



Excel Industries Ltd.



IS/ISO9001:2015
IS/ISO14001:2015
IS/ISO 45001:2018
Certified by BIS.

15th May, 2025

BSE Ltd.
Listing Department,
Pheeroze Jeejeebhoy Towers,
Dalal Street,
Fort,
Mumbai-400 001

National Stock Exchange of India Ltd.
Listing Department,
Exchange Plaza,
Bandra-Kurla Complex,
Bandra (E),
Mumbai-400 051

Sub: Investor Presentation

Ref: BSE Scrip Code: 500650; NSE Scrip Code: EXCELINDUS

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the audited Financial Results for the quarter and year ended March 31, 2025. The Investor Presentation will also be available on the website of the Company i.e. www.excelind.co.in

We request you to take the above information on record.

Thanking you,

Yours faithfully,

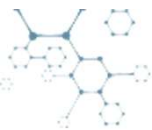
For Excel Industries Limited

S K Singhvi
Company Secretary
Encl: As above



EXCEL INDUSTRIES LIMITED

Investor Presentation | Q4 & FY25



Safe Harbour

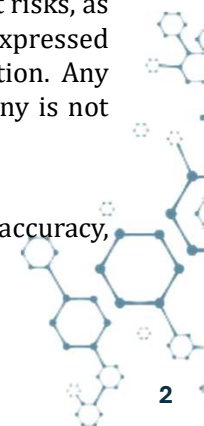


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Q4 & FY25 Financial Performance





Q4 & FY25 Results Highlights (Standalone)

Q4FY25

₹ 248 Crs

Revenue

₹ 20 Crs

EBITDA

₹ 11 Crs

PAT

FY25

₹ 978 Crs

Revenue

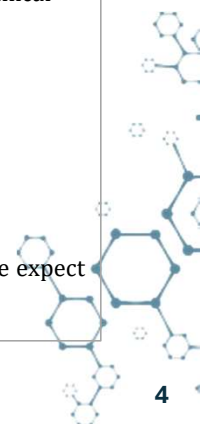
₹ 121 Crs

EBITDA

₹ 84 Crs

PAT

- In Q4 FY25, the Company achieved a revenue of ₹248 Crs representing an increase of 26% from Q3 FY25. The increase was supported by uptake in Agro Chemical Sector.
- In FY 25, the Company achieved a revenue of ₹978 Crs representing an increase of 18% from FY 24. This is due to improvement of overall demand situation in the chemical segment and better price realizations compared to previous year. The Agrochemical Intermediate product group saw a demand revival post the prolonged destocking of 23-24.
- The exports revenue was 20% and 18% of total revenue in Q4 FY 25 and FY 25 respectively. Exports grew by 38% over previous year due to improved demand in specialty product group. Key Export Markets like the US also came out of the destocking cycle which helped in revival of volumes of specialty chemicals in the US.
- The company's EBITDA margins stood at 8.0% & 6.3% for Q4 FY25 & Q3 FY25 respectively. Margins have improved over previous quarter largely due to improved demand in key Products.
- The company's EBITDA margins stood at 12.3% & 2.9% for FY25 & FY24 respectively. Margins have improved over previous year due to revival of overall demand in chemical segment, higher price realizations in key products and rationalization of key input material costs.
- The company continues to focus on market share in key products and diversification of the product portfolio.
- **Other key highlights:**
 - The Company has initiated a capacity expansion for one of the biocides manufactured by it. The new capacity is expected to come on stream in H2 of FY 25 – 26.
 - In July 2024, The Company had announced signing of long term supply contract with a multinational company. The initial production trials have been completed and we expect to start supplies from Q 2 25 – 26 onwards.

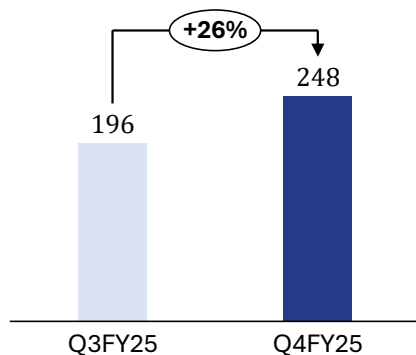




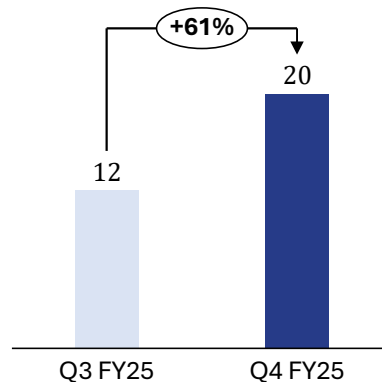
Standalone performance in Q4 FY25



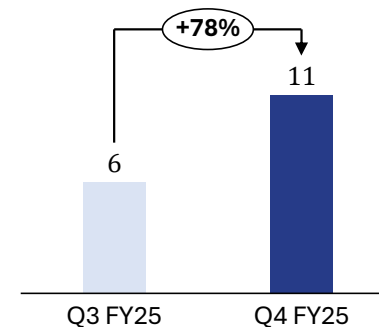
Revenue (₹ in Crs)



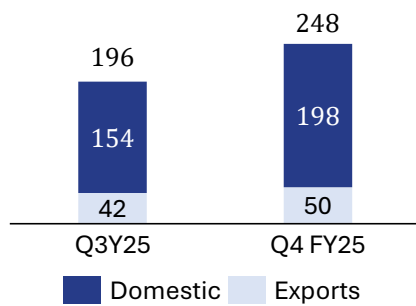
EBITDA (₹ in Crs)



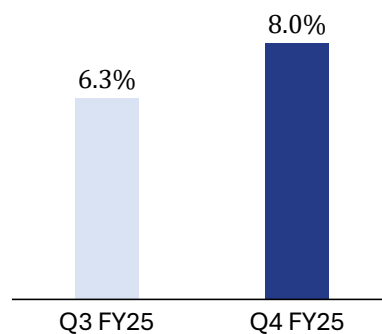
PAT (₹ in Crs)



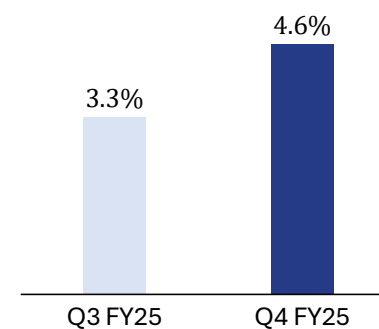
Revenue Profile (₹ in Crs)

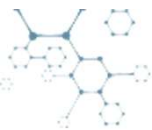


EBITDA Margin (%)



PAT Margin (%)

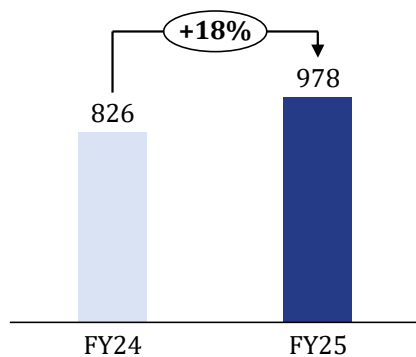




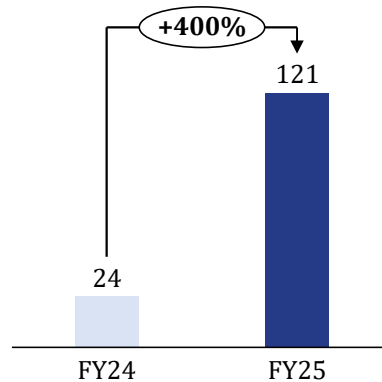
Standalone performance in FY25



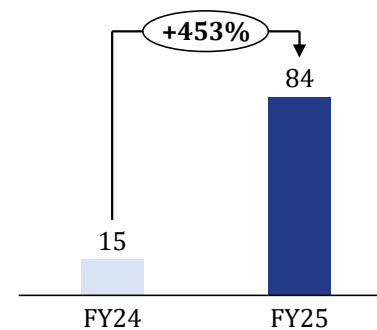
Revenue (₹ in Crs)



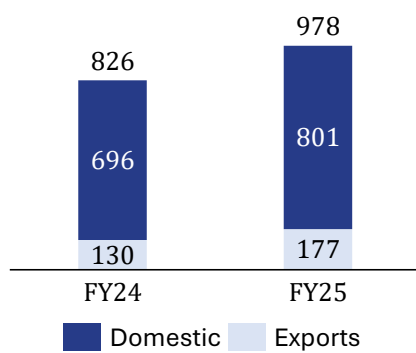
EBITDA (₹ in Crs)



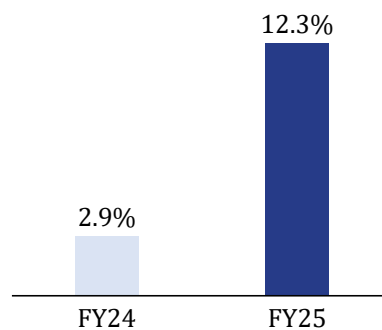
PAT (₹ in Crs)



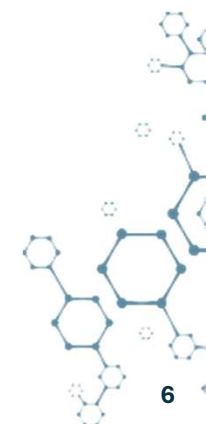
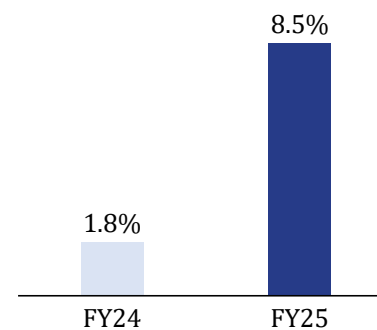
Revenue Profile (₹ in Crs)



EBITDA Margin (%)



PAT Margin (%)





Standalone Profit and loss Statement



Particulars (₹ in Crs)	Q4 FY25	Q3 FY25	Q-o-Q	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from Operations	247.8	196.4	26.2%	233.5	6.1%	978.1	826.1	18.4%
Cost of goods sold	135.8	102.6		138.8		506.1	503.1	
Gross Profit	112.0	93.8	19.4%	94.8	18.2%	471.9	323.1	46.1%
Gross Margin (%)	45.2%	47.8%		40.6%		48.3%	39.1%	
Employee Expenses	32.8	28.7		26.8		121.7	105.3	
Other Expenses	59.5	52.8		55.1		229.6	193.7	
EBITDA	19.8	12.3	60.6%	12.9	53.7%	120.6	24.1	400.1%
EBITDA Margin (%)	8.0%	6.3%		5.5%		12.3%	2.9%	
Other Income	4.4	5.1		4.9		26.5	29.3	
Depreciation	8.7	8.5		8.0		33.8	31.4	
EBIT	15.5	8.9	73.6%	9.8	58.3%	113.3	22.0	414.1%
EBIT Margin (%)	6.3%	4.5%		4.1%		11.6%	2.7%	
Finance Cost	0.3	0.3		0.3		2.4	1.8	
Profit before Tax	15.3	8.7	76.3%	9.5	60.0%	110.9	20.2	449.2%
Profit before Tax (%)	6.2%	4.4%		4.0%		11.3%	2.4%	
Tax	3.9	2.3		2.2		27.4	5.1	
Profit After Tax	11.4	6.4	77.6%	7.3	55.5%	83.5	15.1	452.8%
PAT Margin (%)	4.6%	3.3%		3.1%		8.5%	1.8%	
Earnings per share (EPS) (Rs.)	9.05	5.09		5.81		66.42	12.02	



Standalone Balance Sheet

Particulars (₹ Crs)	FY25	FY24
ASSETS		
Non - Current Assets		
Property, plant and equipment	381.8	382.9
Right of use assets	37.4	21.1
Investment Properties	15.5	0.8
Goodwill	18.9	18.9
Capital work-in-progress	8.4	18.0
Other Intangible assets	0.9	0.2
Intangible assets under development	4.3	0.5
Financial Assets		
Investments in subsidiaries and joint venture	9.6	4.3
Other Investments	420.9	406.9
Loans	0.1	0.0
Other Financial Assets	8.6	8.1
Non-current tax assets (net)	4.6	29.5
Other non-current assets	6.1	6.6
Total Non - Current Assets	917.1	897.8
Current Assets		
Inventories	94.0	106.4
Financial Assets		
(i) Investments	204.1	194.9
(ii) Trade receivables	215.9	184.7
(iii) Cash and cash equivalents	9.1	7.4
(iv) Bank balances other than (ii) above	3.8	4.5
(v) Loans	0.2	0.2
(vi) Other current financial assets	7.2	4.8
Other current assets	9.5	11.0
Total Current Assets	543.9	514.0
TOTAL ASSETS	1,461.0	1411.8

Particulars (₹ Crs.)	FY25	FY24
Equity		
(a) Equity share capital	6.3	6.3
(b) Other equity	1,170.9	1,069.4
Total Equity	1,177.2	1,075.7
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Lease liabilities	2.2	1.8
Employee benefit obligations	14.1	13.3
Deferred Tax Liabilities	94.2	120.2
Total Non - Current Liabilities	110.5	135.3
Current Liabilities		
Financial liabilities		
(i) Borrowings	0.1	0.0
(ii) Lease liabilities	10.1	0.0
(iii) Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	6.8	7.0
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	130.0	178.1
(iv) Other financial liabilities	4.4	4.4
Other current liabilities	9.7	4.5
Employee benefit obligations	12.3	6.4
Current tax liabilities (net)	0.0	0.4
Total Current Liabilities	173.3	200.8
Total Equity and Liabilities	1,461.0	1,411.8



Consolidated Profit and loss Statement



Particulars (₹ in Crs)	Q4 FY25	Q3 FY25	Q-o-Q	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from Operations	247.8	196.4	26.2%	233.5	6.1%	978.1	826.1	18.4%
Cost of goods sold	135.9	102.6		138.8		506.2	503.1	
Gross Profit	111.9	93.8	19.3%	94.8	18.1%	471.8	323.1	46.0%
Gross Margin (%)	45.2%	47.8%		40.6%		48.2%	39.1%	
Employee Expenses	32.8	28.7		26.8		121.8	105.3	
Other Expenses	59.6	53.1		55.4		230.5	194.1	
EBITDA	19.6	12.1	62.0%	12.6	55.1%	119.6	23.7	405.5%
EBITDA Margin (%)	7.9%	6.1%		5.4%		12.2%	2.9%	
Other Income	5.7	5.1		5.0		30.2	33.0	
Depreciation	8.8	8.5		8.0		34.1	31.4	
EBIT	16.5	8.7	90.4%	9.6	72.5%	115.7	25.2	358.7%
EBIT Margin (%)	6.7%	4.4%		4.1%		11.8%	3.1%	
Finance Cost	0.3	0.3		0.3		2.4	1.9	
Share of net profit/(loss) of associate	0.0	0.0		-0.4		-0.4	-0.7	
Profit before Tax	16.3	8.4	93.7%	8.9	83.0%	112.9	22.7	398.6%
Profit before Tax(%)	6.6%	4.3%		3.8%		11.5%	2.7%	
Tax	3.9	2.2		2.2		27.6	5.6	
Profit After Tax	12.4	6.2	100.0%	6.7	85.7%	85.3	17.0	401.5%
PAT Margin (%)	5.0%	3.2%		2.9%		8.7%	2.1%	
Earnings per share (EPS) (Rs.)	9.87	4.93		5.31		67.87	13.53	

Consolidated Balance Sheet

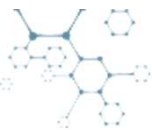
Particulars (₹ Crs)	FY25	FY24
Assets		
Non - Current Assets		
Property, plant and equipment	384.9	385.5
Right of use assets	38.4	22.1
Investment Properties	15.5	0.8
Goodwill	18.9	18.9
Capital work-in-progress	8.4	18.0
Other Intangible assets	0.9	0.2
Intangible assets under development	4.3	0.5
Financial Assets		
Other Investments	875.2	785.4
Loans	0.1	0.0
Other Financial Assets	8.6	8.1
Deferred Tax Assets	0.2	0.1
Non-current tax assets (net)	4.7	29.5
Other non-current assets	6.1	6.6
Total Non - Current Assets	1,366.2	1,275.8
Current Assets		
Inventories	94.0	106.4
Financial Assets		
(i) Investments	209.5	198.8
(ii) Trade receivables	215.9	184.8
(iii) Cash and cash equivalents	12.2	7.8
(iv) Bank balances other than (ii) above	4.0	4.6
(v) Loans	1.2	1.2
(vi) Other current financial assets	7.14	4.7
Other current assets	9.9	11.3
Total Current Assets	554.2	519.7
Total Assets	1,920.4	1,795.5

Particulars (₹ Crs.)	FY25	FY24
Equity		
(a) Equity share capital	6.3	6.3
(b) Other equity	1,582.4	1,420.8
Total Equity	1,588.7	1,427.1
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Lease liabilities	2.2	1.8
Employee benefit obligations	14.1	13.3
Deferred Tax Liabilities	141.6	150.3
Total Non - Current Liabilities	158.0	165.4
Current Liabilities		
Financial liabilities		
(i) Borrowings	0.1	0.0
(ii) Lease liabilities	10.1	0.0
(iii) Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	6.8	7.0
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	130.1	178.2
(iv) Other financial liabilities	4.6	6.5
Other current liabilities	9.8	4.5
Employee benefit obligations	12.3	6.4
Current tax liabilities (net)	0.0	0.6
Total Current Liabilities	173.7	203.1
Total Equity and Liabilities	1,920.4	1,795.5



Excel Industries Ltd.
Pioneer in Chemical and Environment Management business



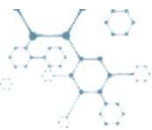


Diversified Business Segments...



Excel Industries Limited





... Diversified Product Portfolio



Chemicals

01

Agrochemical intermediates

- P2S5, PSCI3, DETC, DMTC, NaTCP

02

Specialty Chemicals

- HEDP, HEDP 4Na, ATMP, DTPMP, Acetyl Chloride, Specialty mining additives, Phenolic & Non-Phenolic Biocides, PCI3, PCI5

03

Polymer Additives

- Property modifiers and functional additives

04

Pharma Intermediates & API

- Febuxostat, Teneligliptin API and Butaphosphan

ENVIRON - BIOTECH

01

Integrated MSW

- Manufacturing of Compost, Refuse derived fuel (RDF), Recovery of Metals and Plastics recovery & recycling

02

Excel OWC

- The machine takes organic waste and Excel Bioculum as input and to create manure starter

03

Sanitreat

- A non hazardous mixture of mineral and herbal components that control the putrefaction process of organic waste materials

04

Bioculum

- Bioculum speeds up natural composting process and rapidly converts waste into a rich manure





... Diversified Product Applications



Agrochemical Intermediates



Corrosion Inhibitors & Chelating Agents



Polymer Aids and Property modifiers



Pharma & Veterinary



Other Organic Intermediates

Organophosphorus Insecticides and Herbicides	Water treatment	Soaps & Detergents	Oilfield and Lube additive chemicals	Mining additives
Hospital and Industrial & Institutional cleaning	Textiles	Polymer product manufacturing or as property modifiers	API for Gout, Diabetics and veterinary nutritional supplements	Phosphorus based Organic and Inorganics for downstream manufacturing



EXCEL ORGANIC WASTE CONVERTOR

Description

- Can handle waste quantities up to 2 MT per day.
- Decentralized organic waste treatment system.
- Processes organic waste into rich compost
- Convert spoil to soil.



