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9th February, 2025

BSE Limited	National Stock Exchange of India Limited
Phiroze Jeejeebhoy Towers,	Exchange Plaza, Bandra Kurla Complex
Dalal Street, Mumbai – 400 001	Mumbai – 400 050
Scrip Code - 543336	Scrip Symbol - CHEMPLASTS

Subject: Investor Presentation

Please find enclosed a copy of Investor Presentation on Performance Highlights Q3 & 9M FY '25.

Copy of Investor Presentation will also be available on the website of the company at www.chemplastsanmar.com.

Date & Time of occurrence of the event/information: 9th February, 2025; 2.00 PM (IST)

Thanking You, Yours faithfully,

For CHEMPLAST SANMAR LIMITED

M RAMAN Company Secretary and Compliance Officer Memb No. ACS 6248





Chemplast Sanmar Ltd.

Investor Presentation – Q3 FY '25











Safe Harbour



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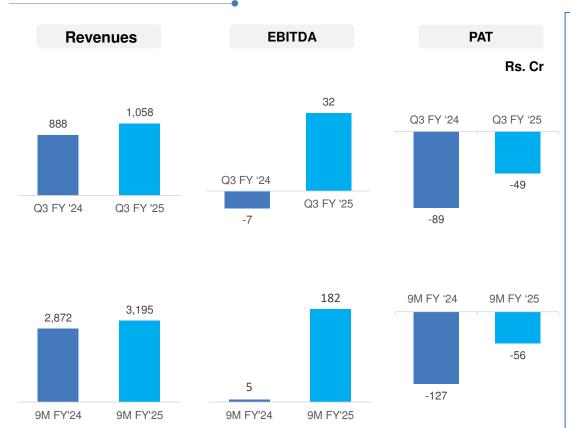






Performance Highlights: Q3 & 9M FY '25





Key Highlights

 Business performance improved largely on account of better prices and margins on Paste PVC, improved performance of CMCD and also due to increased volumes of Paste PVC from the new Cuddalore plant

PVC (both Suspension and Paste)

- Witnessed price and margin pressures due to excessive dumping in Q3 FY '25 amidst slower global demand
- Suspension PVC: Preliminary finding of ADD is under approval with finance ministry to address the issue of dumping.
- Paste PVC: Dumping from EU & Japan has undermined the impact of antidumping duty on other countries - being represented.
- Production of Paste PVC at new Cuddalore facility is ramping up

Custom Manufactured Chemicals Division ('CMCD'):

- CMCD registered a stable performance in Q3 FY '25
- Phase 2 of the new multi-purpose production block ('MPB') commissioned in Q3 FY '25
- Project activities for phase-3 of the new MPB and the civil & infrastructure work for the next MPB have been initiated

Value Add Chemicals

- Prices of Chloromethanes & R22 remained under pressure led by intense competition
- The demand for Caustic Soda and Hydrogen Peroxide remained steady, while their prices fluctuated.



All computations are on Consolidated basis

4

MD's Message





Ramkumar Shankar Managing Director

"Our results for the current year show a marked improvement over the same period in FY '24. The total revenue for the first nine months stood at Rs 3,195 crores, a growth of 11% on YoY basis. This was largely on account of better prices and margins on the PVC businesses and improved performance of CMC Division ('CMCD').

The last couple of years have been challenging for the Company, due to dumping of product, especially of Suspension and Paste PVC, resulting in margin pressures. Dumping of Suspension PVC from China and Paste PVC from the European Union have resulted in pricing headwinds and the consequent impact on margins. However, domestic demand has been quite good with the apparent consumption of Suspension PVC registering a 11% growth on a year-on-year basis in the 9-month period April to December 2024, while Paste PVC registered a 13% growth over the same period.

On CMCD, the MPB 3 phase 1 commissioned last year has been ramping up well and we expect healthy business from the host of molecules which have been commercialized. Phase 2 of MPB 3 was commissioned in December '24. The pipeline of products under development is strong and is continuously growing with increase in new enquiries from customers.

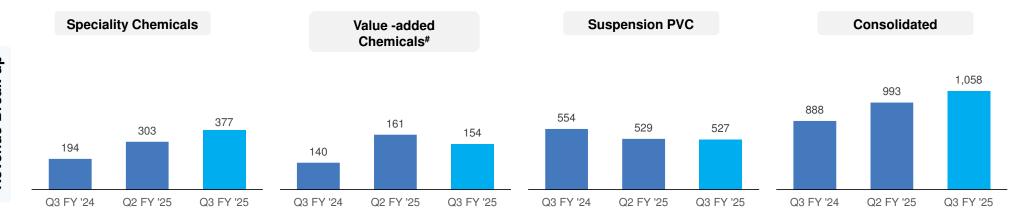
The Value-added chemicals business# witnessed mixed demand trends across end-user industries. Volumes for our value-added chemicals grew by 5% in the quarter and 24% over the first nine months of FY25, driven by steady demand across diverse sectors.

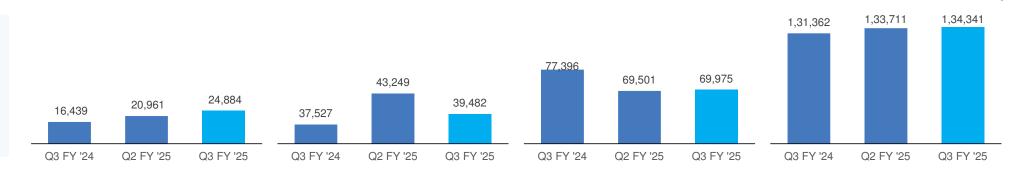
Suspension PVC industry has seen healthy demand growth thanks to increased traction from housing, construction, irrigation and drinking water segments. We remain positive on the demand side in the coming period. The extension of the Jal Jeevan Mission to 2028, announced in the recent Union Budget, augurs well for Suspension PVC demand.

Going ahead, we remain resilient and focused on expanding our capacities and capabilities, especially in the Specialty segment, to capitalise on improving market conditions."



Segmental Highlights - Quarterly





"mt "stands for metric tons

Rs. Cr

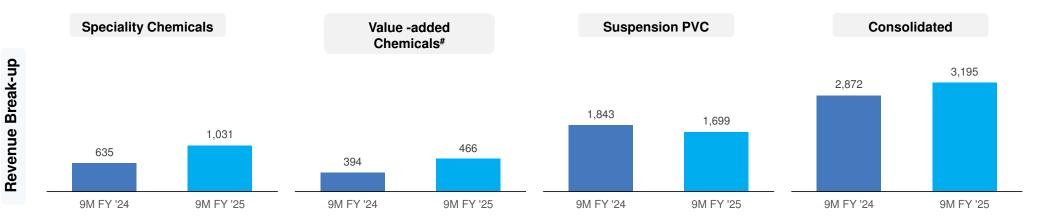
mt

^{# -} Includes Caustic Soda, Chloromethanes, Hydrogen Peroxide & Others

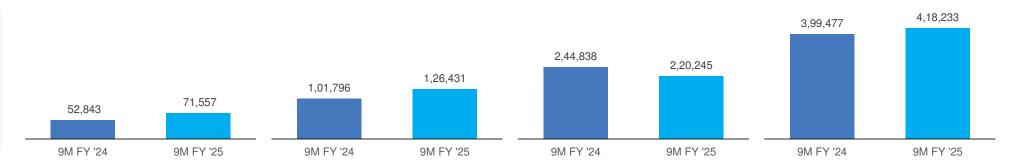
Segmental Highlights – Nine Months



Rs. Cr









"mt "stands for metric tons

- Includes Caustic Soda, Chloromethanes, Hydrogen Peroxide & Others

mt

Consolidated Profit & Loss Account



Rs. Cr

Particulars	Q3 FY '25	Q3 FY '24	Y-o-Y	Q2 FY '25	Q-o-Q	9M FY '25	9M FY '24	Y-o-Y
Revenue from Operations	1,058	888	19%	993	7%	3,195	2,872	11%
Cost of Goods Sold	683	603	13%	624	9%	1,992	1,985	0%
Employee Cost	67	42	59%	66	1%	191	119	61%
Other Expenses	276	249	10%	277	0%	830	764	9%
EBITDA	32	(7)	n.a.	26	24%	182	5	3644%
EBITDA Margin %	3%	-1%		3%		6%	0%	
Other income	11	13	-15%	11	0%	33	68	-51%
Depreciation	47	38	25%	45	4%	137	105	30%
EBIT	(4)	(32)	n.a.	(9)	n.a.	78	(33)	n.a.
Finance Cost	59	47	26%	57	4%	174	130	34%
Profit Before Tax	(63)	(78)	n.a.	(65)	n.a.	(96)	(162)	n.a.
Tax	(14)	11		(34)		(40)	(35)	
PAT	(49)	(89)	n.a.	(31)	n.a.	(56)	(127)	n.a.
PAT Margin %	-5%	-10%		-3%		-2%	-4%	
Basic EPS (Rs. /share)	(3.06)	(5.65)		(1.95)		(3.53)	(8.05)	



n.a. - not applicable

Stand-alone Profit & Loss Account



Rs. Cr

Particulars	Q3 FY '25	Q3 FY '24	Y-o-Y	Q2 FY '25	Q-o-Q	9M FY '25	9M FY '24	<i>Y-o-Y</i>
Revenue from Operations	586	439	<i>33</i> %	516	13%	1,662	1,140	46%
Cost of Goods Sold	307	235	31%	246	25%	817	541	51%
Employee Cost	47	29	59%	45	5%	131	81	63%
Other Expenses	217	184	18%	211	3%	640	560	14%
EBITDA	15	(10)	n.a.	14	3 %	74	(42)	n.a.
EBITDA Margin %	2%	-2%		3%		4%	-4%	
Other income	4	4	7%	5	-7%	14	37	-63%
Depreciation	35	27	31%	34	4%	102	72	41%
EBIT	(16)	(33)	n.a.	(15)	n.a.	(15)	(78)	n.a.
Finance Cost	21	11	98%	20	9%	61	20	208%
Profit Before Tax	(37)	(43)	n.a.	(34)	n.a.	(76)	(97)	n.a.
Tax	(8)	17		(26)		(35)	(23)	
PAT	(30)	(60)	n.a.	(8)	n.a.	(40)	(74)	n.a.
PAT Margin %	-5%	-14%		-2%		-2%	-7%	
Basic EPS (Rs. /share)	(1.88)	(3.79)		(0.50)		(2.55)	(4.69)	



n.a. - not applicable

Company Overview











Chemplast Sanmar: Leading Chemical Manufacturer in India...



#1
manufacturer
of Speciality
Paste PVC
resin in
India

Leading player in Custom Manufactured chemicals

manufacturer of S-PVC in South India & 2nd largest in India(1)

#1
manufacturer of
Hydrogen
Peroxide in
South India

#4
manufacturer of
Caustic Soda
in South India

One of the oldest manufacturers of Chloromethane s in India

4 Manufacturing

sites with a high degree of backward integration (2)

Experienced management team with deep domain expertise

Marquee parentage



The Sanmar Group is amongst the oldest and most prominent corporate groups in South India

FAIRFAX INDIA

Fairfax, a well-known international investor, has been an investor since 2016 in the SHL Chemicals Group (3)

Consolidated FY '24

Rs. 3,923 Cr

Rs. 26 Cr



- 1. S-PVC Suspension PVC; Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited ('CCVL')
- 2. For significant portion of its operations
- 3. Through FIH Mauritius Investments Limited

... with a Diversified Product Portfolio



		Chemplast Sanmar					
	Speciality	Speciality Chemicals Value-added Chemicals					
	Speciality Paste PVC resin	Custom Manufacturing	Caustic Soda	<u>Hydrogen</u> <u>peroxide</u>	Chloromethanes	and Section 1	
End-user industries	Footwear Auto and Furniture upholstery Artificial leather products Mats	Pharma Agrochemicals Fine Chemicals	Paper Textile Organic and Inorganic Chemicals	Paper Textiles Effluent treatment at refineries Distinfectants	Pharma Agro- Chemicals Refrigerants (HFOs)	Irrigation Urban infra Real estate	
Capacity	107,000 mtpa	4,500 ⁽²⁾ mtpa	119,000 mtpa	34,000 ⁽³⁾ mtpa	35,000 mtpa	331,000 mtpa	
FY '24 Sales split	25	%		13%	62%		



- Wholly-owned subsidiary of Chemplast Sanmar Ltd. Including capacity of the Phase 1 and Phase 2 expansions of the new Multi-purpose Block
- The Hydrogen Peroxide capacity is calculated at 50% concentration level, in line with industry standards. ('mtpa' stands for metric tons per annum)

