

February 19, 2025

| | |
|--|---|
| To, BSE Limited, 25, P. J. Towers, Dalal Street, Mumbai – 400 001 Ref: Company Scrip Code: 532834 | To, Listing Department, National Stock Exchange of India Ltd., Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400051 Ref: Symbol: CAMLINFINE Series: EQ |
|--|---|

Sub: Intimation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR") - Revised Investor Presentation.

This is in continuation to our disclosure dated February 14, 2025 in relation to the investor presentation on the Unaudited financial results of the Company for the quarter and nine months ended December 31, 2024.

The details on the Operational Revenue Breakup has been revised due to re-grouping errors. Accordingly, the presentation has been updated and enclosed herewith for dissemination on the website of the stock exchanges.

It is clarified that the presentation and the information contained therein does not constitute or form part of an invitation or solicitation to offer to purchase or subscribe to any securities of the Company in any jurisdiction. This presentation has been prepared for information purposes only. The information contained in the presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment.

Encl.: a/a.

Thanking You,

For Camlin Fine Sciences Limited

Rahul Sawale
Company Secretary
& VP - Legal

 **Registered Office:**
Camlin Fine Sciences Limited, Floor 2 to 5, In G.S. Point, CST Road, Kalina, Santacruz (East), Mumbai 400 098.
CIN: L74100MH1993PLC075361

 +91 22 6700 1000

 +91 22 2832 4404

 corporate@camlinfs.com

 www.camlinfs.com



Camlin Fine Sciences Limited
Investor Presentation – February 2025

This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Camlin Fine Sciences Limited** (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

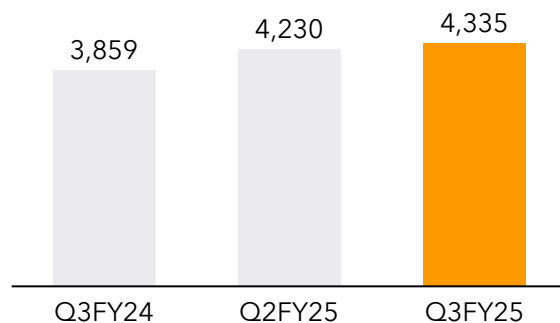


Performance Highlights - Q3 FY25

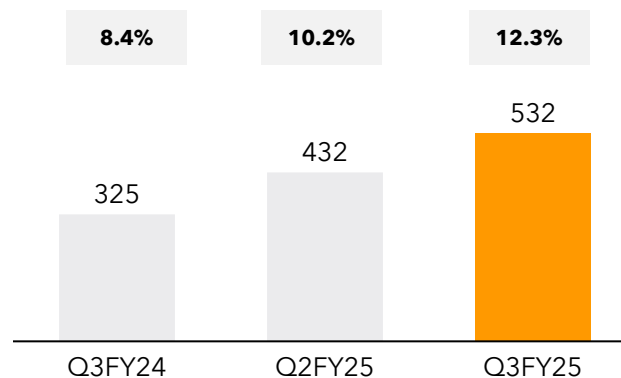
Q3 FY25 Performance Highlights



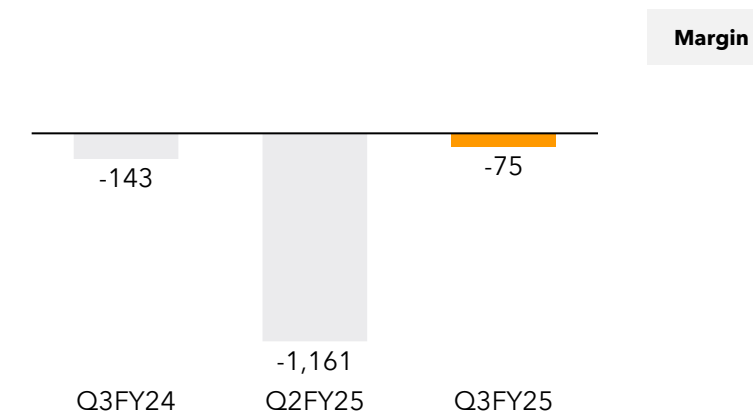
Revenue (Rs. In Mn)



EBITDA* (Rs. In Mn)



PAT (Rs. In Mn)



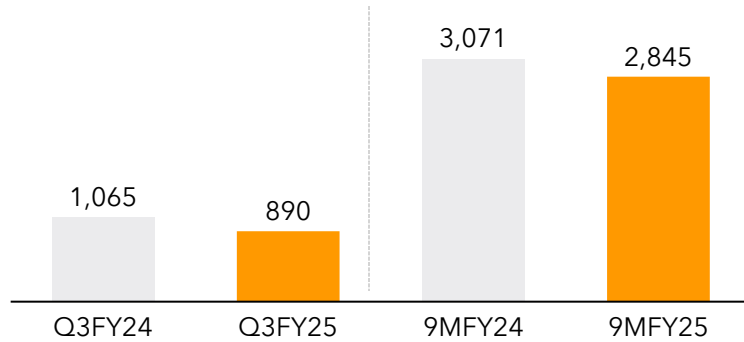
Operational Highlights

- Consolidated Revenue improves to Rs. 4,335 mn which is higher by 2.5% as compared to last quarter
- Gross margins have improved to 50.1% from 48.2% in last quarter
- Aroma sale has improved to Rs. 572 mn in current quarter from Rs.451 mn in previous quarter. Revenue will ramp up further in the coming quarters
- Dominance in Blends continue with a total revenue for the quarter of Rs. 2,441 mn as compared to last quarter of Rs. 2,229 mn
- Consolidated Operational EBITDA margin improves to 12.3% in current quarter as compared to last quarter of 10.2%
- Post provision of Impairment in last quarter, overall cost of CFS Europe has decline in Q3FY25 and is further expected to reduce in coming quarters
- CFS Vitafor contributed Rs. 358 mn to the revenue in the Q3 FY25 as compared to last quarter of Rs 267 mn
- Right issue of Rs. 2,247 mn were successfully subscribed in January 2025
- NCD of Rs 1,000 mn repaid in February 2025.