Product

Uses

- Residential societies
- Hotels/Restaurants
- Educational Institutes
- Omce Canteens
- Hospital Kitchen/Canteen
- Industrial Canteens
- Agriculture Markets
- Places of Worship

Process



Segregate



Input wet waste



Raw compost



Curing



Application

EXCEL ORCO

- Convert segregated organic waste to quality compost.
- Smart, robust and efficient solution to composting needs



- Small Residential societies
- Cafes/Restaurants
- Corporate Omces
- Places of Worship
- Schools/Colleges
- Clubs/Resorts



Company Overview





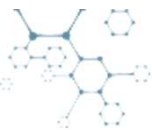
Excel Industries At Glance



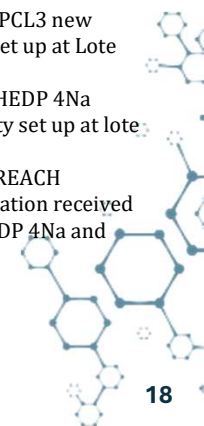
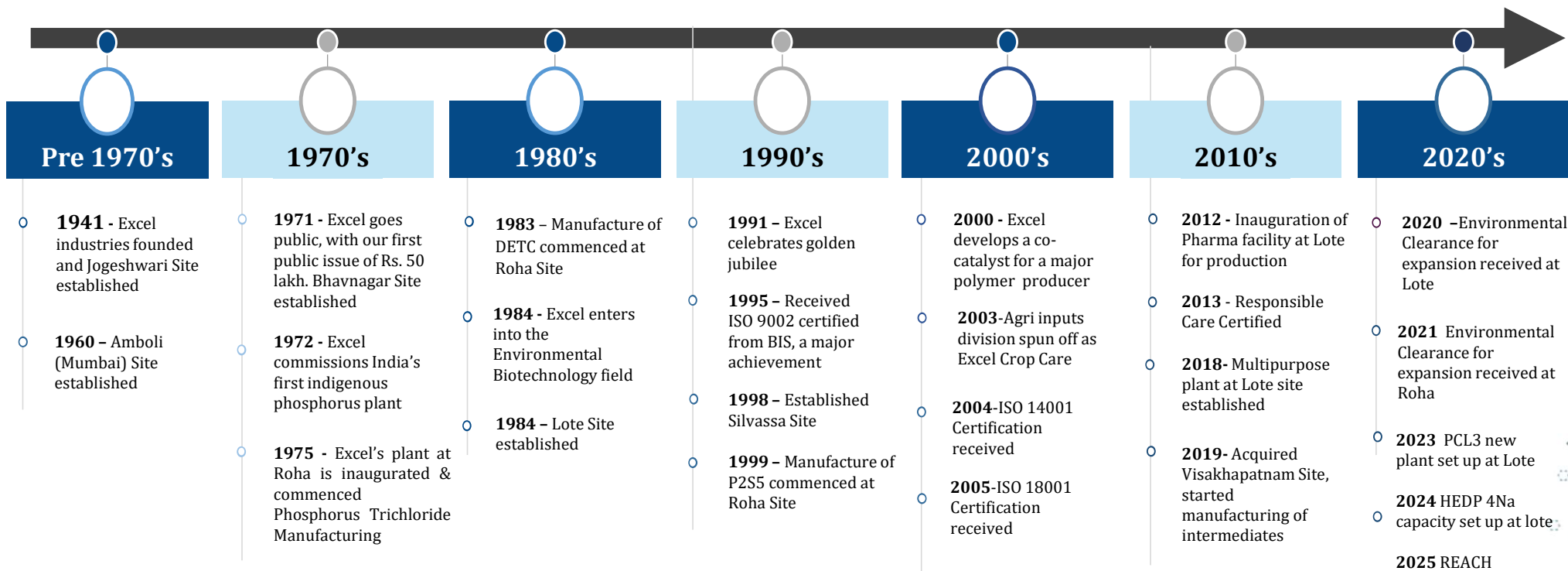
- Established in 1941 with an objective to make India self reliant in chemicals by developing indigenous chemical technologies
- Excel Industries manufactures complex products through the best-in-class technological setup
- Involved in manufacturing Agrochemical intermediates and Specialty Chemicals. Also manufactures polymer inputs, pharmaceutical intermediates and APIs (Active Pharma Ingredients)
- Pioneer in Organic Waste Management and Municipal Solid waste management in India
- Manufacturing facilities located at Roha, Lote, and Vishakhapatnam.

* figures are of FY25





Journey So Far



Executive Leadership Team



Mr. Ashwin C. Shroff

Executive Chairman

- He has been part of the Company since 1965 and his leadership continues to inspire the entire group to march ahead
- He has been richly recognized for his contributions to the growth of the Indian Chemical industry and received the ICC Lifetime achievement award in 2018
- He previously held the position of President for Indian Chemical Council and Chairman Environment Committee at Federation of Indian Chambers of Commerce & Industry (FICCI)



Mr. Ravi A. Shroff

Managing Director

- He is a third generation industrialist who is qualified as a Chemical Engineer with Masters in Chemistry
- His areas of strengths are Strategy, New business development, R&D and Finance
- He is currently the Managing Director of Excel Industries and also on Board of other companies
- He is well connected with Startup Ecosystems and actively participates in it



Mr. Hrishit A. Shroff

Executive Director

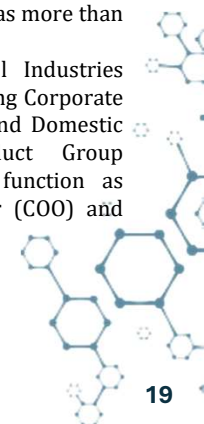
- He is a Chartered Accountant and an alumni of Harvard Business School having completed the Owner President Management program
- Has a prior business leadership experience in Agrochemicals as Executive Director of erstwhile Excel Crop Care Ltd.
- His areas of expertise are financial planning, people development and business strategy formulation.
- He is currently the Executive Director of Excel Industries Ltd and also on Board of other companies.

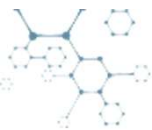


Mr. Pradeep Ghattu

President & Chief Operating Officer

- He is a graduate in Electronics with a post graduate degree (M.B.A.) in Management. He has more than three decades of Industry experience.
- He has been associated with Excel Industries since 2004 in various functions including Corporate Affairs (M.D.'s office), International and Domestic Sales, ERP Implementation, Product Group Management, Heading the delivery function as President and Chief Operating Officer (COO) and long term strategy formulation.





Eminent Board



Mr. Ninad D. Gupte

Mr. Ninad D. Gupte is a Bachelor of Science from Bombay University, PGDBM from XLRI-Jamshedpur and has Diploma in Tax Management. He has a vast experience of 49 years in Agri and Specialty Chemicals Industry. He is currently a Director in Sumitomo Chemical India Ltd and Excel Crop Care (Africa) Ltd.

Mr. Vihang Virkar

Mr. Vihang Virkar holds a degree in Bachelor of Legal Studies (BLS) and a degree in Master of Laws (LLM). He has a vast experience of 22 years as corporate and commercial lawyer. He is the Lead Partner of the Mumbai Corporate practice of DMD Advocates.

Mr. Rajesh Varma

Mr. Rajesh Varma holds a Bachelor of Commerce (B. Com) degree and is a Fellow Chartered Accountant (FCA). He has vast experience of 32 years with expertise in Corporate Governance and Enterprise Risk Management. Currently he is a Managing Partner of RVC Consultants, LLP and Independent Director in Shilchar Technologies.

Mr. Shekhar Khanolkar

Mr. Shekhar Khanolkar holds degree in B.E. (Petroleum and Petrochemical Engineering) M.N.S. (Marketing) and AMP from Harvard Business School. He has vast experience of 30 years in Leadership, People Management, Strategy, Operation & Projects. Currently he is an Independent Director and member of the audit committee with Aarti Industries Limited.

Dr. Meena A. Galliara

Dr. Meena A. Galliara is currently a Director at Jasani Center for Social Entrepreneurship & Sustainability Management and Narsee Monjee Institute of Management Studies (NMIMS). She is alumna of Tata Institute of Social Sciences (TISS). She is a co-chairman of the CSR Committee and has been appointed as the special invitee to the Board of Bombay Chambers of Commerce and Industry.

Mr. Dinesh Kumar Bhagat

Mr. Dinesh Bhagat is an Honors Graduate in the field of Finance/Commerce from the University of Delhi. He has served LIC in very prominent positions, which include the position of Zonal Manager Eastern Zone, Kolkata, Chief (Pension & Group Schemes), Central Office, Mumbai, Sr. Divisional Manager, and Marketing Manager of different divisions.





State Of The Art Manufacturing Facilities



ROHA

- One of Excel's first large scale facilities.
- The Roha site is the main production hub of a number of key phosphorus-based products, and it handles one of the highest quantities of yellow phosphorus in India.
- Wide range of chemical inputs and Veterinary APIs are manufactured at Roha along with key polymer additives and specialty chemicals.

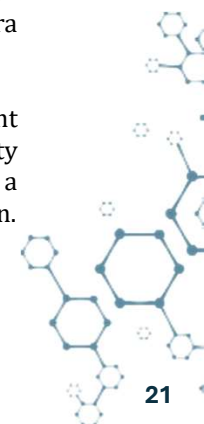
LOTE

- This site is a leading producer of Organo phosphonates which are used as chelating agents in a wide range of applications including water treatment, soaps and detergents, textile auxiliaries and I & I cleaners.
- Products manufactured in this site are also used as Biocides and find application in Coatings, MDF Boards and Adhesives.



VIZAG

- This site was acquired in 2019 and is located in Special Economic Zone (SEZ, Atchutapuram) near Visakhapatnam in Andhra Pradesh.
- Currently the Plant Manufactures Specialty Intermediates and it has a potential for future expansion.



Awards & Accolades



PC Ray award for Indigenous Technology
1965



Jamnalal Bajaj fair business Practices Award
1992



ENCON, Govt of India Award for Energy Efficiency
2004



ICC Lifetime Achievement Award to Mr. Ashwin Shroff
2018



JSW Earth Care Award to Excel's NGO, VRTI for CSR Initiatives
2018



ICC Product Stewardship Award
2019



National Safety Council of India Award
2020



ICC Award for Excellence in Management of Human Resources and Environment Management
2020



FICCI : Joint Runner Up "Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals"
2021

Awards & Accolades



Shrestha Suraksha Puraskar in Chemical Manufacturing Sector for the year 2021 from National Safety Council of India



Certificate of Appreciation from National Safety Council of India



Certificate for Longest Accident Free period & Lowest Frequency Rate



Award of Excellence in Sub-Sector Agro-Chemicals



Our Chairman Shri. Ashwin C Shroff was nominated with the Lifetime Contribution (Individual) honouring his eminent contribution to the chemical industry



ICC Responsible Care "Pollution Prevention Code" 2021 & Category : I Management of Health and Safety 2021



ICC Excellence in Management of Environment 2019



Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals 2021 from FICCI



Awards & Accolades (2/2)



2022 : ICC Certificate of Merit. Category :
Management of Health and Safety 2021



Received Bronze medal for sustainability
from Ecovadis



"Make in India Partnering Award" was
presented to Excel during Rallis' Annual
vendor meet

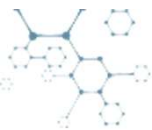


FICCI Chemicals and Petrochemicals
Awards 2022" Category "Sustainability :
Excellence in Safety



Ethical responsibility
- Pillar of our CSR





Excel's Three Pillars of Sustainability



All Three Aspects – People, Profit and Planet must be balanced to ensure Sustainability

People in Excel Industries

are guaranteed a work environment where employees find value in what they do everyday. Beyond a safe, healthy work environment, opportunities to develop one's potential are provided through education and participation.



Planet refers to the commitment by **Excel Industries** to implement environmentally sustainable practices and they continually look for ways to go beyond what is expected in order to safeguard and enhance the natural environment.

Protecting the interests of all our stakeholders



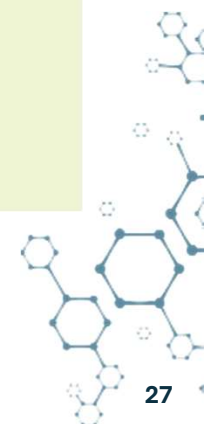


Corporate Social Responsibility



- Engaged in CSR initiatives since inception.
- Endeavors towards creating positive change for the environment and the communities we serve.
- Committed to the UN's Sustainability Development Goals.

