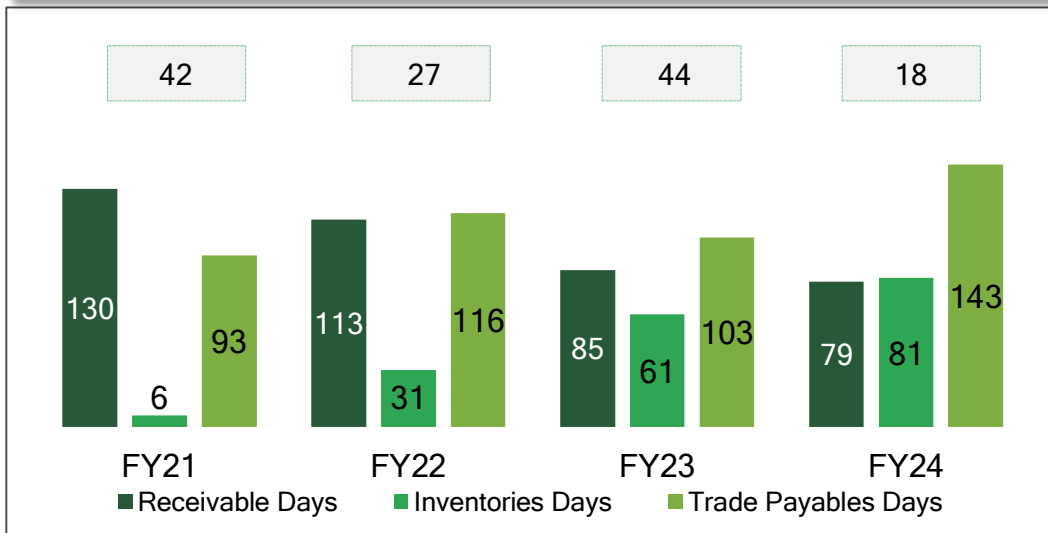
Gross Block(Rs Cr.)



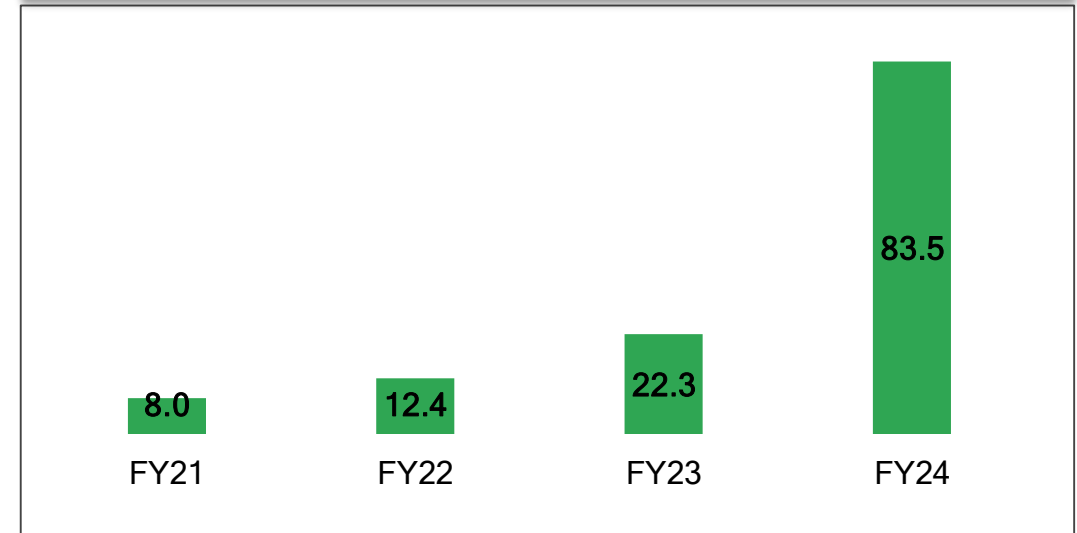
Net Debt / Equity Ratio (x)



Net Working Capital (Days)



Net Worth (Rs Cr.)





PARAGON FINE & SPECIALITY CHEMICALS

Annexure



Energising Chemistry....

PARAGON

FINE & SPECIALITY CHEMICAL LTD.

Fully Equipped Manufacturing Facility

Our 7,000 square meter manufacturing facility in Viramgam, Ahmedabad, Gujarat, features two glass line assembly units and three reactors for batch reaction technology



Major Machinery Installed

Boiler Machine (Steam & Thermic Heater)	GC Machine
Digital Weighing Scale	Safety Instruments
Dryer	Water Purifier
HDPE Spiral Tank	SS Chambers
Hoist, Hot Air Gun	20TR Brine Chiller
HPLC (Aglient 1100 Series)	Cyclone Hot Air Generator
Lab Equipment	Spray Dryer System

In House Skill Development



Team Composition:

Comprises 14 technocrats with diverse educational backgrounds, including Bachelor of Science, Master of Science, Bachelor of Pharmacy, and Bachelor of Engineering degrees

Skill Development:

Prioritize in-house skill development through structured programs. Focused on honing expertise to meet evolving industry demands.

Experienced Leadership



Dr. Pravinchandra Jasmat Vasolia
Chairman & Managing Director
Age - 57 years
Education - Ph. D in law
Experience - 32 Years.
Profile - Legal & Finance

Dr. Rutesh V. Savalia
Director
Age - 32 years
Education - Ph. D in Organic Chemistry from Institute of Chemical technology, Mumbai (formerly UDCT)
Experience - 5 Years
Profile - R&D, Business development.

Kishorkumar Panchabhai Patolia
Whole Time Director
Age - 54 years
Education - Master of science Pathology and Microbiology
Experience - 30 Years
Profile - Marketing

Vallabh Ratanji Savalia
Whole Time Director
Age - 60 years
Education - B.E in Chemical Engineering
Profile - Production, Planning and Procurement
Experience - 35 Years

Shivam K. Patolia
Director
Age - 24 years
Education - Masters in Investment & Wealth Management from Imperial College London (UK)
Experience - 1 Year
Profile - Production

Global and Regional Leadership

- India holds a significant position in the global chemical industry, ranking as the 6th largest producer worldwide and the 3rd largest producer within Asia

Growth Drivers: Indian Chemical Industry

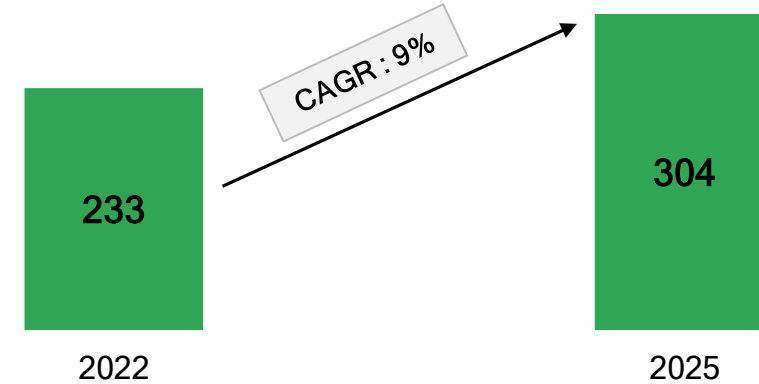
Growing Demands

- Rising domestic demand from various sectors:
 - Textiles (projected market size of \$350 billion by 2024-25)
 - Automotive (growth from \$222 billion to \$300 billion by 2026)
 - Construction (reaching \$1.4 trillion by 2025)
- Increasing disposable income, leading to higher consumer spending on chemical-based products.
- Expanding export opportunities for Indian chemicals.

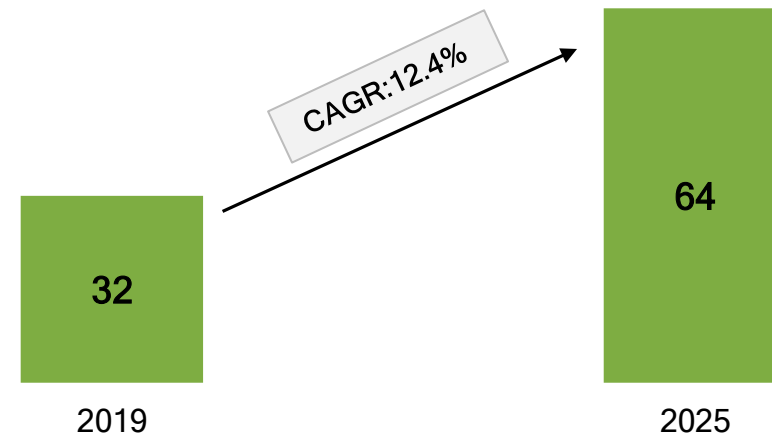
Strong Policy Support for the Chemical Sector

- Establishment of PCPIRs (Petroleum, Chemicals and Petrochemicals Investment Regions) to enhance infrastructure and attract investments.
- Programs like National Petrochemical Awards and Centres of Excellence (CoEs) prioritizing and fostering innovation.