1. Speciality Paste PVC

Part of speciality chemical division of Chemplast Sanmar. Largest manufacturer of Speciality Paste PVC resin in India

- Manufactured at Mettur facility since 1968; 41 ktpa one-step process capacity added at Cuddalore in Q4-FY '24
- Primary raw materials include EDC, Ethylene, Chlorine and VCM (for 41 ktpa Cuddalore facility)
- In-house capacity to manufacture significant portion of EDC and all of VCM requirements for the backward integrated capacity of 66 ktpa. This provides flexibility in operations and reduces dependence on external suppliers.
- High repeat business customer stickiness

Key growth drivers

- India is heavily import-dependent import substitution opportunity
- Enough headroom to grow no capacity expansions have been announced technology is a barrier
- Growing demand in end-user industry driven by low per capita consumption
- Customer stickiness



CSL is the **oldest player and one of only two companies in India** having the requisite technology

> 60% of Paste PVC capacity is backward integrated

Leadership position in Indian market; With the 41 ktpa expansion, CSL has ~83% of domestic production capacity and ~66% market share with the downstream capacities configured to CSL's resin quality

Long-standing customer relationships

Sanmar Advantage

The

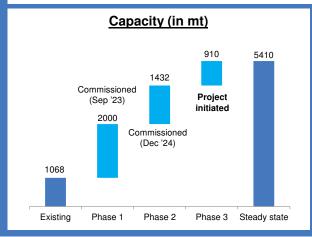


2. Custom Manufactured Chemicals



Part of speciality chemicals division of Chemplast Sanmar; growing rapidly on the back of 15 years of long-standing client relationships

- · Quality manufacturing at Berigai facility in a safe and sustainable manner
- Custom manufactures starting materials, advanced intermediates and active ingredients for global innovator companies 'One Product to One Customer' strategy
- Wide range of chemistry capabilities such as cyanation, hydrogenation, liquid purification etc.
- In-house process research, process engineering and large-scale manufacturing capabilities, making it a one-stop shop manufacturing of newly discovered molecules



Key growth drivers

- India's share in the global outsourced Agro CMC market increasing at a faster pace of 10%-12%
- Increasing EU regulatory constraints
- 'China +1' strategy India to be a focus region as companies move away from China for custom manufacturing
- Higher penetration of API manufacturing in India

Renowned for our **Sustainability**, **Environmental and Safety stewardship**

Professional management with **high standards of ethics and integrity**

Proven track record of execution, with a long history of partnerships with **global originator and innovator companies**

Extremely careful with the intellectual property of our customers

Ability to handle complex chemistries and complex chemicals due to our process technology, process improvement and product development capabilities. World-class research and development capability combined with a broad range of chemical technologies at production scale

Highly qualified engineers and chemists

Sanmar Advantage

The

Benefit and advantage of having facilities with land available for future expansion

Proactive investment in 'best in class' hardware - production blocks, lab and pilot capabilities, process safety labs



3. Caustic Soda | Hydrogen Peroxide | Chloromethanes | Ref. Gas



Part of Value-added chemicals division of Chemplast Sanmar; These complete the integration story of the company						
Caustic soda	 Generated as a joint product in the process of manufacture of chlorine Sold at 48-50% concentration to customers 	Capacity 119,000 mtpa				
Hydrogen Peroxide	 Part of downstream integration as a value-added product Plant is designed for a capacity of 34,000 tons per year of 50 percent concentration. Production process adopted is environment-friendly 	Capacity 34,000 mtpa				
Chloromethanes	 Refers to a group of products namely, Methyl Chloride, Methylene Dichloride, Chloroform and Carbon Tetra Chloride Part of downstream integration as a value-added product 	Capacity 35,000 mtpa				
Refrigerant Gas	Primarily used as a cooling agent in air-conditioning systems. CSL uses chloromethanes captively to manufacture R-22					





4. Suspension PVC



Largest manufacturer of S-PVC⁽¹⁾ in South India and second largest in India

- Manufactured at Cuddalore facility since 2009; 331 ktpa capacity
- This facility has a captive import terminal facilitating VCM imports for PVC production
- One-step non-integrated manufacturing process