₹ 12+ Crs
spent on CSR activities
in last 5 years



Protecting the Environment



Water Security Through Community



Drinking Water Facility Sand Filter
At – Pale khurd Village Roha - Raigad



Repairs of Water Wells, At- Nivi Adivasiwadi ,
Roha Raigad

Animal Husbandry



Fish Farming Pond follow-up Visit –
Yashwantkhar, Taluka- Roha, Raigad



Goat farming – Bhise Taluka Roha - Raigad

Rural Development – Agriculture & Community



Kharif seeds Distribution, Karivane,
Khateliwadi Roha Taluka, Raigad



Turmeric Cultivation, Roha Taluka, Raigad



Rabbi Season Land Preparation,
Bahe, Roha Taluka, Raigad



Vegetable Transporting Vehicle,
Khateliwadi, Roha Taluka, Raigad



Social Upliftment



Women Empowerment



Millets Cakes Training, VRTI Training Hall, Roha Taluka, Raigad



Nauvari Training , VRTI Hall, Roha Taluka, Raigad



Flower making training, VRTI Hall Roha Taluka, Raigad



Support to business stall, Bhat Hall, Roha Taluka , Raigad

Education



School Head Master Teacher Meeting,VRTI Office, Roha Taluka, Raigad



Sport Material Distribution ,Shramik Vidyalay Chilhe High School, Roha Taluka, Raigad

Health



Batch 1 Nursing Training Class Material Support, VRTI Training Hall, Roha Taluka, Raigad



Kits Distribution to ASHA Workers (Health Workers) : VRTI training hall, Roha, Raigad



Industry has a Huge Potential



Global Industry Overview...



The Global Specialty Chemical Industry was valued at **\$910Bn** in **2021** and is projected to reach **\$1240Bn** by **2026**, growing at a **CAGR** of **6.4%** from **2021 to 2026***.



MARKET SEGEMENTATION

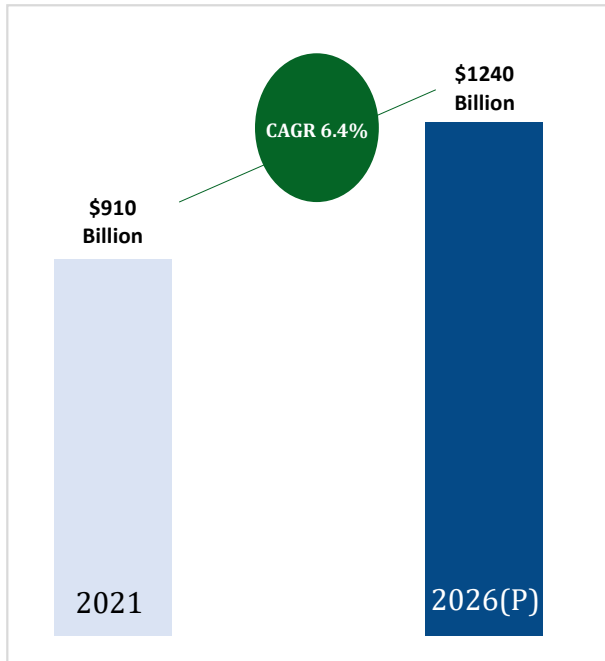
- Agrochemicals
- Dyes and Pigments
- Construction Chemicals
- Specialty Polymers
- Textile chemicals
- Base Ingredients
- Surfactants
- Water treatment
- Functional Ingredients

KEY INSIGHTS*

- China holds 40% share in global chemical industry. #
- Asia Pacific accounted for a revenue share of 46.8% in the market for specialty chemicals.
- Exportable specialty chemicals accounts for ~15-17% of the industry.

OUTLOOK

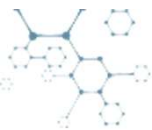
- Asia-Pacific market is expected to grow fastest.
- China is expected to keep specialty chemical imports high.
- The Indian specialty chemicals industry will outpace its Chinese counterpart and double its share of the global market to ~6% by 2026 from 3-4% in fiscal 2021.*



Source:

1. * FICCI Aventus Report
2. @ IBEF
3. # McKinsey report 2019





...Indian industry growing at double digit



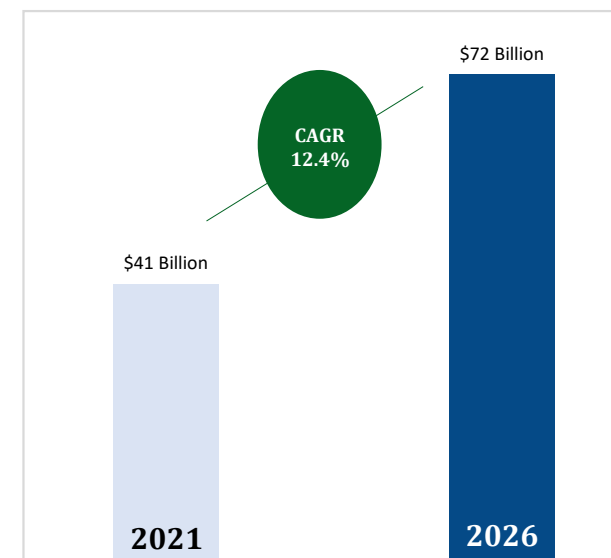
- The Indian chemical industry is expected to reach \$383 billion by 2030 (Source: EY)
- Market share of India to grow to 6% by 2026. (Source: CRISIL)
- Domestic growth in the sector is predicted to be at 13-15% . (Source: CRISIL)
- Exports and revenue from India are predicted to grow 18-20% . (Source: CRISIL)
- Under the Budget 2025-26 the government allocated Rs. 194.05 crore to the Department of Chemicals and Petrochemicals.

India is expected to remain a driving force in Asia for chemical demand in 2024 given its strong economic growth and resilient industrial production and greater demand. India's specialty chemicals companies are expanding their capacities to cater to rising demand from domestic and overseas

An investment of Rs. 8 lakh crore (US\$ 107.38 billion) is estimated in the Indian chemicals and petrochemicals sector by 2025 & 7-9% growth is expected in FY25 (Source: IBEF & TOI)

As the global economy strengthens, demand for chemicals is expected to rise, benefiting the Indian exporters.

The Indian Specialty Chemical Industry was valued at **\$41Bn** in **2021** and is projected to reach **\$72Bn** by **2026**, growing at a **CAGR** of **12.4%** from 2021 to 2026.