Indian Chemical Industry (USD Bn)

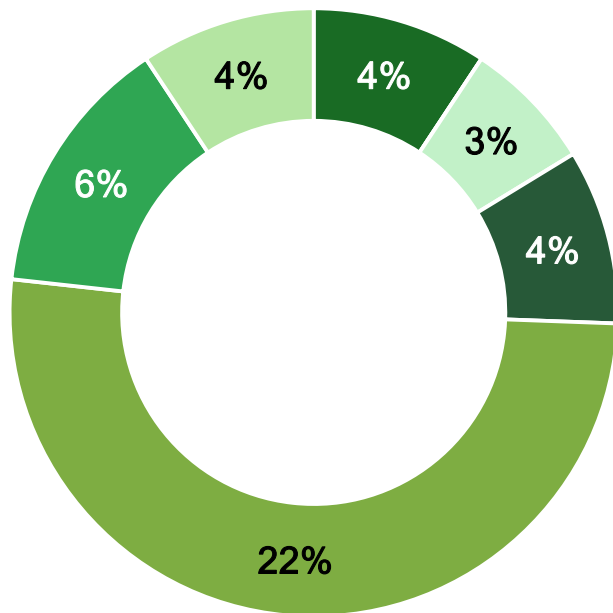


Specialty Chemical Industry (USD Bn)



PFSCCL-Solutions Across Industries

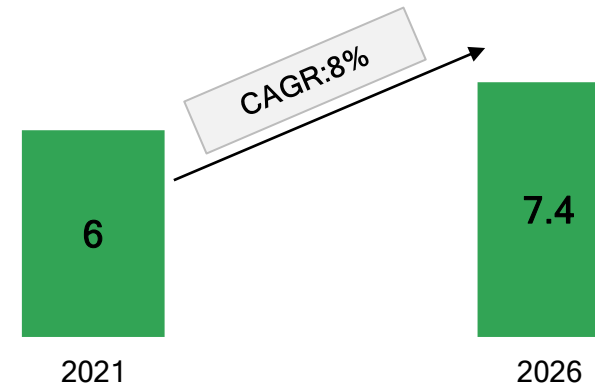
Specialty chemicals are segmented by end-user markets



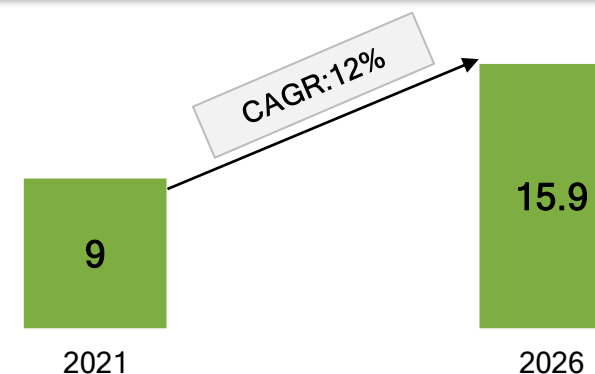
- Agrochemical
- Construction Chemical
- Electronic Chemical
- Water Treatment
- Polymer and additives
- Dyes and Pigment
- Surfactants
- Flavours and Fragrances

At Paragon we serve high growth Industries...

Indian Agro Chemical Industry (Rs Bn)



Indian Dye & Pigment Industry (Rs Bn)



PFSCCL: A Global Supplier offering a wide array of specialty dyes and intermediates, including pigment, ink, hair dye, pharmaceutical, and agricultural varieties

Membership

- Eco Care for Solid Waste Disposal Facility
- Novel Spent Acid Management (discharging 100 tons of acid per month)
- M/s A-One Green Enviro Project LLP (evaporation of effluent of 100 KL per day)
- Chhatral Environment Management System Private Limited (disposal of high concentrated waste water)

Installed comprehensive safety equipment

- Fire Hydrants
- Fire Extinguishers
- Eye Shower
- Fire Balls
- Self-breathing Apparatus
- Air Mask
- Fire Shoot
- First Aid Box

- PFSCCL, committed to the environment, operates on-site effluent treatment for Primary, Secondary, and Tertiary Effluent.
- The company participates in treatment facilities including Naroda, Sanand, and Vatva.
- Implements Innovative Waste Acid Management.
- Authorized to dispose of 12M litres/month for Viramgam and 21M litres/month for Vatva.
- Operates a 4,000-liter/hour Incinerator at Viramgam.



THANK YOU

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