Key growth drivers

- Significant gap between demand and supply: Despite new capacity addition announcements, India will continue to be a huge deficit market
- Import substitution opportunity: ~ 60% of Indian demand served through imports
- Growing demand in end-user industry driven by low per capita consumption

Strong customer relationships with a diversified dealer/customer network

Leadership position in South India

Shore-based facility for seamless and safe import of feedstock

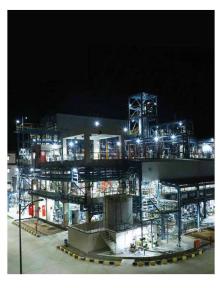
Asset-light model with sufficient infrastructure for future expansions



1. Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited ('CCVL')

Key Strengths











Key Strengths





- Over five decades track record
- State-of-the-art manufacturing units at strategic locations
- Significant expansion projects Speciality chemicals
- High growth industry
- Strong focus on sustainability
- Committed leadership team with eminent board



1. Over five decades track record



Commencement of manufacturing of PVC resins at Mettur facility Expansion of production capacity of PVC resins to 60,000 tpa

Marine terminal facility and EDC Plant commissioned at Karaikal Capacity expansion:
Paste PVC to 66,000 tpa at
Mettur
S-PVC to 300,000 tpa at
Cuddalore

CCVL became a wholly owned subsidiary of our Company; Listing on Indian stock exchanges, post IPO Commissioned Phase 1 of Custom Manufacturing Chemicals Division's new multi-purpose block

1967

1997

2007

2013

2021

2023

1962

Incorporation of erstwhile Chemicals and Plastics India Ltd. 1988

Amalgamation of MCIC with erstwhile Chemicals and Plastics India Ltd. 2003

Acquisition of caustic soda facility at Karaikal from Kothari Petrochemicals 2009

Greenfield S-PVC facility commissioned at Cuddalore 2019

Commissioning of Hydrogen
Peroxide plant at Mettur
Demerger of S-PVC
Undertaking of the Company
at Cuddalore
Amalgamation of Sanmar
Speciality Chemicals Ltd.with
our Company

2022

S-PVC capacity enhanced to 331,000 tpa by way of debottlenecking 2024

Commissioned new Paste PVC capacity of 41,000 tpa at Cuddalore

Commissioned Phase 2 of Custom Manufacturing Chemicals Division's new multi-purpose block



2. State-of-the-art Manufacturing Units...



01 Mettur, Tamil Nadu

- Paste PVC 66 ktpa
- Hydrogen Peroxide 34 ktpa
- Chloromethanes 35 ktpa
- Refrigerant gas 1.7 ktpa

- The site consist of 4 plants with high degree of integration
- Zero liquid discharge facility
- Sourcing of power from a captive power plant of 48.5 MW
- Access to salt fields at Vedaranyam, a key raw material



02 Berigai, Tamil Nadu

· Custom manufacturing - 4,500 mtpa

- · Fully equipped, Multi-purpose facility
- Fully automated with distributed control systems and modern technologies
- Capability to support development work in various chemistries at the laboratory scale and pilot scale



03 Karaikal, Puducherry

• EDC – 84 ktpa (Captive purpose)

- Zero liquid discharge plant | Desalination plant
- · Captive terminal for import of feedstock and sale of product
- Two captive power plants of 8.5 MW and 3.5 MW
- Double walled insulated cryogenic Ethylene storage tank with 4 kt capacity
- Access to salt fields at Vedaranyam, a key raw material



04 Cuddalore, Tamil Nadu

- Suspension PVC 331 ktpa
- Paste PVC 41 ktpa

- · Zero liquid discharge plant
- Desalination plant
- Captive terminal for import of feedstock
- Two refrigerated VCM storage tanks with a capacity of 7,500 mt each

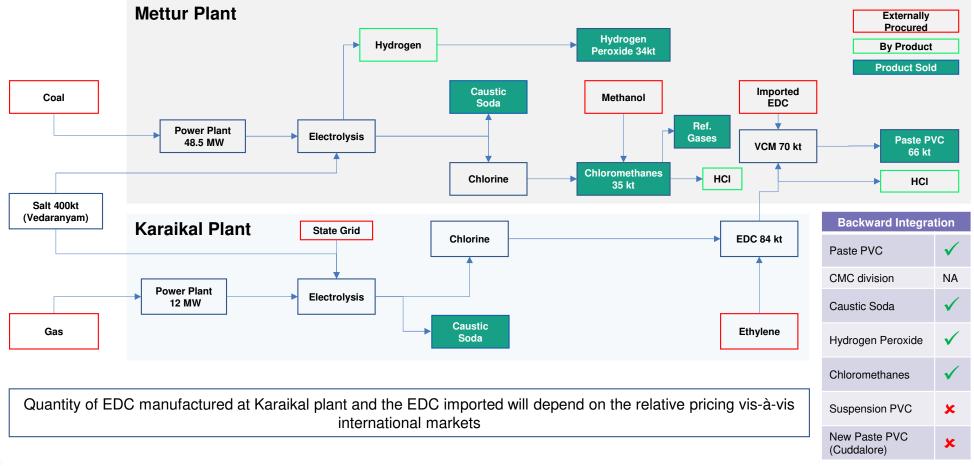






... with a High Degree of Backward Integration

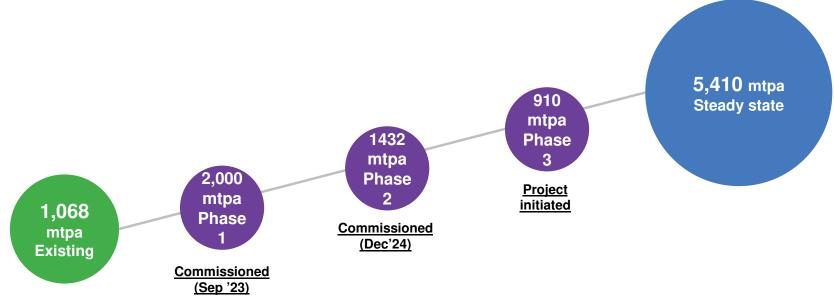






3. Significant expansion projects – Speciality chemicals





Custom Manufacturing

USD 2 Billion Addressable market size*

- Commissioned Phase 1 of new multi-purpose production block ('MPB') in Sep '23
- Commissioned Phase 2 of multi-purpose block ('MPB') in Dec'24
- Project activities for Phase 3 of new MPB and civil & infrastructure work for the next MPB has been initiated.
- Facility being enhanced at Berigai will leverage on the existing infrastructure available at the location
- · LOIs signed for six molecules and a strong pipeline of other products provides visibility on capacity utilisation
- Selected by a global agrochemical innovator to manufacture a new Active Ingredient (AI)



4. High Growth Industry...



Products

Key **Highlights**

End user

Addressable Market Size*

Chemplast Sanmar **Position**

Speciality Paste PVC

- · India heavily import dependent
- Enough headroom to grow no capacity expansions announced - technology is a barrier
- Customer 'stickiness'
- Predominantly leather cloth followed by mats, gloves etc.
- · Leather cloth caters to footwear, auto upholstery and other upholstery segments

~180 ktpa

Market leader in India – first to seed the

product in India - Leadership position

strengthened further post the 41 ktpa

Suspension PVC

- · India heavily import dependent
- · Demand growing at a fair clip
- · New capacities announced are not enough to meet growing demand

market - Als and advanced intermediates

Custom Manufactured

Chemicals

India set to outpace global Agro-CMC

• 'China + 1' play

production block

- · High margin business
- · Predominantly for pipes used for water conveyancing, construction etc.
- · Other segments like window profiles, furniture are fast growing

· Agri and Pharma innovators

~4.5 million mtpa

• 2nd largest in India and largest player in South India

- · Dominant presence in South and East markets
- Feedstock tie-up key to expansion

• Top priority for capital allocation - will drive

~USD 2 billion

- growth for CSL going forward • Additional capex of ~ Rs. 160 crore will further enhance the capacity of the new multi-purpose
- · CSL's track record in customer relationships helping in winning new orders

capacity addition in FY '24

... with CSL's unique position to capitalize on it









5. Strong Focus on Sustainability...



Environment Friendly Practices

- · Zero liquid discharge policy
- · Desalination plants at coastal facilities - avoid usage of groundwater
- · Rain water harvesting & ground water recharging capacities at Mettur facility

Health & Safety Measures

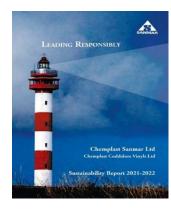
- Transport safety Installation of speed control & safety systems in trucks
- Process safety PSM, BBS
- Personnel safety PPE

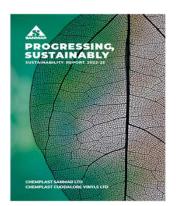
- · Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- · Reduce power and water cost

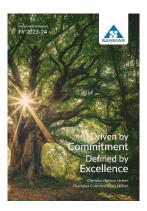
Pioneers in Zero Liquid Discharge

- Installed Zero Liquid Discharge (ZLD) facilities at its Mettur plant at an investment of Rs. 27 crore
- In Cuddalore and Karaikal, ZLD has been the norm right since the inception of the units
- · In Sep '09, Chemplast became the first chemical manufacturer to achieve 100% ZLD in all its plants

Annual sustainability reports published for over a decade













... with various awards & recognitions







One of the two
winners
of the
'Sustainability
Award for Carbon
Reduction'
presented by
Syngenta, a
global innovator
and a key customer
of
the Custom
Manufactured
Chemicals
Division





6. Committed Leadership Team With Eminent Board





Vijay Sankar Chairman & Non Executive Director



Ramkumar Shankar Managing Director



Dr. Krishna Kumar Rangachari Managing Director -Custom Manufactured Chemicals Division



N Krishnamoorthy Deputy Managing Director -Commercial



Aditya Jain Independent Director



Dr. Lakshmi Vijayakumar Independent Director



N Muralidharan Chief Financial Officer



Mukund lyer Deputy Managing Director



Prasad Menon Independent Director



Sanjay Bhandarkar Independent Director



M Raman Company Secretary & Compliance Officer



M N Bhaskaran Executive Director – Head of Operations



Vikram Hosangady Non-Executive & Non-Independent Director



Sumit Maheshwari *Non-Executive & Non-Independent Director*



M Shanmugananth Deputy Managing Director



Distinguished Board of Directors

Experienced Management Team

Historical Financials







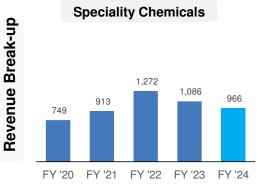


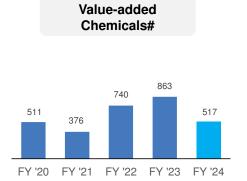


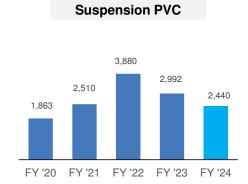
Historical Segmental Highlights

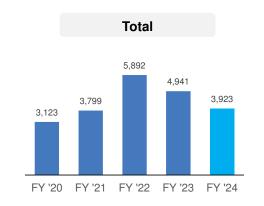


Rs. Cr







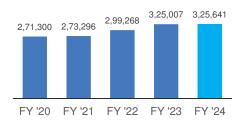


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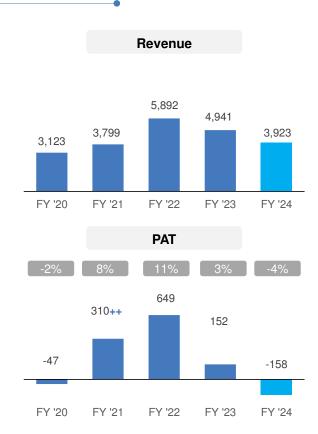


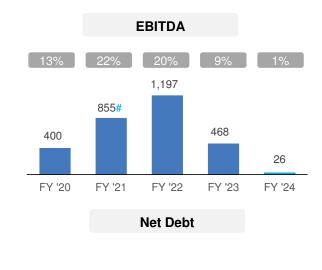
Performance Trend

All computations are on consolidated basis

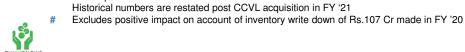


Rs. Cr









++ Excludes post tax impact of gains/ (loss) from JV & Associates: Rs. 48 Cr loss in FY '20; Rs. 100 Cr gain in FY '21; These investments have been delinked in FY '21.



Thank You!

Company



Chemplast Sanmar Ltd.

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Investor relations advisor

$\mathbf{SGA}^{ ext{Strategic Growth Advisors}}$

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