Source:

1. * FICCI Aventus Report
2. @ IBEF
3. # McKinsey report 2019



Historical Financial Performance

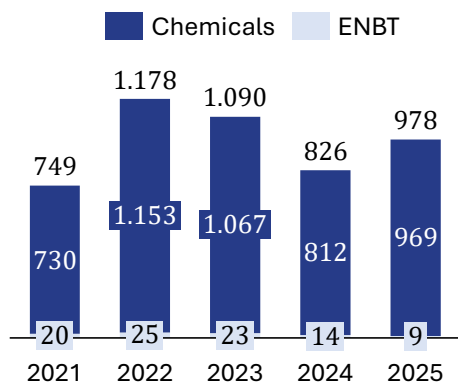


Historical Performance

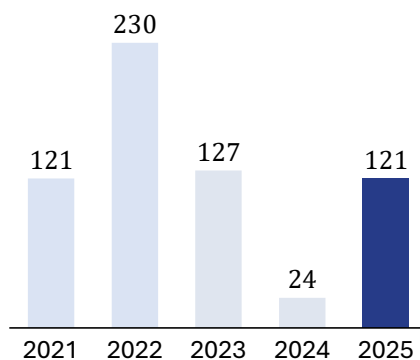


(Standalone)

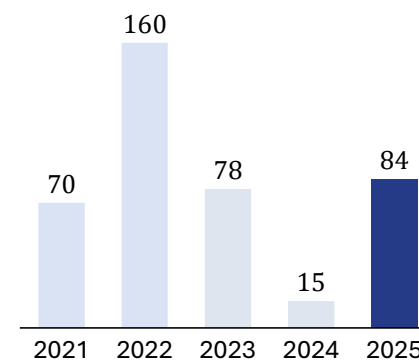
REVENUE (Rs in Crs)



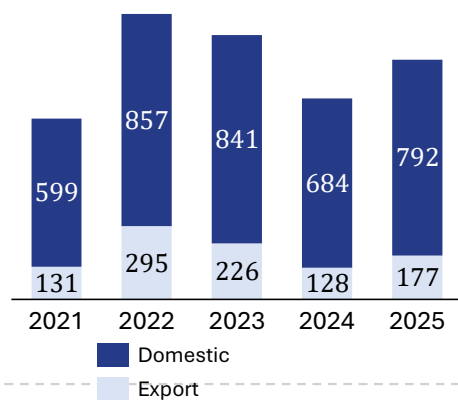
EBITDA (Rs in Crs)



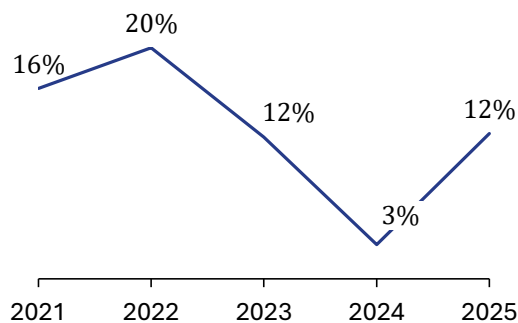
PAT (Rs in Crs)



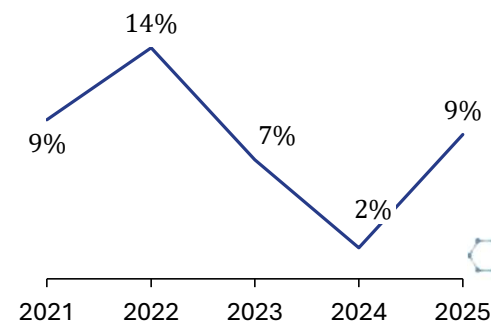
REVENUE MIX Chemicals(Rs in Crs)

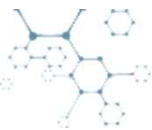


EBITDA Margin (%)



PAT Margin (%)

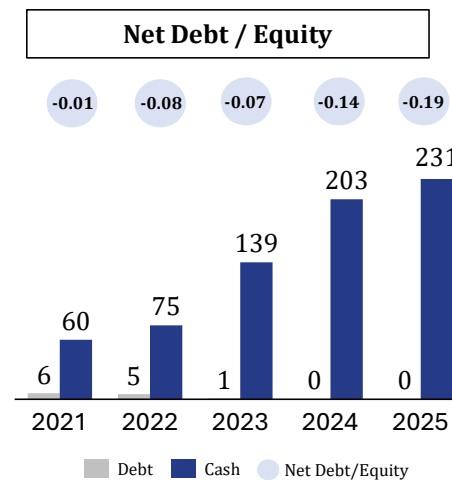
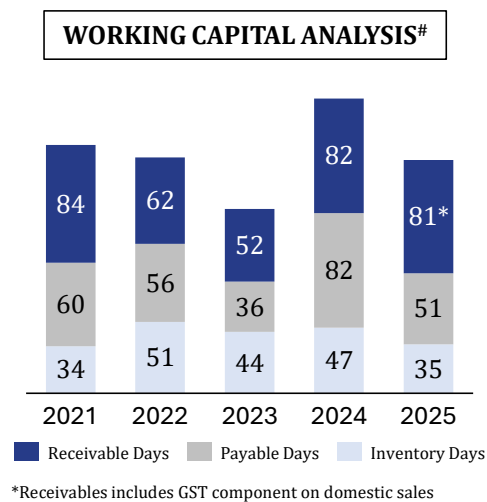
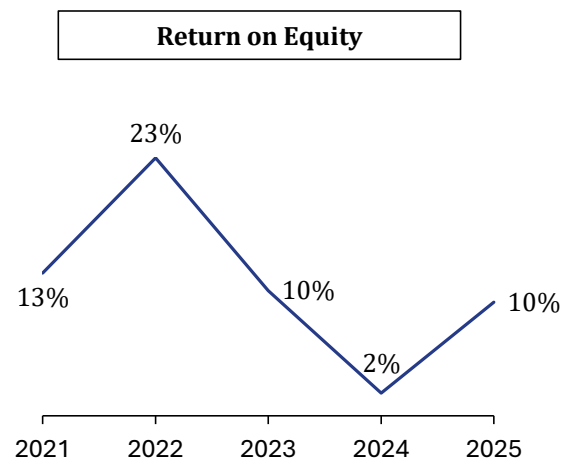
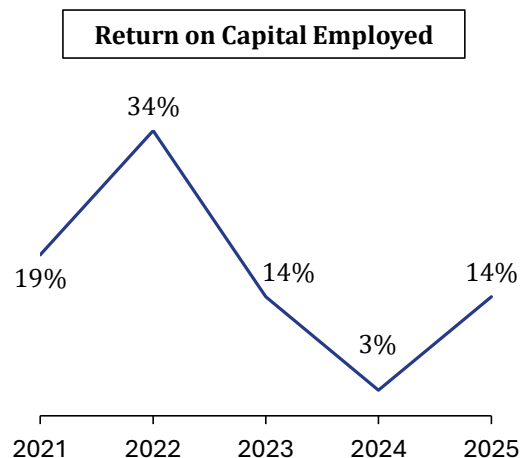




Historical Performance

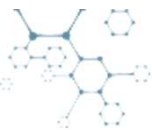


(Standalone)



Long-term debt free & Cash-rich company





Consistent shareholder returns

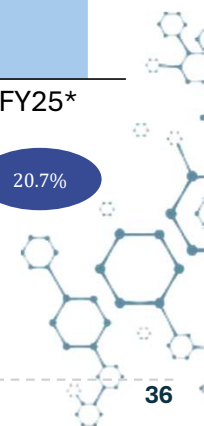
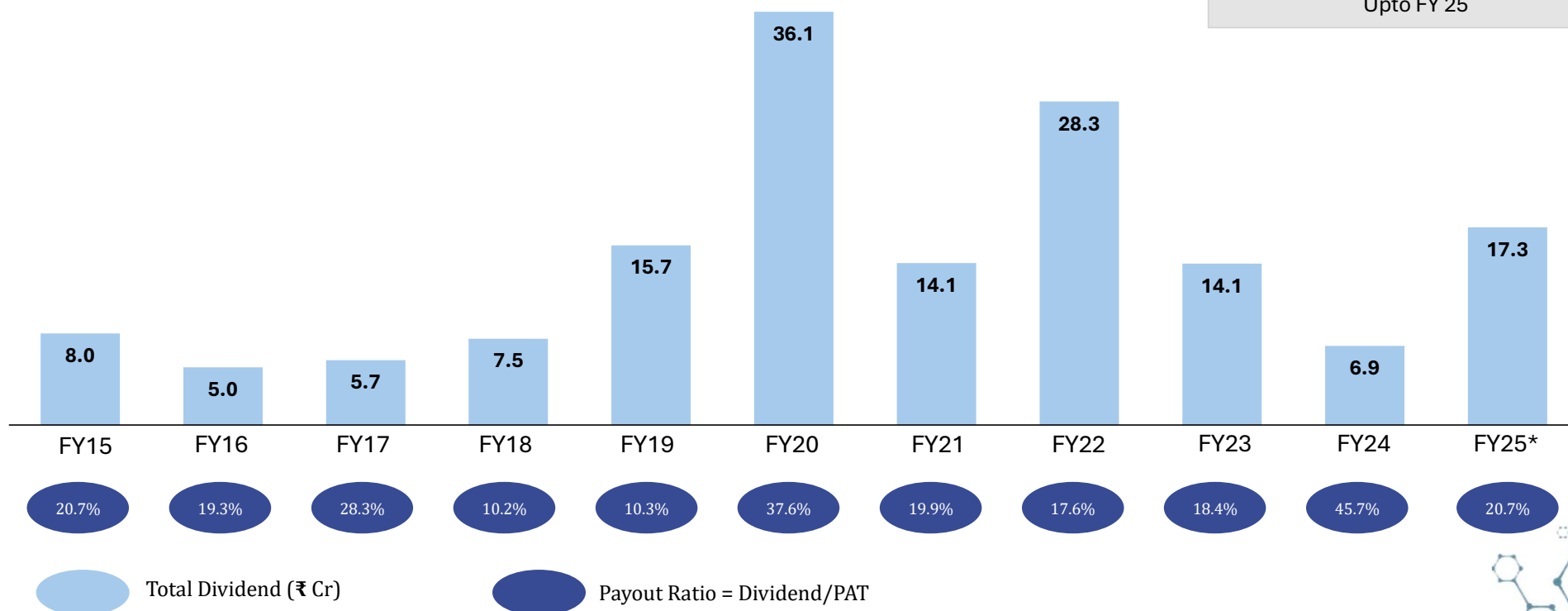


- **Rs 145.5 crores**

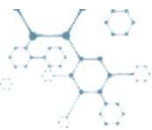
Returned to shareholders in the form of dividend in the last 10 years Upto FY24;

- **14% CAGR**

Growth in market cap in last 10 years Upto FY 25



* - subject to the approval of the shareholders at the Annual General Meeting)



Capital allocation over the last few years



Capital Expenditure

The company executed Rs 406 Crs of Capex throughout the course of the four-year term (2019–25), which included the acquisition of Visakhapatnam site. Further, the company is in the process of setting up a state of the art R&D facility at Mumbai.



Capacity Expansion

Received EC from regulatory bodies to increase its production capabilities and product offerings. Few of the products are Phosphorus Pentasulphide, Diethyldithiophosphoryl Chloride, Diazotization Chemistry platform, Phosphonates and Pharma capacities.



New Products

Introduced capacities for new products like Sodium Trichloro Pyridinol (NaTCP), polymer additive and HEDP 4Na.



Waste-water treatment

Upgraded its waste-water treatment capabilities in line with the expanded volumes.



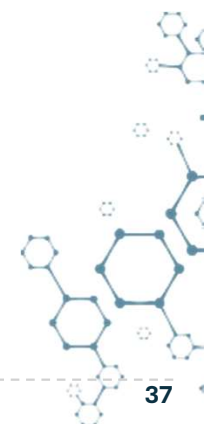
Lote and Roha Sites

Undergone technological advancements and asset maintenance.



Vizag Facility

Added volume capabilities for its existing and few new products.





Key takeaways



Sustainable solutions

Delivering sustainable solutions for a better environmental footprint



Industrial processes

Sustainability helps to reduce carbon footprint and increases operational excellence



Enhancing R&D

Enhancing R&D facility with capable teams across diverse functions will help in expansion



Changing landscapes

Recognizes the changing landscape and strategically aligned to leverage from them



Capturing opportunities

Many companies are slated to go off patent during the next 5 – 6 years. Your company can expand upon these opportunities.



Consumer oriented approach

The new product development strategy is centered around new chemistry platforms with focus on export & consumer-oriented approach



Thank You



Company :



Excel Industries Limited

CIN: L24200MH1960PLC011807

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