SUDARSHAN

2nd November, 2018

DCS – Listing
BSE Limited
1st Floor, New Trading Ring,
Rotunda Building, P.J. Towers,
Dalal Street, Mumbai – 411 001

Scrip Code - 506655

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No.C/1, G Block,
Bandra Kurla Complex (East), Mumbai – 411 051

Scrip Symbol - SUDARSCHEM

Dear Sir,

Sub : Presentation made to analysts / institutional investors

This has reference to a presentation made at the call with Analysts / Investors on 30th October, 2018.

We attach herewith an updated copy of the presentation for information of our investors.

Kindly take the same on record.

Thank You

Yours Truly,

For Sudarshan Chemical Industries Limited

Sudarshan Chemical Industries Ltd. Pune

For Mandar Velankar
DGM – Legal & Company Secretary

Encl : As above

Sudarshan Chemical Industries Limited
Global Head Office :
162 Wellesley Road, Pune - 411 001, India
Tel: +91 20 260 58 888 Fax: +91 20 260 58 222
Email : contact@sudarshan.com
www.sudarshan.com

Corporate Identity No: L24119PN1951PLC008409

INVESTOR PRESENTATION

October 2018

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Safe-harbor statement

This presentation may contain statements which reflect Management's current views and estimates and could be construed as forward looking statements.

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include, but are not limited to our exposure to changes in general economic conditions, market, Foreign currency and other risks, changes in government policies/regulations, tax regimes as also technological changes.

The company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of subsequent development, information or events or otherwise.

SUDARSHAN

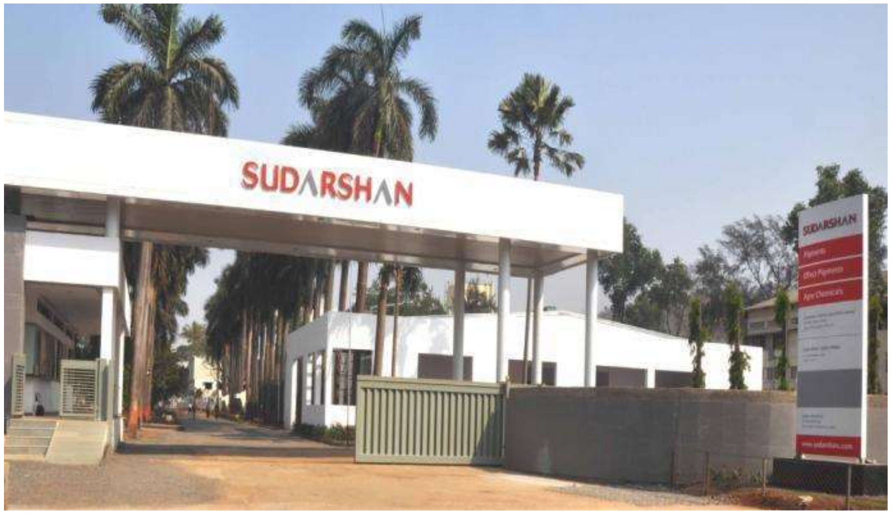
Contents

SUDARSHAN

Contents

SUDARSHAN

Sudarshan at glance



Incepted in 1952

Manufacturer of Pigments & Effect pigments

Largest pigment producer in India with 35% market share

4th largest pigment producer in the world

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Fiscal year highlights

Consolidated revenue at ₹ 16,461 mill (FY18)

Entire group revenue

Pigment global revenue at ₹ 13,293 mill (FY18)

YoY growth of 17%

FY18 PBDIT 13.3%

Continuing operations margins at consol level

India CSR Award

Total CSR spend at ₹ 19 mill, increase of 32%

Recognitions

Socially Responsible Exporter & World HRD for innovation in recruitment

DMAI award

Excellent performance in Energy conservation by large scale unit

Lowering carbon emissions

Reduction in utility usage saving ₹ 57 mill

Credit rating upgrade

Short term debt rating 'IND A1+'

R&D spend crosses ₹ 100 mill

Launch of 15 new products

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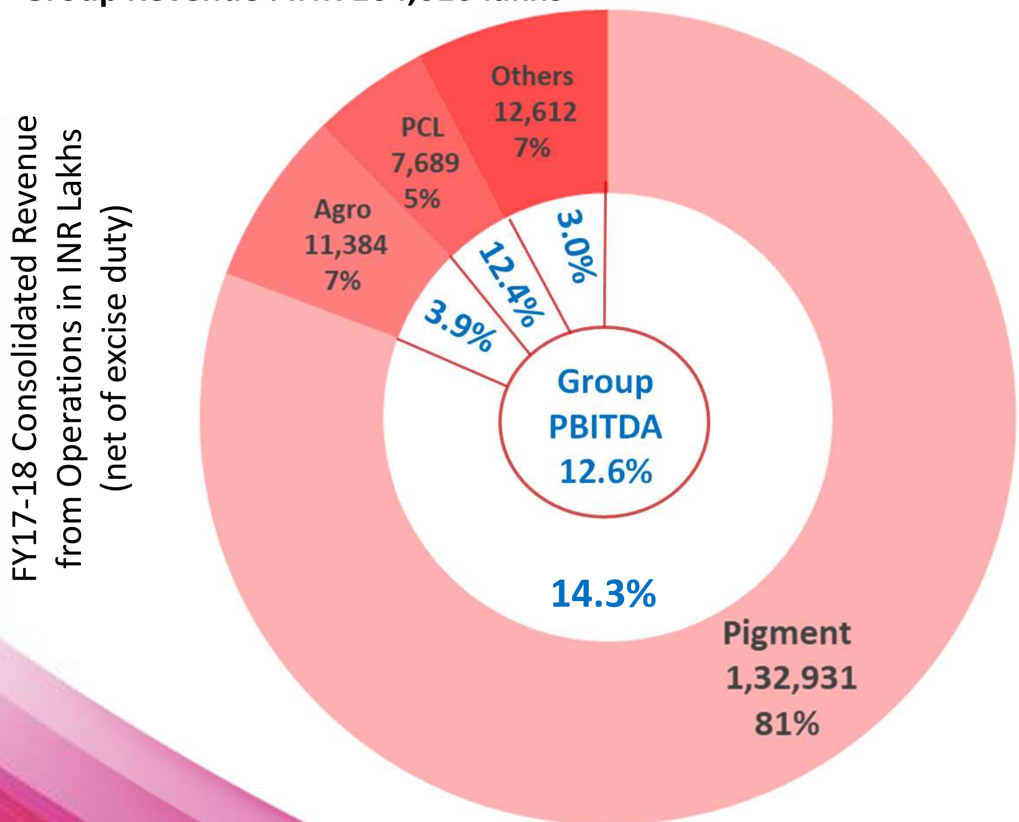
FY18 Group Revenue

Group Revenue : INR 164,616 lakhs



Agro Chemical Division

- Agro business was low margin and non-strategic
- Manufacturing business has been discontinued since Apr'18
- Business Transfer Agreement concluded on 20-Sep to transfer Agro Formulation Brand Business on a going concern basis

Prescient Color Limited (PCL)

- Divestment of master batch business demonstrates commitment of Pigment business to grow aggressively in plastics industry through no-conflict approach with customers
- Subsidiary business was sold to Americhem Inc. & transaction concluded on 1st June 2018

SUDARSHAN

Contents

Group overview

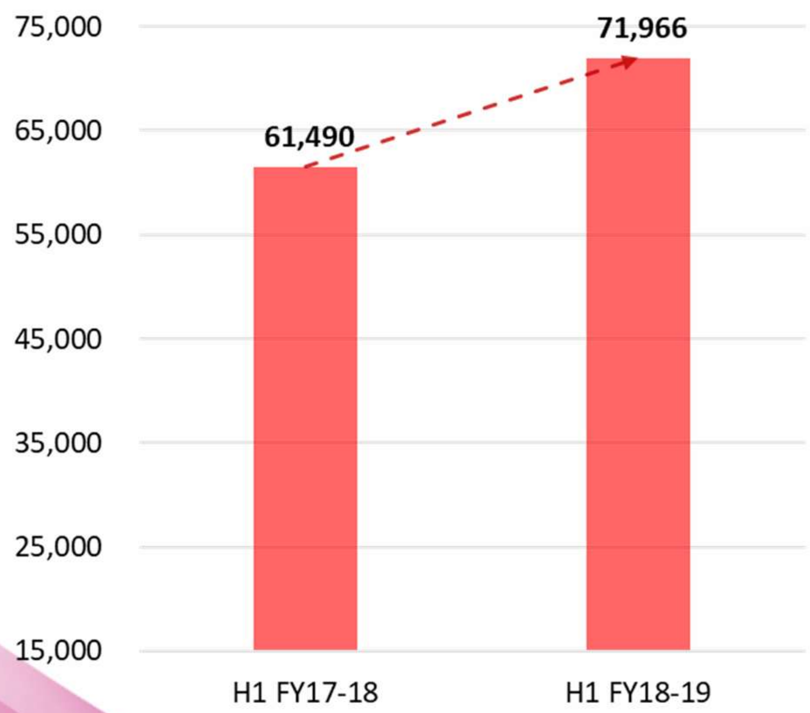
Financial results

Business outlook

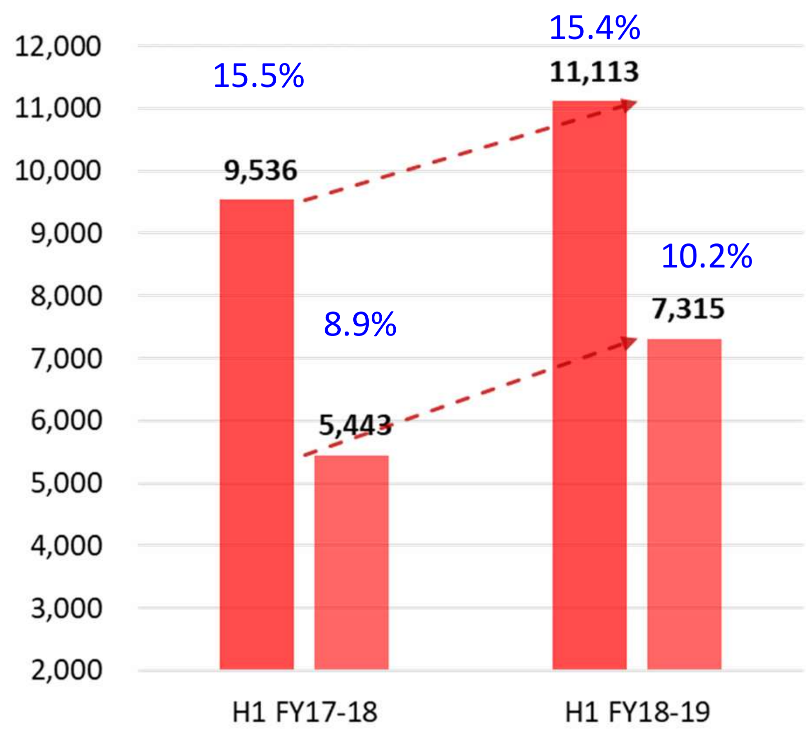
SUDARSHAN

Half yearly financial update

In ₹ lakhs



Income from operations
grew at 17%



PBDIT growth 17%
PBT* growth 34%

PBDIT & *PBT (excluding other income) as percent to Total Income from operations

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Half yearly financial update

Particulars *(Amounts in ₹ lakhs)*	H1 FY17-18	% to total income	H1 FY18-19	% to total income	Change %
Total income (net of excise duty)	61,490		71,966		17%
Cost of goods sold	35,219	57%	41,646	58%	18%
Gross margins	26,272	43%	30,320	42%	15%
Employee cost	3,968	6%	4,761	7%	20%
Other expenses	12,767	21%	14,446	20%	13%
Operating profit (PBDIT)	9,536	16%	11,113	15%	17%
Finance cost	1,289	2%	607	1%	-53%
Depreciation	2,804	5%	3,190	4%	14%
Profit before tax	5,443	9%	7,315	10%	34%

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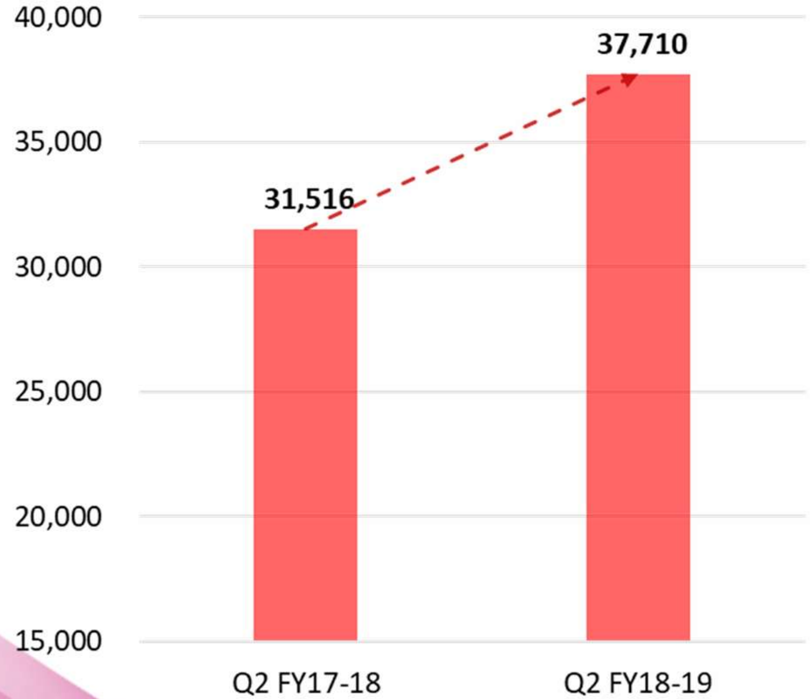
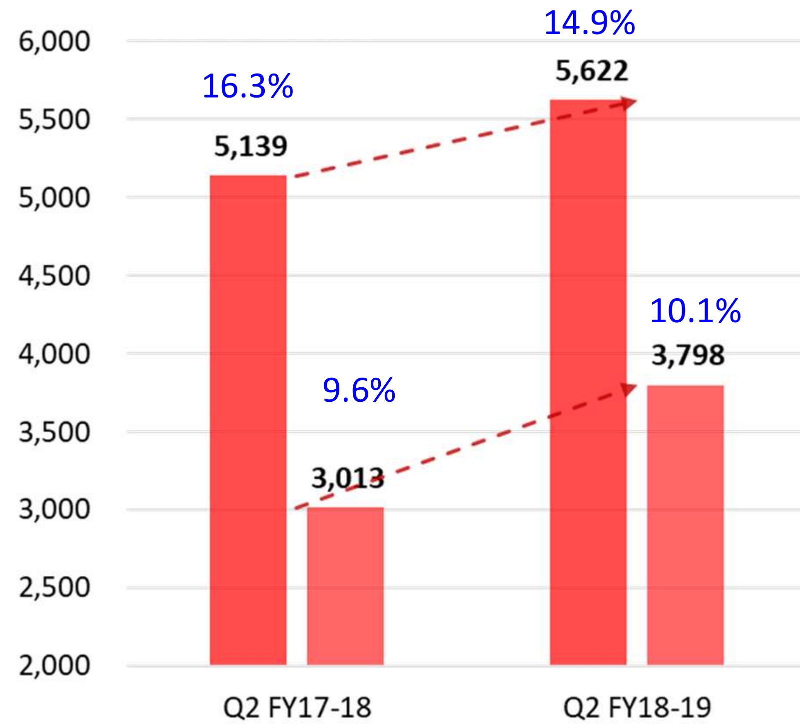
Quarterly financial update

In ₹ lakhs



Income from operations
grew at 20%



PBDIT growth 9%
PBT* growth 26%

PBDIT & *PBT (excluding other income) as percent to Total Income from operations

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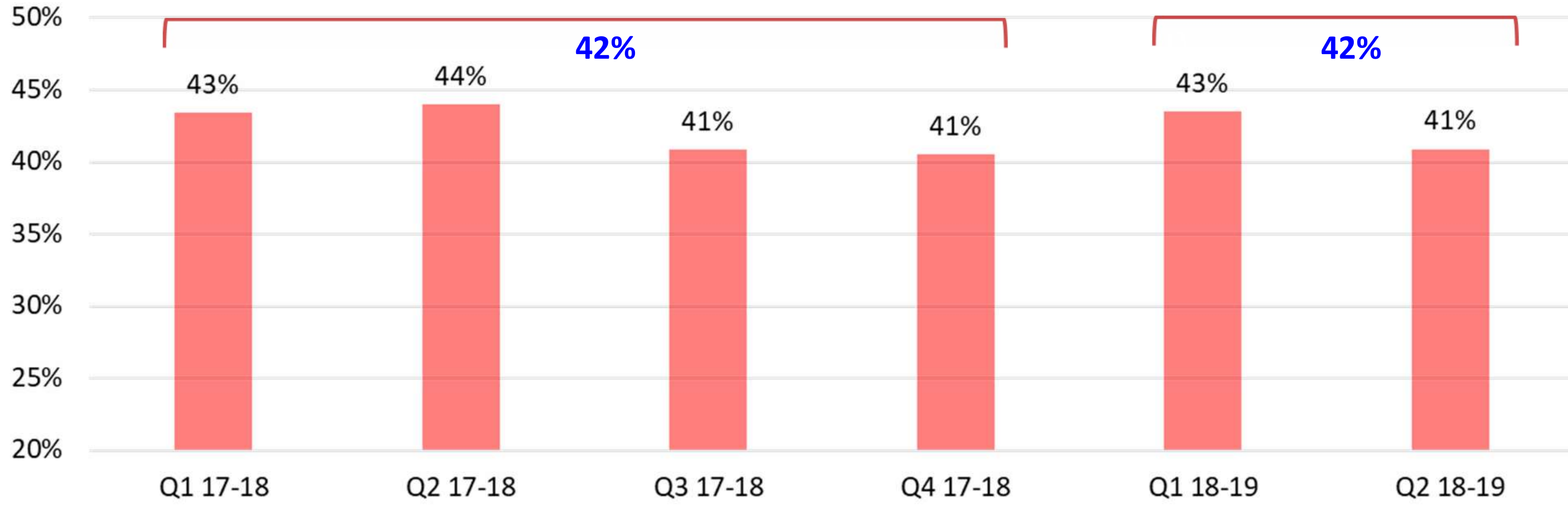
Gross margin performance



FY18 gross margins presented based on comparable cost of goods sold to adjust for excise duty effect as detailed in notes

- Few raw materials increased sharply during Q2; some impact seen in material availability for which planned RM stocks built up
- Rapid depreciation in Rupee during September impacted import costs
- Expect stability on raw materials pricing to come in by end of Q3
- Customer price increase pursued in Q2 and same will continue in Q3 to cover recent RM increases

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Key ratios

	As on 31.03.2018	As on 30.09.2018
Debt-Equity	0.81	0.52
Current ratio	1.31	1.48
EPS (basic & diluted - Annualised) Excluding exceptional items	12.40	14.61

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Business highlights

- Capacity increase and backward integration projects worth ~ ₹ 200 crores under implementation
- Raw materials continued at elevated levels and selling price increases pursued
- The Company has adopted Hedge Accounting [Ind AS 109 Financial Instruments] with effect from 1st July, 2018

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Segment reporting

Particulars *(Amounts in ₹ lakhs)*	30.09.2018	30.06.2018	30.09.2017
Segment Revenues			
Pigments	36,352	34,002	31,027
Others	1,358	253	489
Segment Results			
Pigments	3,405	4,443	3,878
Others	465	(133)	59

- Raw material price increases has lead to increase in COGS by ~ 3.2% for Pigments division which resulted in reduction in segment profitability from 13.1% in Q1 to 9.4% in Q2 FY19

SUDARSHAN

Contents

SUDARSHAN

Business outlook

Customer price increase and tighter cost control to help maintain profitability

Gains from divestment of masterbatch and Agro Formulations business to be deployed in capex for expansion of Pigment business

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Thank You

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growing together ...

• Spiritually fullfilled • Socially just • Environmentally sustainable •

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