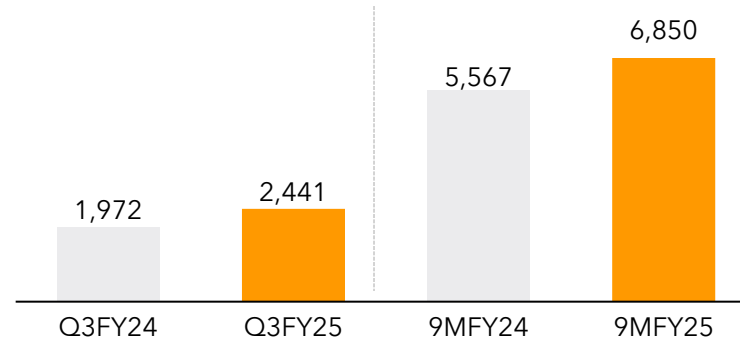
Operational Revenue Breakup



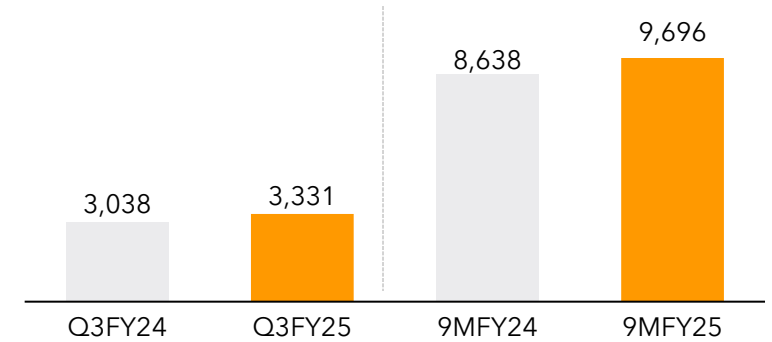
**Specialty Ingredients (Rs. In Mn)
(Straights)**



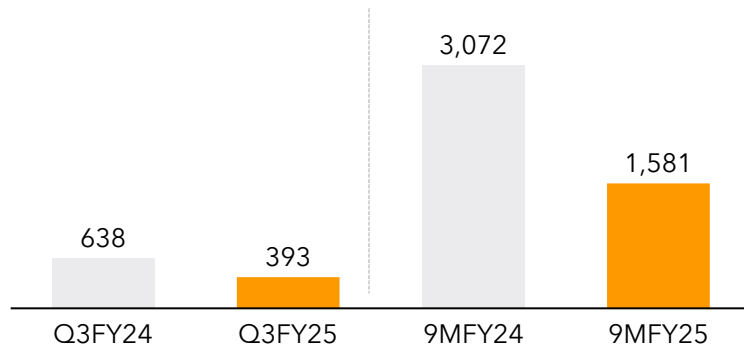
**Specialty Ingredients (Rs. In Mn)
(Value added blends)**



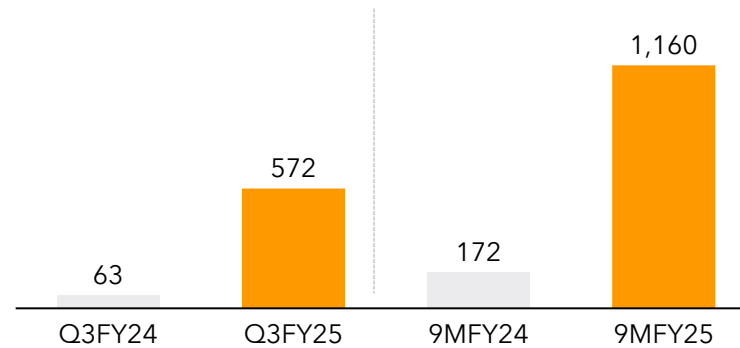
Total Specialty Ingredients (Rs. In Mn)



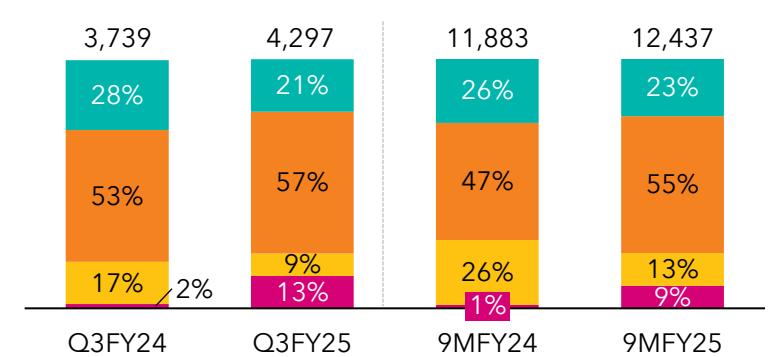
Performance Chemicals (Rs. In Mn)



Aroma Ingredients (Rs. In Mn)



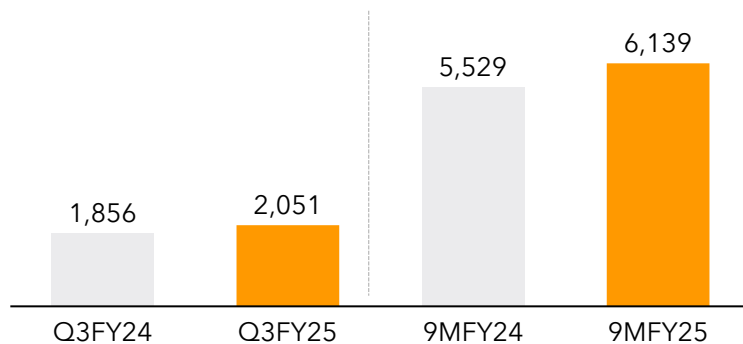
Total Revenue Breakup (%)*



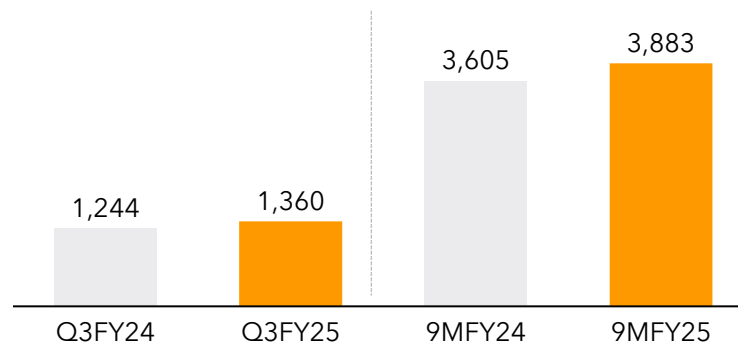
Regional Highlights



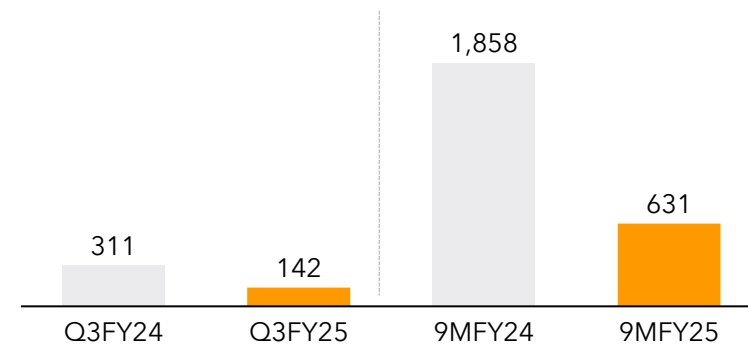
CFS India (Rs. In Mn)



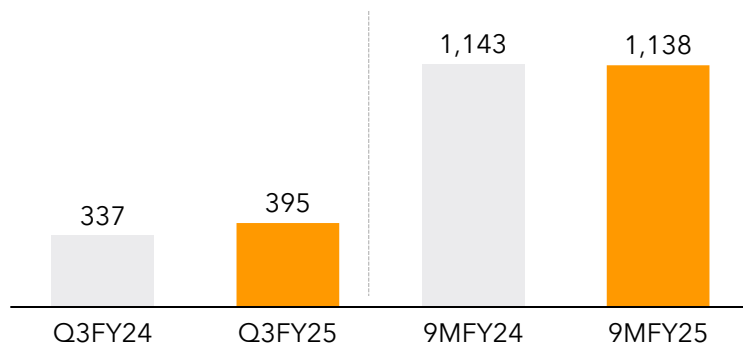
CFS Mexico (Rs. In Mn)



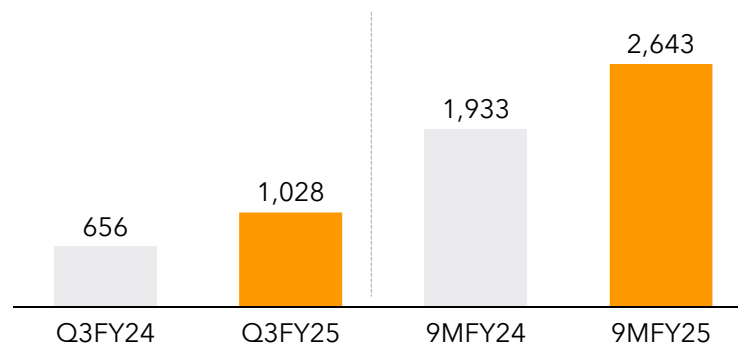
CFS Europe (Rs. In Mn)



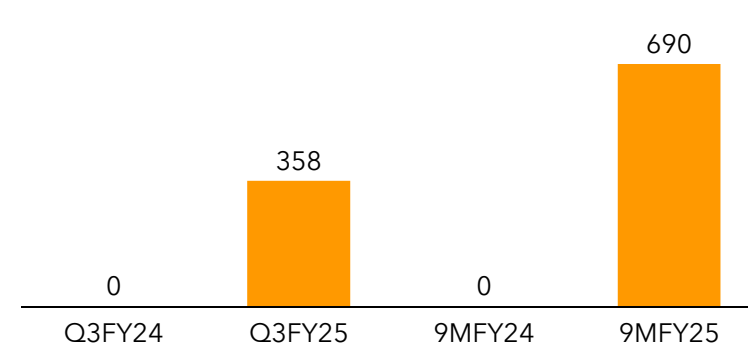
CFS Brazil (Rs. In Mn)



CFS North America (Rs. In Mn)



CFS Vitafor (Rs. In Mn)



Consolidated Profit & Loss Statement



| Particulars (Rs. In Mn) | Q3 FY25 | Q3 FY24 | YoY | Q2 FY25 | QoQ | 9MFY25 | 9MFY24 | YoY |
|---|----------------|----------------|----------------|-----------------|----------------|-----------------|-----------------|----------------|
| Revenue from Operation | 4,334.9 | 3,858.9 | 12.3% | 4,229.7 | 2.5% | 12,523.2 | 12,113.7 | 3.4% |
| Raw material consumption | 2,163.2 | 2,126.0 | | 2,190.7 | | 6,534.3 | 6,519.9 | |
| Employee Cost | 519.6 | 454.9 | | 522.8 | | 1,554.1 | 1,325.8 | |
| Other expenses | 1,164.3 | 1,044.7 | | 1,083.8 | | 3,228.7 | 3,396.3 | |
| EBITDA | 487.9 | 233.2 | | 432.4 | | 1,206.1 | 871.7 | |
| EBITDA Margins (%) | 11.3% | 6.0% | | 10.2% | | 9.6% | 7.2% | |
| Adjusted EBITDA* | 531.9 | 325.4 | 163.5% | 432.4 | 23.0% | 1,248.4 | 1,089.1 | 114.6% |
| Adjusted EBITDA Margins (%) | 12.3% | 8.4% | 390 bps | 10.2% | 210 bps | 10.0% | 9.0% | 100 bps |
| Other Income | 13.4 | 16.6 | | 121.0 | | 48.6 | 97.9 | |
| Depreciation | 144.8 | 205.8 | | 206.9 | | 552.8 | 585.6 | |
| Finance cost | 341.2 | 141.4 | | 264.2 | | 839.2 | 441.4 | |
| PBT (Excluding Exceptional Item) | 15.2 | -97.3 | | 82.3 | | -137.3 | -57.4 | |
| Exceptional Item | 0.0 | 0.0 | | 1,510.4 | | 1,510.4 | 0.0 | |
| Share of profit / loss of associate | -18.5 | 0.0 | | 5.1 | | -13.4 | 0.0 | |
| PBT | -3.3 | -97.3 | | -1,423.1 | | -1,661.2 | -57.4 | |
| Tax | 71.4 | 45.5 | | -262.0 | | -78.9 | 173.5 | |
| PAT | -74.7 | -142.8 | | -1,161.1 | | -1,582.3 | -230.9 | |

Exceptional Items

i) Impairment of Property Plant and Equipment, Intangibles and certain other assets:

a. Relating to CGU of Diphenol facility at CFS Europe SpA Rs. 1,165 mn

(Net of adjustment to Revaluation Reserve Rs. 350 mn) (Previous year ended 31.03.2024 Inventory write off Rs. 228 mn)

b. Relating to CFSWL Rs 188 mn (Previous year ended 31.03.2024 Rs. 270 mn), c. Derecognition of deferred taxes of CFSWL Rs. 116 mn,

ii) Acquisition related costs of Vitafor Group Rs. 20 mn

iii) Loss on demolition / refurbishment of assets Rs. 22 mn

Standalone Profit & Loss Statement



| Particulars (Rs. In Mn) | Q3 FY25 | Q3 FY24 | YoY | Q2 FY25 | QoQ | 9MFY25 | 9MFY24 | YoY |
|---|----------------|----------------|----------------|-----------------|----------------|-----------------|----------------|-----------------|
| Revenue from Operation | 2,050.7 | 1,856.1 | 10.5% | 2,269.1 | -9.6% | 6,139.0 | 5,529.3 | 11.0% |
| Raw material consumption | 1,012.9 | 1,076.2 | | 1,306.2 | | 3,339.1 | 2,786.6 | |
| Employee Cost | 171.8 | 162.3 | | 196.0 | | 535.9 | 494.1 | |
| Other expenses | 702.0 | 558.8 | | 626.9 | | 1,890.6 | 1,720.9 | |
| EBITDA | 164.0 | 58.9 | | 140.0 | | 373.3 | 527.8 | |
| EBITDA Margins (%) | 8.0% | 3.2% | | 6.2% | | 6.1% | 9.5% | |
| Adjusted EBITDA* | 164.0 | 58.9 | 179% | 140.0 | 17% | 373.3 | 527.8 | -29% |
| Adjusted EBITDA Margins (%) | 8.0% | 3.2% | 480 bps | 6.2% | 180 bps | 6.1% | 9.5% | -340 bps |
| Other Income | 68.2 | 21.3 | | 30.8 | | 116.8 | 133.3 | |
| Depreciation | 132.6 | 124.0 | | 134.4 | | 393.9 | 366.1 | |
| Finance cost | 171.5 | 133.0 | | 179.2 | | 486.8 | 404.5 | |
| PBT (Excluding Exceptional Item) | -71.9 | -176.9 | | -142.7 | | -390.6 | -109.5 | |
| Exceptional Item | 0.0 | 0.0 | | 962.7 | | 962.7 | 0.0 | |
| Share of profit / loss of associate | 0.0 | 0.0 | | 0.0 | | 0.0 | 0.0 | |
| PBT | -71.9 | -176.9 | | -1,105.4 | | -1,353.3 | -109.5 | |
| Tax | -15.7 | -60.5 | | -379.1 | | -434.0 | -36.3 | |
| PAT | -56.3 | -116.4 | | -726.2 | | -919.3 | -73.2 | |

Exceptional Items

i) Impairment loss on investments in subsidiaries namely:

a. CFS Europe Rs. 118 mn , b. CFSWL Rs. 44 mn (Previous year ended 31.03.2024 Rs. 19 mn) , c. CFS Pahang Asia Pte Ltd Rs. 1.8 mn

ii) Impairment of trade and other receivables (net of payables) due from subsidiaries:

a. CFS Europe SpA Rs. 193 mn, b. CFSWL Rs. 5,89 mn

iii) Loss on demolition / refurbishment of assets Rs. 18 mn



Company Overview

Product Highlights



FY24 Sales Mix%

Key Products

End User Industries

Key Brands

Straights

Specialty Ingredients

Value added Blends

26%

- › TBHQ
- › BHA
- › Ascorbyl palmitate (ASP)

- › Pet Food
- › Livestock Nutrition
- › Food & Beverages
- › Fish Meal
- › Animal Feed Mills
- › Biodiesel
- › Aquaculture & Fishmeal
- › Rendering

NaSure
Extending Shelf Life Naturally



46%

- › 200+ custom formulations, encompassing both traditional and natural solutions (forward-integrated antioxidant blends)

- › These formulations are specifically tailored to meet the diverse needs of the industry
- › Aim to increase focus on high-value blends and additives

Xtendra
shelf life solutions



Performance Chemicals

26%

- › HQ derivatives products like Chloranil, MEHQ, HQEE, TBHQ, PDMB, CME,
- › CT derivative products like 4 TBC, Guethol, Veratrole, Guaiacol, 1, 2MDB

- › Petrochemicals
- › Dyes & Pigments
- › Agrochemicals
- › Polymers
- › Pharmaceuticals
- › Acrylates
- › Electroplating
- › Printing Inks

Dinamic
Performance Chemicals

Aroma Ingredients

2%

- › Vanillin, Ethyl Vanillin and Vanillin ex-clove (adorr™)

- › Food & Beverages
- › Pharmaceutical
- › Incense sticks
- › Animal Feed
- › Flavors & Fragrance
- › Agrochemicals
- › Personal Care

adorr
sensory sciences



Powered by Vertical Integration

- Efforts in both organic and inorganic expansions, showcases company's commitment to fortifying position in the market
- Strategic focus on captive consumption ensures utilization of raw materials for downstream products
- Strategic forward integration into Blends and Vanillin swings company's business model to high-value additives / solutions

Process Optimization Initiatives

- **Vanillin Production Optimization:** Continuous improvement at our new Dahej plant, refining processes and setting a future - oriented strategic direction
- **HQ Derivatives Process:** Developed a novel, process with improved selectivity for producing HQ derivatives from alternate routes. This initiative is presently being evaluated and is a promising step to enhance our capabilities
- **Dyes & Pigments:** R&D efforts have paved way for new processes tailored for dyes and pigment industry, including a pioneering zero liquid discharge process that effectively addresses critical impurity challenges
- **Animal Nutrition:** Dedicated to the continuous improvement and development of products using technical expertise of CS Dresen and customizing products to suit the market needs, anticipated for the upcoming year
- **Quality Enhancements:** Focused on Analytical and Quality Enhancements through Instrumental Analysis and Method Development, which play critical roles in ensuring the integrity and efficacy of our products

Product Development:

- **High-Quality Hydroquinone:** Developing a high-quality specialized grade for Hydroquinone, leading to the crucial phase of conducting plant trials
- **Antioxidant Innovations:** Successfully developed and implemented enhanced quality of antioxidants, tailored specifically for discerning customers. These products have smoothly transitioned from R&D to full scale production and have already made market debut
- **Naturals & Emulsifiers:** Newest offerings include emulsifier-based ingredients designed to enhance texture, consistency, mouthfeel, appearance, process efficiency and yield for diverse range of food industry applications
- **Upcoming Products:** FY2024-25 will see the commercialization of many new products, which includes products in Dyes & Pigments and Agrochemicals.

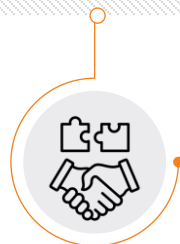


Acquisition of Vitafor Invest NV



Acquisition Details

- Dresen Quimica SAPI De CV, Mexico has acquired 100% stake in Vitafor Invest NV, Belgium and its underlying subsidiaries/associate on June 11, 2024
- 100% stake in Target Entity for Cash Consideration of € 1 (Euro One)



Key Rationale

- Leveraging Vitafor's network to augment and grow in the European & African feed and pet food market
- Synergy to grow the product lines of Vitafor with the existing customers



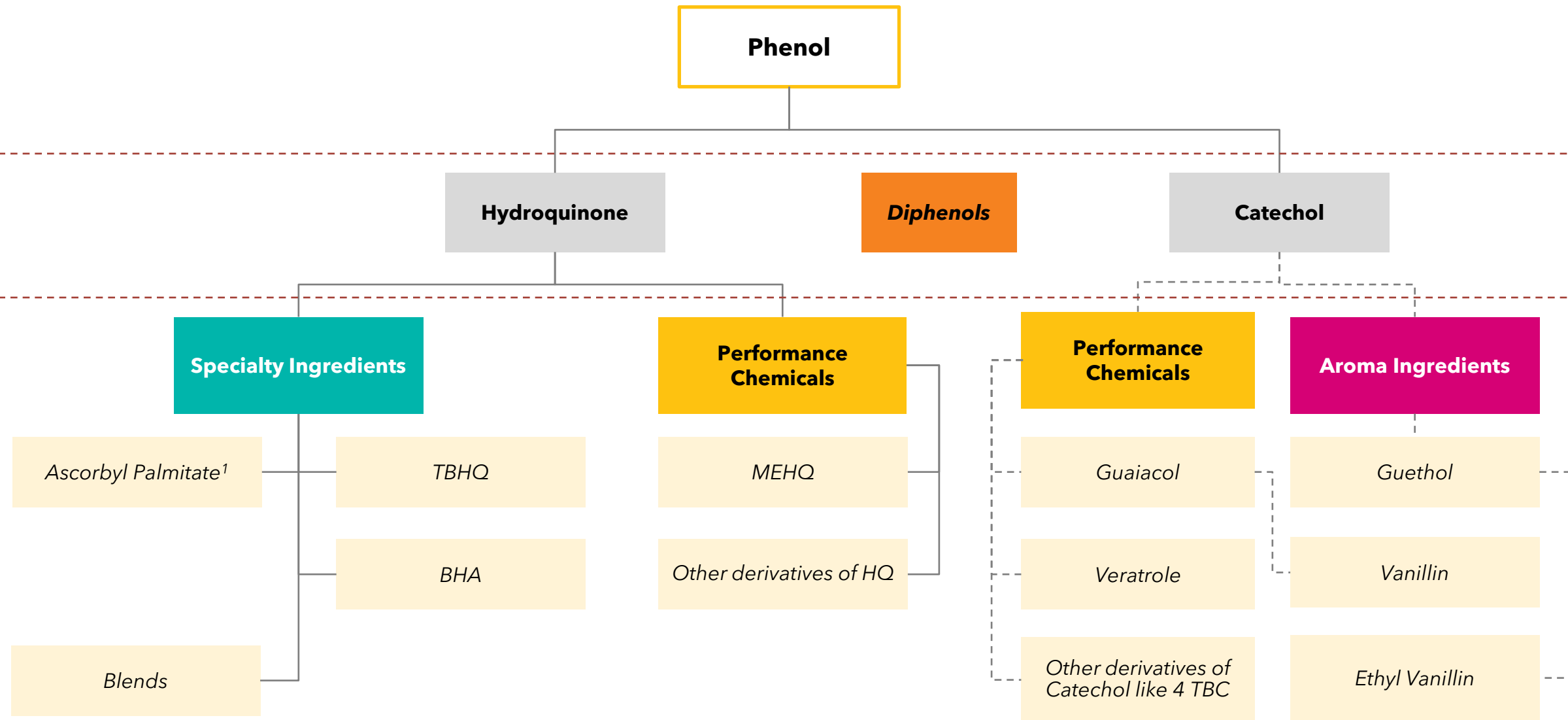
Brief Background

- Vitafor Invest NV was founded in February 21, 2018 is a Belgian company located 20km south of the port of Antwerp.
- Manufactures and trades in products catering to the animal feed industry.

Integration Chain



Manufactured In-house



Environment



- Main goal by 2030 is to switch to renewable electricity for all manufacturing facilities. Currently, company is exploring different options to achieve this goal
- Dedicated to sustainability and done few initiatives from reducing food waste to sourcing clean energy
- Constantly seeking new ways to promote eco-friendliness
- Specifically target food segments that require improved shelf life
- Offer solutions for improving nutrition, health, and hygiene in livestock, resulting in enhanced Food Conversion Ratio (FCR) and overall animal performance

Social



- Supported organizations such as Akhil Bharatiya Vanavasi Kalyan Ashram, Vanvasi Kalyan Ashram, Vivekananda Rock Memorial & Vivekanada Kendra, Institute of Chemical Technology & Kalyan Ashram to improve quality of life and sustain humanity
- Employee Wellness Initiatives to provides nutritionist consulting, diet planning, gym access, and frequent health monitoring to boost employee wellness

Governance













- Have a Governance Board that comprises highly skilled and visionary leaders from diverse backgrounds, bringing a wealth of technical and business expertise to the table
- Actively participate in brainstorming sessions with the aim of formulating comprehensive strategies and policies



Board of Directors



| Name | | Profile |
|---|---|---|
| Ashish Dandekar Chairman & Managing Director |  | <ul style="list-style-type: none"> Over three decades of experience in pharmaceuticals and specialty chemical products including business planning, information systems, research & development, product development, and marketing Holds a BA in Economics and Management studies from Temple University, USA |
| Nirmal Momaya Managing Director |  | <ul style="list-style-type: none"> Qualified Chartered Accountant with over three decades of experience in finance, taxation, audit, and management consultancy He has been instrumental in providing strategic guidance & direction to the company on all significant business matters |
| Arjun Dukane Executive Director - Technical |  | <ul style="list-style-type: none"> Chemical Engineer with over three decades of experience in the chemical industry Has been associated with CFS for more than 15 years |
| Harsha Raghavan Non-Executive Non-Independent Director |  | <ul style="list-style-type: none"> Managing Partner of Convergent Finance LLP and ex-founding MD & CEO of Fairbridge Capital (a Fairfax Company) Holds an MBA & MSc in industrial engineering from Stanford University and a B.A from University of California, Berkeley |
| Anagha Dandekar Non-Executive Non-Independent Director |  | <ul style="list-style-type: none"> President & co-founder of Hardware Renaissance, a manufacturer of handcrafted door hardware and accessories Holds an MBA in Finance from the University of South Carolina, USA |
| Amol Shah Independent Director |  | <ul style="list-style-type: none"> Managing Director of the MJ Group with over three decades of experience covering human healthcare, F&F compounds, plant protection, and water treatment chemicals Holds an MBA from the University of Southern California and a Bachelor's in Engineering from the University of Kent |
| Joseph Conrad D'souza Independent Director |  | <ul style="list-style-type: none"> Erstwhile Member of Executive Management and Ex-Chief Investor Relations Officer of HDFC Ltd Holds an M.com from Mumbai University and an MBA from South Gujarat University |
| Pradip Kanakia Independent Director |  | <ul style="list-style-type: none"> Qualified Chartered Accountant (both England, Wales and India) with over three decades of experience Held leadership position in PWC & KPMG, leveraging his expertise in strategy, transformation, performance management, accounting, auditing, reporting, controls, compliance & governance |
| Abeezar Faizullahoy Independent Director |  | <ul style="list-style-type: none"> Senior Partner at Argus Partners (Solicitors & Advocates) - Mumbai and ex-partner of J Sagar Associates Holds Bachelor of Law from University of Mumbai and a Solicitor from Bombay incorporated law society Was previously on Board of CFS for 13 years till 2019, His immense experience in the Corporate commercial, litigation, M&A |
| Mahabaleshwar Palekar Independent Director |  | <ul style="list-style-type: none"> Over three decades of experience with corporates in India and MNCs Chemical engineer with a degree from the Institute of Chemical Technology (ICT) in Mumbai, India |



Promoter directors



Independent directors

Senior Management Team



| Name | Profile |
|---|---|
| Ashish Dandekar Chairman & Managing Director | <ul style="list-style-type: none"> Over three decades of experience in pharmaceuticals and specialty chemical products including business planning, information systems, research & development, product development, and marketing Holds a BA in Economics and Management studies from Temple University, USA |
| Nirmal Momaya Managing Director | <ul style="list-style-type: none"> Qualified Chartered Accountant with over three decades of experience in finance, taxation, audit, and management consultancy He has been instrumental in providing strategic guidance & direction to the company on all significant business matters |
| Arjun Dukane Executive Director- Technical | <ul style="list-style-type: none"> Chemical Engineer with over three decades of experience in the chemical industry Has been associated with CFS for more than 15 years |
| Santosh Parab Chief Financial Officer | <ul style="list-style-type: none"> Over two decades of experience working auditing profession Previously worked at B.K. Khare & Co, an Indian accounting firm Qualified Chartered Accountant with a Bachelor's degree in commerce Associated with CFS for 8 years |
| Nilesh Jadhav Chief Operating Officer | <ul style="list-style-type: none"> Chemical Engineer with around three decades of experience in the chemical industry including heading multilocal manufacturing sites Previously worked at Balaji Amines, Deepak Fertilizers & Petrochemicals, Essar Refinery & Schenectady Executive Management from IIM Bangalore and Piping Engineering from IIT Powai |
| Eric Santos Vice President - Aroma Ingredients | <ul style="list-style-type: none"> Over two decades of industry experience, previously worked as a commercial director at Solvay S.A. Holds a Bachelor's degree in chemistry |
| Massimo Cupello Head - Italy operations | <ul style="list-style-type: none"> Over three decades of experience in varied industries including food chocolate and private equity Previously worked at Ferrero Chocolate, Unopiu (Sinergo & CCP) in Europe Holds an MBA in International Business and a Bachelor's degree in Science |
| Jose Arturo Paulin Head - Mexico operations | <ul style="list-style-type: none"> Over two decades of experience in the feed market (premix, feed additives, pet food, and rendering) Previously worked at Trouw Nutrition and Kemin Inc in Mexico Qualified agriculture engineer |
| Jennifer Igou Head - USA operations | <ul style="list-style-type: none"> Over two decades of experience in food and pet-food space particularly in anti-oxidants & Hydrocolloids Previously worked at Kemin Inc. USA & FMC Holds a Bachelor's degree in Chemistry and Biology with an emphasis in Biomedicine |



Way Forward



Specialty Ingredients

- Maintaining market leadership for Antioxidants
- Increasing focus on high margin blends and additives. These formulations are specifically tailored to meet the diverse needs of the industry
- Widen portfolio to provide a comprehensive solution for the food, pet food, biodiesel, livestock and aquaculture industries



Performance Chemicals

- Aim to expand Diphenol chain, specifically focusing on expanding downstream products
- Introduction of new products like CME, Chloranil, Napthol etc.
- Increasing manufacturing capacity of existing products through debottlenecking (MEHQ)
- Aim to give a major impetus to the 'Make in India' initiative by launching exciting products

Aroma Ingredients

- Introduce specialized and customized products within the vanillin range, catering to diverse application needs
- Actively pursuing an expansion in the aroma industry
- The production of Ethyl Vanillin and vanillin ex-clove (natural vanillin) completes comprehensive range of Vanillin offerings for the market
- Aim to achieve optimum capacity utilization in coming years



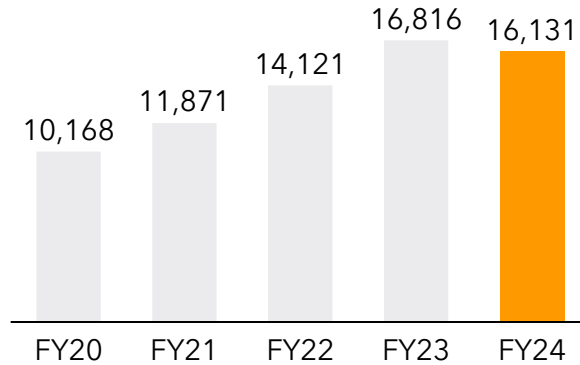


Historical Financial Highlights

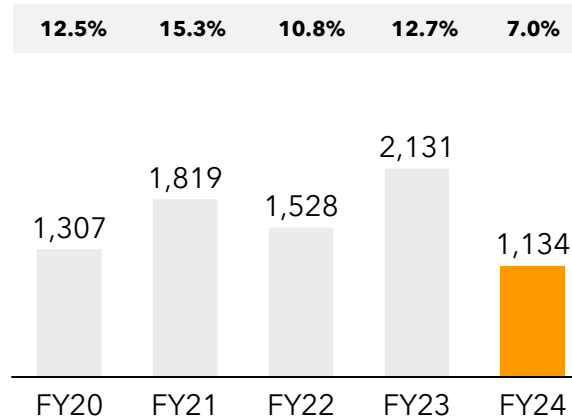
Historical Financial Highlights



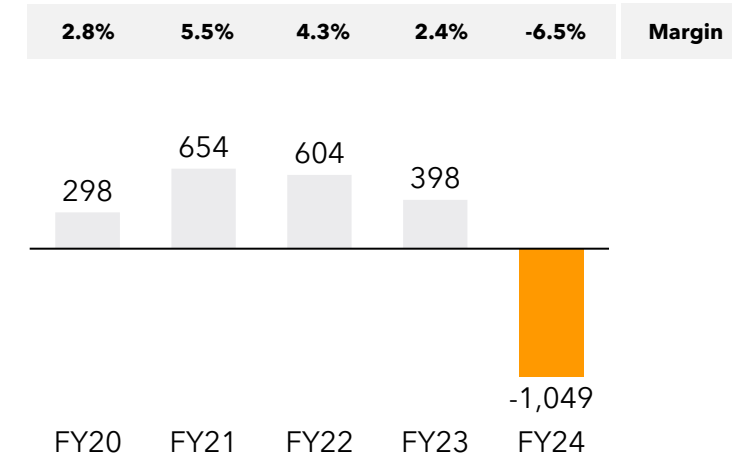
Revenue (Rs. In Mn)



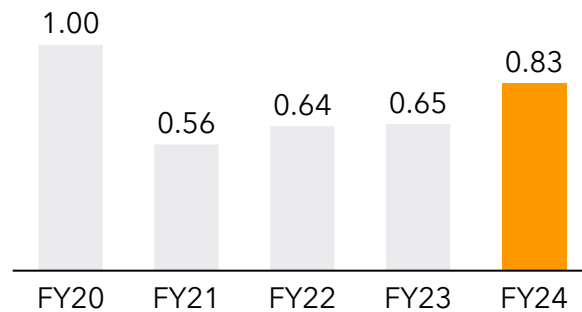
EBITDA (Rs. In Mn)



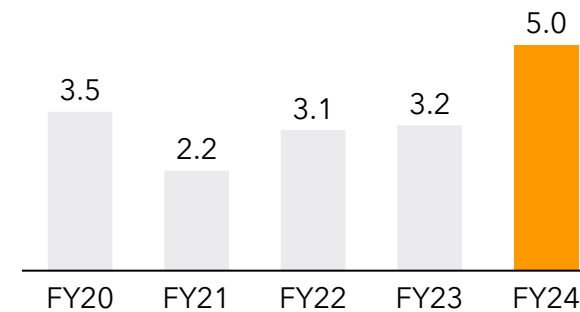
PAT (Rs. In Mn)



Net Debt to Equity (x)



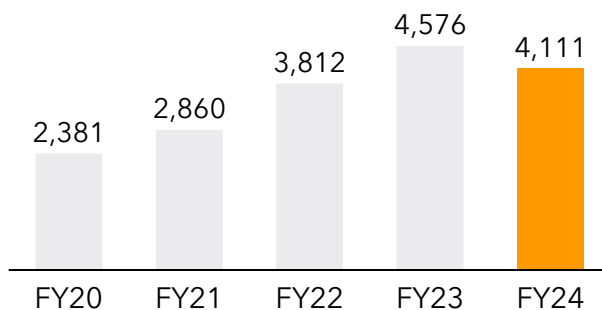
Net Debt to EBITDA (x)



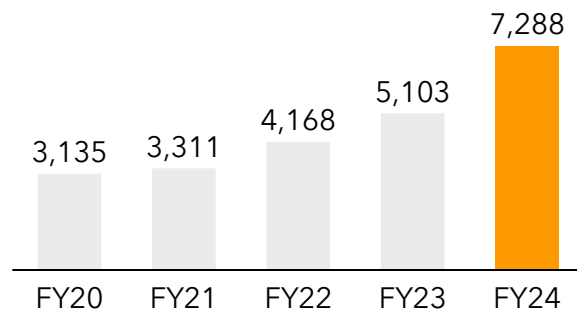
Operational Revenue Break-Up



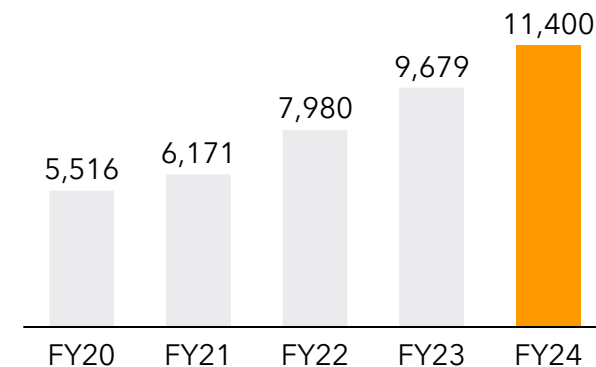
**Specialty Ingredients (Rs. In Mn)
(Straights)**



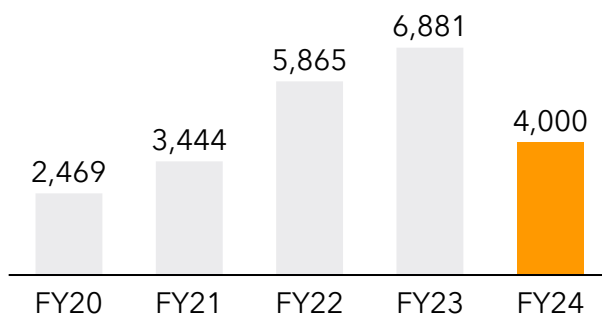
**Specialty Ingredients (Rs. In Mn)
(Value added blends)**



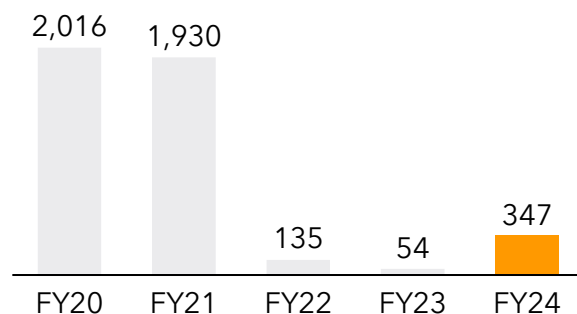
Total Specialty Ingredients (Rs. In Mn)



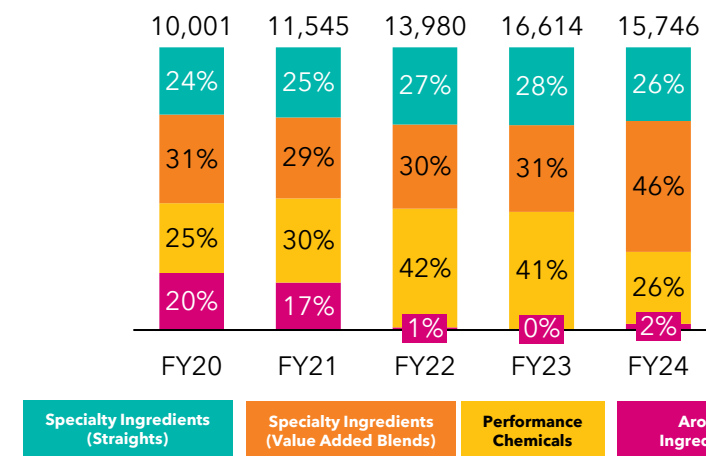
Performance Chemicals (Rs. In Mn)



Aroma Ingredients (Rs. In Mn)

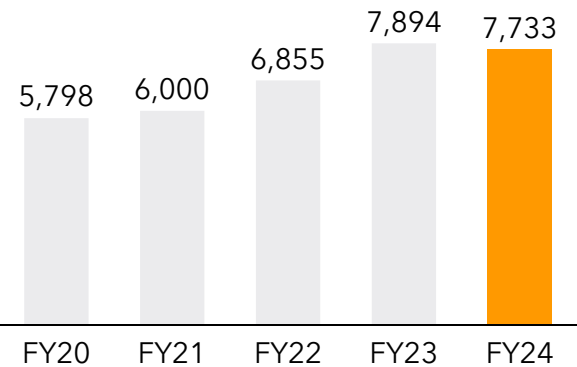


Total Revenue Breakup (%)*

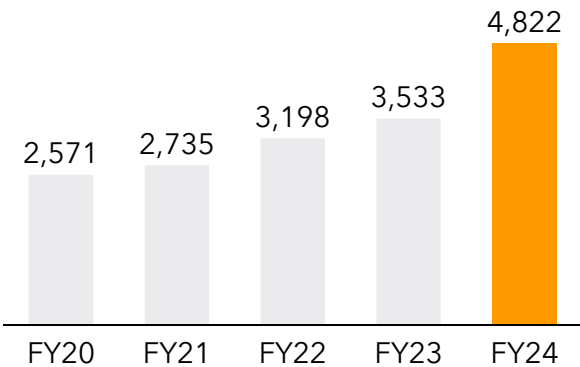




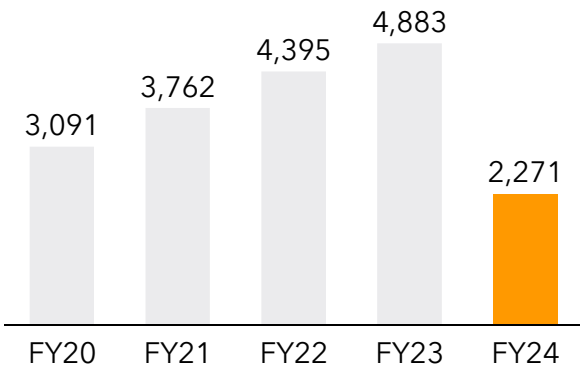
CFS India (Rs. In Mn)



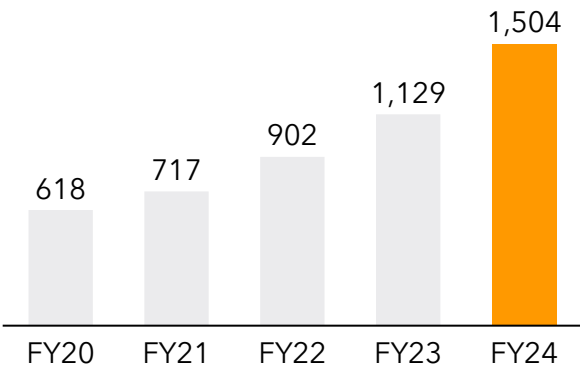
CFS Mexico (Rs. In Mn)



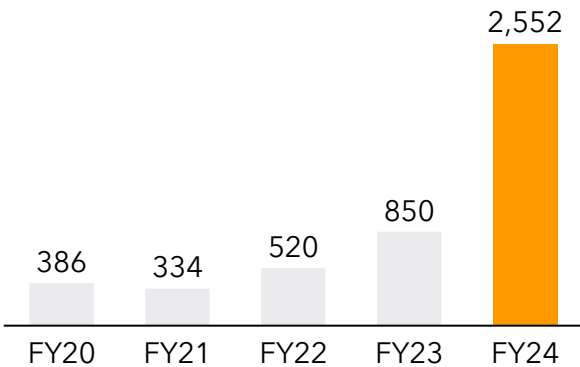
CFS Europe (Rs. In Mn)



CFS Brazil (Rs. In Mn)



CFS North America (Rs. In Mn)



Thank You !

**Camlin Fine Sciences Ltd.**

CIN - L74100MH1993PLCO75361

Mr. Santosh Parab- CFO

Email - santosh.parab@camlinfs.com

www.camlinfs.com

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Shrikant Sangani / Ms. Shaily Patwa

Email - shrikant.sangani@sgapl.net / shaily.p@sgapl.net

Mobile No - 9619595686 / 9819494608

www.sgapl.net

