



Transpek Industry Limited

Reg. Office:
4th Floor, Lilleria 1038
Gotri - