



The Corporate Relationship Department,  
BSE Limited  
1st Floor , New Trading Ring Rotunda  
Building, P.J. Towers  
Dalal Street,  
**Mumbai 400 001**

National Stock Exchange of India Limited  
"Exchange Plaza"  
Bandra-Kurla Complex  
Bandra (E)  
**Mumbai 400 051**

Scrip Code- 503806

Scrip Code-SRF

SRF/SEC/BSE/NSE

6<sup>th</sup> May, 2021

Dear Sir,

**Presentation- Earnings Call (Audited Financial Results for the quarter and year ended 31.03.2021)**

In continuation of our letter dated 03<sup>rd</sup> May, 2021 informing about hosting of earning call to discuss audited financial results for quarter and year ended 31<sup>st</sup> March, 2021, please find enclosed Investors presentation, of the same for your reference and record.

The same is also available on the Company's website i.e. [www.srf.com](http://www.srf.com)

Thanking you,

Yours faithfully,

**For SRF LIMITED**

**RAJAT LAKHANPAL**  
**VP (CORPORATE COMPLIANCE) & COMPANY SECRETARY**

Encl: As above

**SRF LIMITED**  
Block - C, Sector - 45  
Gurugram - 122 003  
Haryana, India  
Tel: +91-124-4354400  
Fax: +91-124-4354500  
Email: [info@srf.com](mailto:info@srf.com)  
Website: [www.srf.com](http://www.srf.com)

**Regd. Office:**  
Unit No. 236 and 237, 2nd Floor,  
DLF Galleria, Mayur Place  
Noida Link Road  
Mayur Vihar Phase I Extension  
Delhi -110 091



# SRF Limited

Q4 & FY21 Results Presentation  
May 06, 2021





# Disclaimer

Certain statements in this document may be forward-looking. Such statements are subject to certain risks and uncertainties like regulatory changes, local, political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding COVID-19 and the effects of government and other measures seeking to contain its spread, risks related to an economic downturn in any of the countries where SRF Limited has its manufacturing and / or commercial footprint.

SRF Limited may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. The company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.





# Contents



**04**

Company  
Overview



**10**

Q4 & FY21  
Results Overview



**15**

Q4 & FY21  
Segmental Performance



**30**

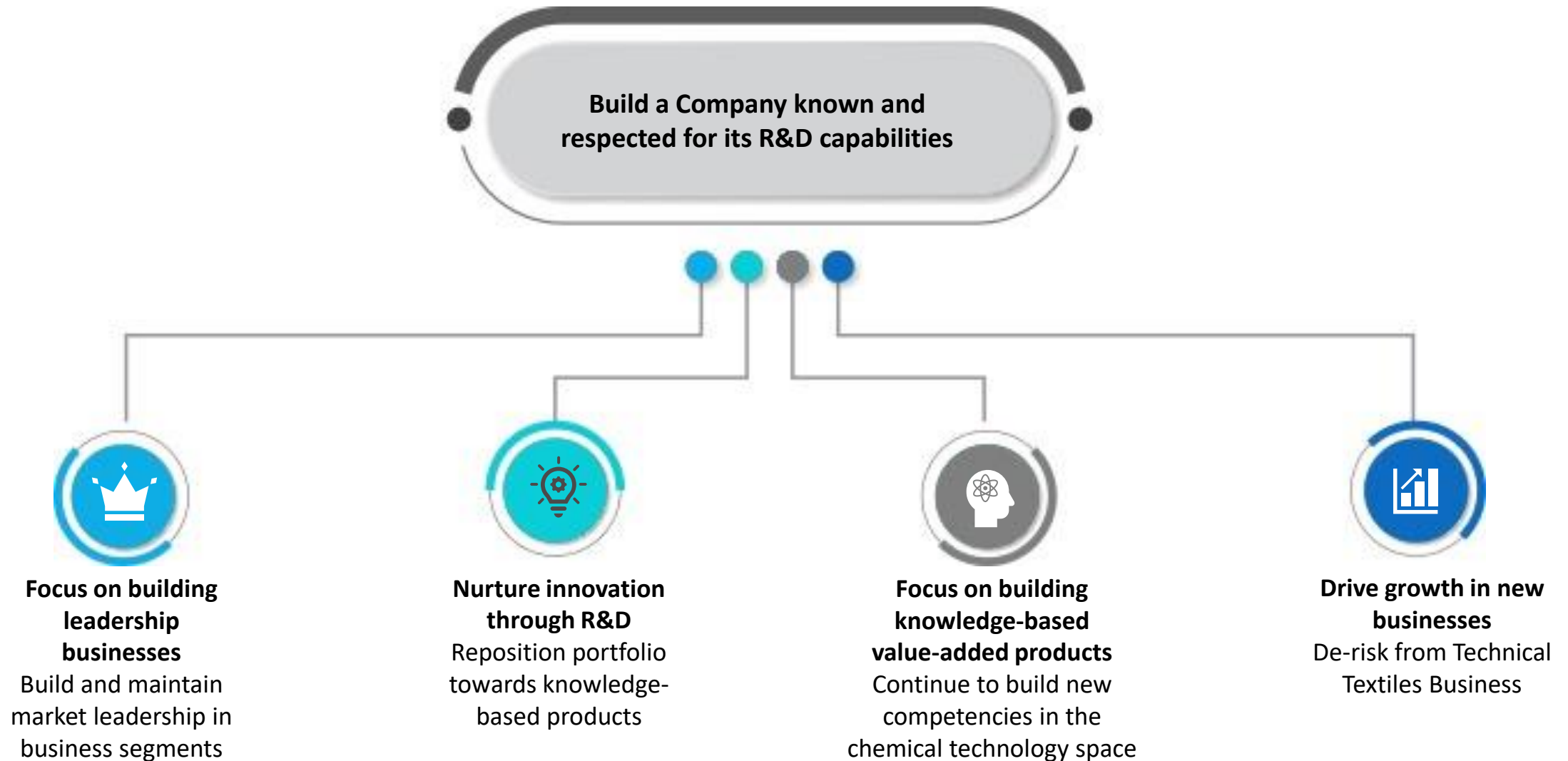
Outlook





## COMPANY OVERVIEW

# Growth Levers





# Snapshot

 **8,400** INR Cr Revenue

 **2,188** Cr EBIDTA

 **1,198** Cr PAT

 **43%** Chemicals

 Exports to **75+** Countries

 **14** Manufacturing Plants

 **39%** Packaging

 Operations in **4** Countries

 **7,000** Global Workforce

 **15%** Technical Textiles



# Overview - Business Profile

|              |       |       |       |     |
|--------------|-------|-------|-------|-----|
| Revenue      | 3,645 | 3,292 | 1,240 | 232 |
| EBIT         | 728   | 898   | 177   | 26  |
| No of Plants | 2     | 6     | 4     | 2   |

## Chemicals

### Specialty Chemicals

- Intermediates for API / AI / Applications
- Contract Manufacturing, Custom Research & Synthesis

### Fluorochemicals

- Refrigerants
- Pharma Propellants
- Industrial Chemicals

## Packaging Films

### Films for Flexible Packaging

- Bi-axially Oriented Polyethylene Terephthalate (BOPET)
- Bi-axially Oriented Polypropylene (BOPP)

## Technical Textiles

- Tyre Cord Fabrics (Nylon & Polyester)
- Belting Fabrics
- Polyester Industrial Yarn

## Others

- Coated Fabrics
- Laminated Fabrics

These numbers in Rs Cr. are based on FY21 results; pertaining to continuing operations only



# Manufacturing Facilities

## FLUOROCHEMICALS & SPECIALTY CHEMICALS

### 2 National Operations

1. Rajasthan, India - Bhiwadi
2. Gujarat, India - Dahej

## TECHNICAL TEXTILES

### 4 National Operations

1. Madhya Pradesh, India - Malanpur, Bhind
2. Tamil Nadu, India - Manali
3. Gummidipoondi
4. Viralimalai

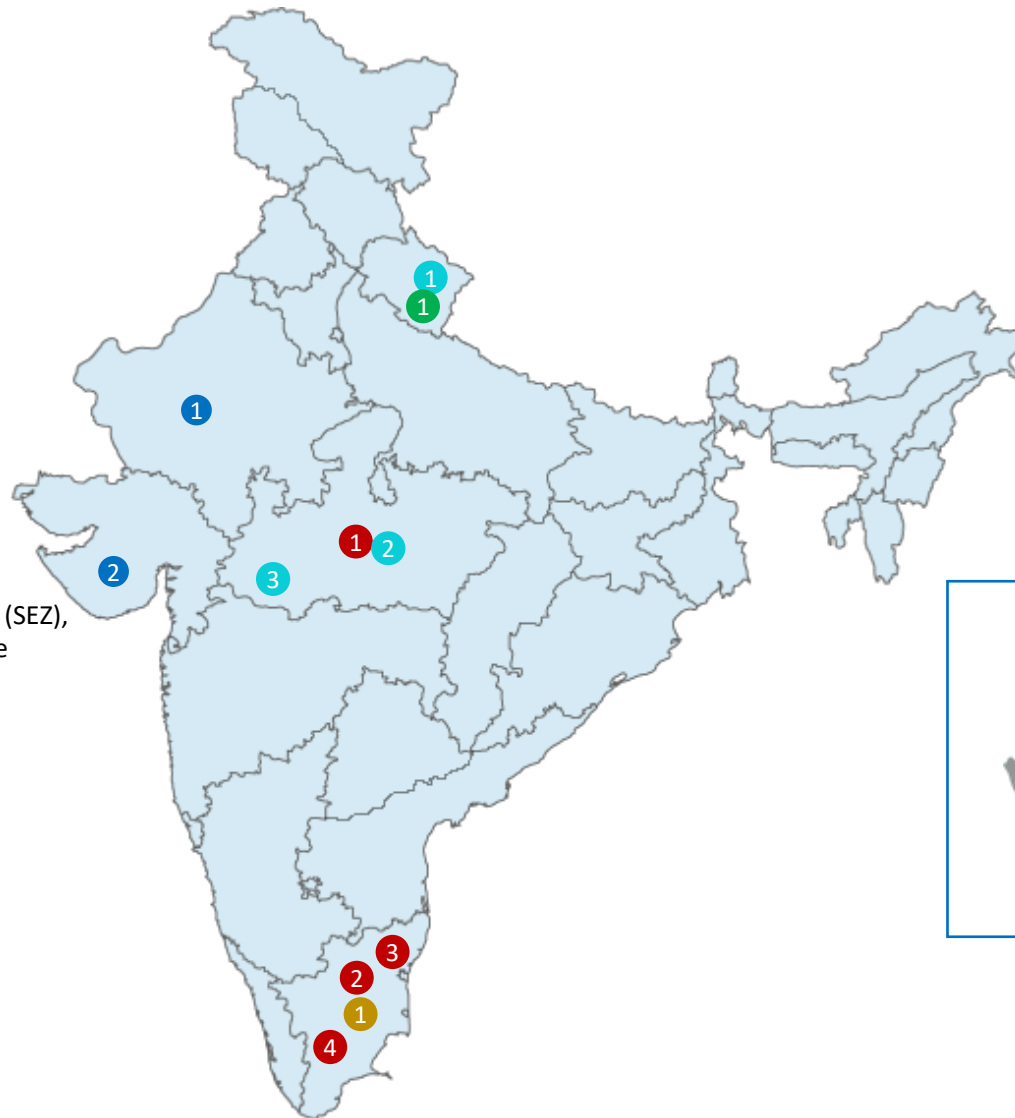
## PACKAGING FILMS

### 3 National Operations

1. Uttarakhand, India- Kashipur
2. Madhya Pradesh, India - Special Economic Zone (SEZ),
3. Pithampur, Indore - Bagdoon, Pithampur, Indore

### 3 International Operations

4. KwaZulu - Natal, South Africa
5. Rayong, Thailand
6. Jaszfenyszaru, Hungary



## LAMINATED FABRICS

### 1 National Operation

1. Uttarakhand, India - Kashipur

## COATED FABRICS

### 1 National Operation

1. Tamil Nadu, India - Gummidipoondi

### International Operations



South Africa



Thailand



Hungary

# Market Leadership Across Businesses

## Speciality Chemicals

- Established relationship with marquee customers
- Capability in scaling up pilot processes and creating value through operational excellence
- High levels of customer engagement backed by strong R&D, technical service, product and quality management under one roof
- Handling complex reactions - halogenation, ethylation, hydrogenation, nitration, diazotization, grignard, isomerization, amination, organocatalysis, and decarboxylation

## Fluorochemicals

- Unique and fully integrated facilities extending across a wide range of refrigerants and industrial chemicals
- Domestic leadership in HFC's with strong trade distribution network; significant market share of Fluorochemicals in India with global scale operations
- One of the few global manufacturers for **Pharma grade 134a/P** - propellant in metered dose inhalers
- Among the top five global manufacturers for key Fluorochemicals products

## Packaging Films

- Recognized for expertise in developing, manufacturing and marketing innovative, superior film products
- Flexible business model, strong and loyal customer relationships with tailored solutions; NPD Lab to ensure future readiness
- Highly efficient asset base offering value added products in close proximity to customer locations

## Technical Textiles

- Domestic market leader in Tyre Cord manufacturing and Belting Fabrics
- 40% share in India's Nylon Tyre Cord market. 2<sup>nd</sup> largest player globally
- 3<sup>rd</sup> largest manufacturer of Conveyor Belting Fabrics in the world



## Q4 & FY21 RESULTS OVERVIEW



# Abridged Results Overview - Consolidated

## Consolidated figures

| Particulars (Fig. in Rs. Cr)       | Q4 FY21        | Q4 FY20        | % Y-o-Y       | FY21           | FY20           | % Y-o-Y      |
|------------------------------------|----------------|----------------|---------------|----------------|----------------|--------------|
| <b>Gross Operating Revenue</b>     | <b>2,607.6</b> | <b>1,857.8</b> | <b>40.4%</b>  | <b>8,400.0</b> | <b>7,209.4</b> | <b>16.5%</b> |
| <b>EBITDA</b>                      | <b>647.2</b>   | <b>394.7</b>   | <b>64.0%</b>  | <b>2,187.8</b> | <b>1,507.5</b> | <b>45.1%</b> |
| <i>EBITDA Margin (%)</i>           | <i>24.8%</i>   | <i>21.2%</i>   |               | <i>26.0%</i>   | <i>20.9%</i>   |              |
| Depreciation                       | 118.5          | 101.4          | 16.9%         | 453.1          | 388.6          | 16.6%        |
| Interest                           | 26.2           | 46.6           | -43.9%        | 134.0          | 200.7          | -33.2%       |
| ECF (Gain) / Loss                  | (9.1)          | 27.1           | -133.5%       | (11.9)         | 3.5            | -438.6%      |
| <b>Profit Before Tax</b>           | <b>511.7</b>   | <b>219.6</b>   | <b>133.0%</b> | <b>1,612.7</b> | <b>914.7</b>   | <b>76.3%</b> |
| <b>Profit After Tax</b>            | <b>381.5</b>   | <b>194.2</b>   | <b>96.5%</b>  | <b>1,198.3</b> | <b>915.9</b>   | <b>30.8%</b> |
| <i>Profit After Tax Margin (%)</i> | <i>14.6%</i>   | <i>10.5%</i>   |               | <i>14.3%</i>   | <i>12.7%</i>   |              |
| Diluted EPS (Rs.)                  | 64.39          | 33.78          |               | 205.59         | 159.34         |              |

Figures pertaining to continuing operations only



# Results Overview - Financial Overview

## Consolidated figures

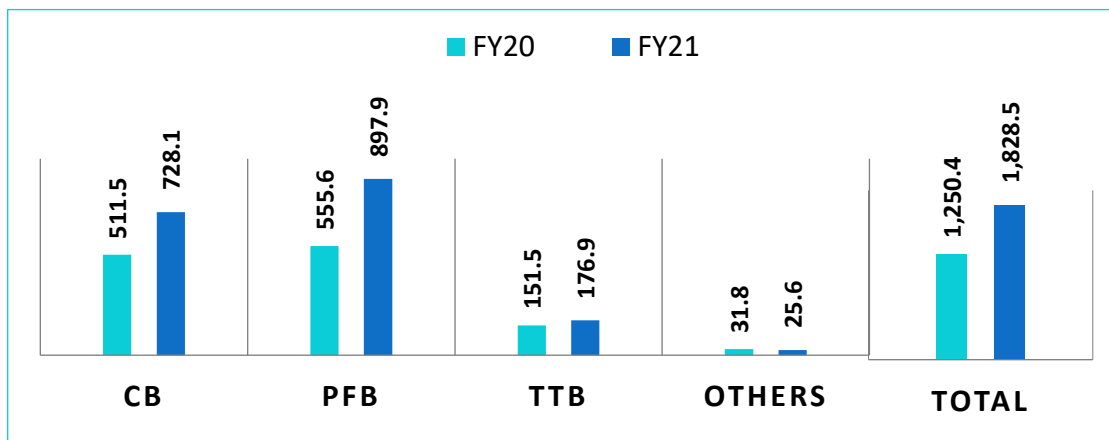
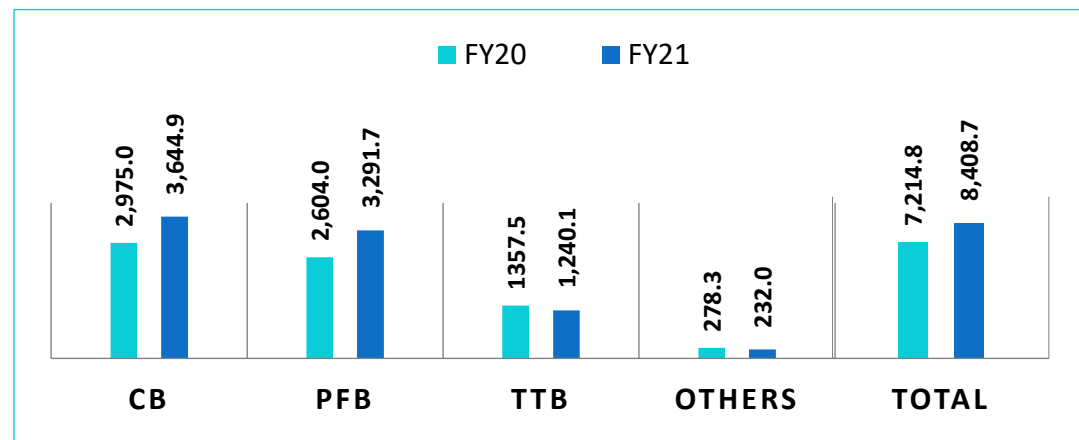
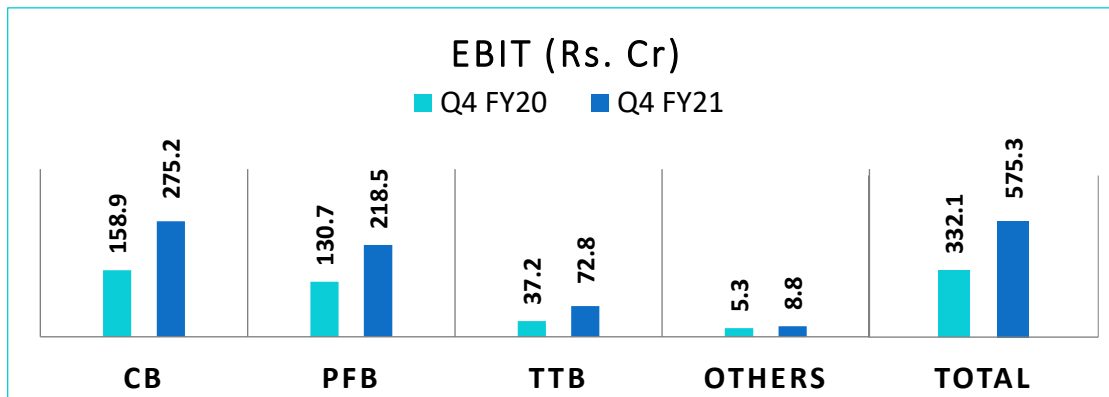
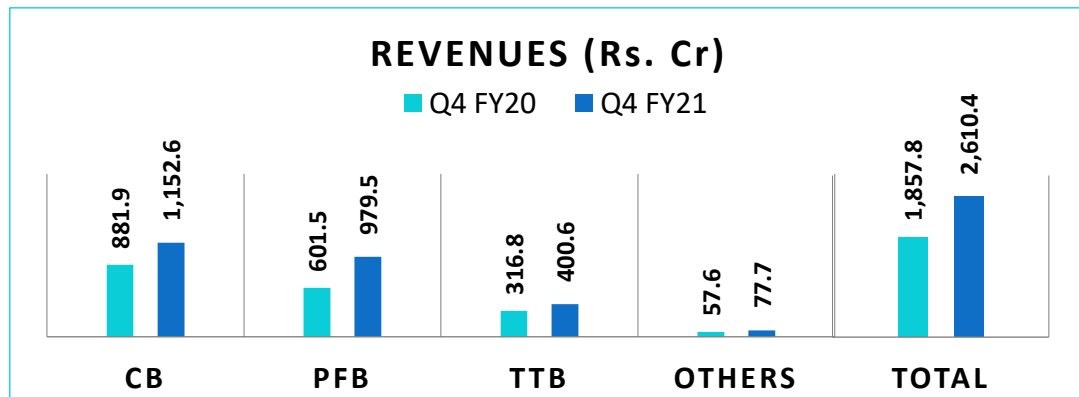
### Key Financial Ratios

| PARTICULARS        | FY13   | FY14   | FY15   | FY16   | FY17   | FY18   | FY19   | FY20   | FY21   |
|--------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| EBITDA Margin      | 17.59% | 13.59% | 20.43% | 22.13% | 21.42% | 17.69% | 19.00% | 20.90% | 26.05% |
| PAT Margin         | 6.69%  | 4.04%  | 8.78%  | 9.51%  | 10.87% | 8.38%  | 8.33%  | 12.70% | 14.26% |
| Net Debt to Equity | 0.71   | 1.01   | 0.99   | 0.73   | 0.67   | 0.82   | 0.83   | 0.75   | 0.39   |
| Net Debt to EBITDA | 2.06   | 3.78   | 2.82   | 1.96   | 2.07   | 3.00   | 2.54   | 2.47   | 1.23   |
| Asset Turnover     | 0.82   | 0.73   | 0.77   | 0.7    | 0.68   | 0.66   | 0.72   | 0.66   | 0.65   |
| Debtors Turnover   | 7.44   | 5.81   | 7.43   | 8.79   | 7.21   | 8.1    | 6.90   | 8.09   | 6.59   |



# Results Overview - Revenue & EBIT

## Consolidated figures

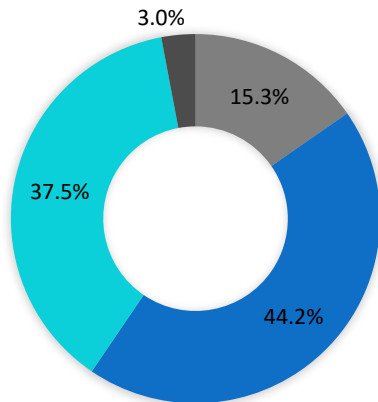


CB – Chemicals Business; PFB - Packaging Films Business; TTB – Technical Textiles Business; Others

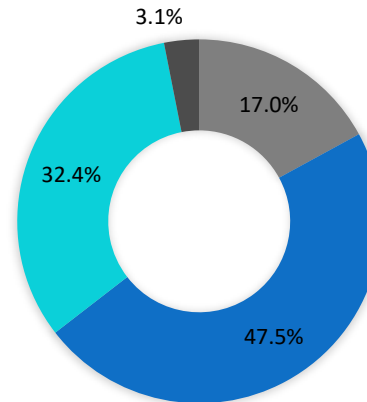


# Results Overview - Revenue Share

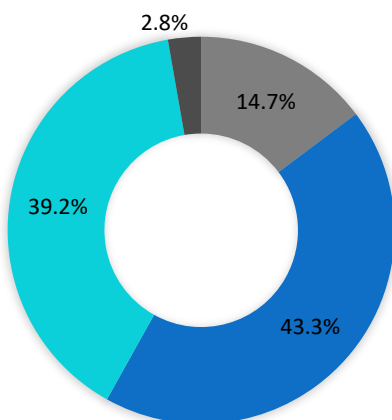
**Q4 FY21**



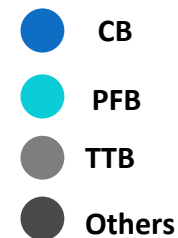
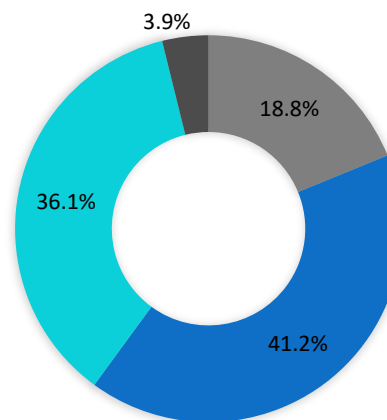
**Q4 FY20**



**FY21**



**FY20**



*CB – Chemicals Business; PFB - Packaging Films Business; TTB – Technical Textiles Business; Others*



## Q4 & FY21 SEGMENTAL OVERVIEW



Chemicals



Packaging  
Films



Technical  
Textiles



Others



# Chemicals Business - Results Update

## Consolidated figures

| PARTICULARS (Rs. Cr)              | Q4 FY21 | Q4 FY20 | % SHIFT | FY21   | FY20   | % SHIFT |
|-----------------------------------|---------|---------|---------|--------|--------|---------|
| Segment Revenues                  | 1152.6  | 881.9   | 30.7%   | 3644.9 | 2975.0 | 22.5%   |
| <i>% Contribution to Revenues</i> | 44.2%   | 47.5%   |         | 43.3%  | 41.2%  |         |
| EBIT                              | 275.2   | 158.9   | 73.2%   | 728.1  | 511.5  | 42.4%   |
| <i>% EBIT Margins</i>             | 23.9%   | 18.0%   |         | 20.0%  | 17.2%  |         |
| <i>% Contribution to EBIT</i>     | 47.8%   | 47.8%   |         | 39.8%  | 40.9%  |         |





# Chemicals Business

## Specialty Chemicals Business

- Segment registered a robust performance during the period under review on account of:
  - Strong demand from the overseas markets
  - Enhanced volumes of certain key high margin batch products
  - Optimal utilization of existing facilities and additional capacities going on-stream notably aided overall performance
- Emphasis on keeping the product funnel full, SRF continues to make prudent investments by capacity expansion for future growth:
  - Focus on downstream products and pharma molecules
  - The Board has approved a capex of ~ ₹375 crore for the setting up of the 4th Multi-Purpose Plant (MPP) at Dahej to augment the existing MPPs and capitalize on emerging business opportunities in the future
  - Existing capital expenditure plans on track
- In Q4 FY 21, SRF commissioned 2 new dedicated plants catering to Agro Chemical products

## Market Trends

- Global agrochemical market is expected to witness moderate growth
- India continues to be viewed as a promising alternate destination to China for sourcing specialty intermediates in both Agro and Pharma segments
- COVID-19 pandemic continues to disrupt supply chains



## Chemicals Technology Group

- Chemicals Technology Group (CTG) is actively engaged in the development of new process technologies
- Key focus on high end molecules
- Strong internal competencies and capabilities
- Equipped with state-of-the-art R&D facilities and an ingenious team of scientists and engineers
- 2 R&D centres in India
- 10 new process patents were granted in Q4FY21, taking the tally to 93 global patents to-date. Overall, the Company has applied for 309 patents

**93**

Global Patents  
granted

**309**

Patents applied



# Chemicals Business

## Fluorochemicals Business

- Segment delivered a healthy performance during the quarter under review on account of :
  - Significant sales volumes in the refrigerants segment – R32, R125 & blends from both domestic and export market
  - Higher contribution from the chloromethanes segment
  - Enhanced domestic market share of R-134a Pharma grade gas under Dymel® brand and initiated exports to new markets

### Market Trends

- Both Auto sales and AC segment witnessed a revival in H2 FY 21
- Price increase in certain raw materials witnessed
- Impact of mini lockdowns by certain states impacting production volumes and secondary market



# Packaging Films Business



Packaging  
Films





# Packaging Films Business - Results Update

## Consolidated figures

| PARTICULARS (Rs. Cr)              | Q4 FY21 | Q4 FY20 | % SHIFT | FY21   | FY20   | % SHIFT |
|-----------------------------------|---------|---------|---------|--------|--------|---------|
| Segment Revenues                  | 979.5   | 601.5   | 62.8%   | 3291.7 | 2604.0 | 26.4%   |
| <i>% Contribution to Revenues</i> | 37.5%   | 32.4%   |         | 39.1%  | 36.1%  |         |
| EBIT                              | 218.6   | 130.7   | 67.2%   | 897.9  | 555.6  | 61.6%   |
| <i>% EBIT Margins</i>             | 22.3%   | 21.7%   |         | 27.3%  | 21.3%  |         |
| <i>% Contribution to EBIT</i>     | 38.0%   | 39.4%   |         | 49.1%  | 44.4%  |         |



# Packaging Films Business

## Key Highlights

- Segment performed exceedingly well during the quarter on account of:
  - Continued focus on end customer engagement to drive volume growth / product mix
  - Enhanced contribution from value-added products
  - Dedicated thrust on sustainability initiatives
  - Significant volume expansion from Thailand and Hungary facility
- All plants were fully operational in Q4 FY 21 leading to ~100% utilization levels
- South African plant achieved a 5-star OHS rating from the British Safety Council

## Market Trends

- BOPET margins witnessing negative trend while BOPP margins remain strong
- Preference towards global suppliers with multi-locational facilities



# Technical Textiles Business



Technical  
Textiles



# Technical Textiles Business - Results Update

## Consolidated figures

| PARTICULARS (Rs. Cr)              | Q4 FY21 | Q4 FY20 | % SHIFT | FY21   | FY20   | % SHIFT |
|-----------------------------------|---------|---------|---------|--------|--------|---------|
| Segment Revenues                  | 400.6   | 316.8   | 26.5%   | 1240.1 | 1357.6 | -8.7%   |
| <i>% Contribution to Revenues</i> | 15.3%   | 17.1%   |         | 14.7%  | 18.8%  |         |
| EBIT                              | 72.8    | 37.2    | 95.6%   | 176.9  | 151.5  | 16.8%   |
| <i>% EBIT Margins</i>             | 18.2%   | 11.7%   |         | 14.3%  | 11.2%  |         |
| <i>% Contribution to EBIT</i>     | 12.7%   | 11.2%   |         | 9.7%   | 12.1%  |         |







# Technical Textiles Business

## Key Highlights

- Segment performed well during the quarter owing to:
  - Quick recovery of the tyre industry
  - Healthy contribution from the Belting Fabrics segment
- Continued focus on enhancing operational performance

## Market Trends

- All tyre cord majors are operating at healthy capacity utilizations; post reopening of the economy
- Shift in buyers' preference towards domestic supplies; resulting in imports substitution
- Increased demand for personal mobility solutions leading to robust demand scenario





Others



# Others - Results Update

## Consolidated figures

| PARTICULARS (Rs. Cr)              | Q4 FY21 | Q4 FY20 | % SHIFT | FY21  | FY20  | % SHIFT |
|-----------------------------------|---------|---------|---------|-------|-------|---------|
| Segment Revenues                  | 77.7    | 57.7    | 34.6%   | 232.0 | 278.3 | -16.6%  |
| <i>% Contribution to Revenues</i> | 3.0%    | 3.1%    |         | 2.8%  | 3.9%  |         |
| EBIT                              | 8.8     | 5.3     | 66.3%   | 25.6  | 31.8  | -19.5%  |
| <i>% EBIT Margins</i>             | 11.3%   | 9.1%    |         | 11.0% | 11.4% |         |
| <i>% Contribution to EBIT</i>     | 1.5%    | 1.6%    |         | 1.4%  | 2.5%  |         |

# Others - Key Highlights



## Coated Fabrics

- SRF continues to maintain market leadership with high volume share:
  - Aided by strong sourcing initiatives & optimal plant performance



## Laminated Fabrics

- In a difficult external environment, the Laminated Fabrics Business performed well:
  - Oversupply situation persists, leading to pressure in margins





## OUTLOOK

# Outlook - Chemicals Business



- Moving up the value chain by accelerating qualifications of new molecules in both Agro and Pharmaceuticals sectors, capacity utilization of newly commissioned plants to remain in focus
- Focus on expanding in new markets / geographies and product offerings, ramping up sales from refrigerants
- Undertaking projects that are not only ROI accretive but also deliver the benefits of more complex chemicals and specialty products to our global customers
- Management of sustainability initiatives, COVID management and focus on community and employees
- Certain lockdown measures imposed by authorities as a part of COVID-19 response measures, may have an adverse impact on business performance in the short term



# Outlook - Packaging Films Business



- Pressure on margins expected due to the start-up of new lines leading to price corrections
- Focus on sales ramp up of both Thailand and Hungary BOPET facilities
- The under-construction BOPP film plant in Thailand is expected to be commissioned in the upcoming quarter
- Focus on increasing pace of R&D efforts, sustainability initiatives, efficient cost structures, enhanced capabilities and value-added product portfolio



# Outlook - Technical Textiles Business



- International capacities being rebalanced due to certain capacity closures, providing positive NTCF trends
- Higher operating leverage and cost optimization by capacity rationalization across various plants
- Other sub-segments of Technical Textiles Business expected to remain stable





# Our Community Engagement



- SRF Foundation organized a 9-day free eye screening camp in association with the Indian Vision Institute
  - Benefitting more than 1,500 people living across 9 villages in Mewat, Haryana
- SRF Foundation installed Digital Classrooms in 50 Government schools across Mewat, Dahej and Bhopal
- SRF's Technical Textiles Business facility in Gummidipoondi, Tamil Nadu awarded scholarships to students from marginalized communities
- SRF's Packaging Films Business facility in Indore, Madhya Pradesh donated oxygen concentration machines and vital drugs to the Dhar district administration



# About Us

Established in 1970, SRF Limited with an annual turnover of ₹8,295 crore (US\$ 1.1 billion) is a chemical based multi-business entity engaged in the manufacturing of industrial and specialty intermediates. The company's diversified business portfolio covers Fluorochemicals, Specialty Chemicals, Packaging Films, Technical Textiles and Coated and Laminated Fabrics. Anchored by a strong workforce of close to 7,000 employees from different nationalities working across eleven manufacturing plants in India and one each in Thailand, South Africa and Hungary, the company exports to more than 75 countries. Equipped with State-of-the-Art R&D facilities, SRF has filed 309 patents for R&D and technology so far, of which 93 have been granted. A winner of the prestigious Deming Prize for two of its businesses namely Tyre Cord and Chemicals, SRF continues to redefine its work and corporate culture with TQM as its management way.

## For further information please contact



**Anoop Poojari / Karl Kolah**



CDR India



Tel: +91 98330 90434 / +91 98330 10478



Email: [anoop@cdr-india.com](mailto:anoop@cdr-india.com) / [karl@cdr-india.com](mailto:karl@cdr-india.com)

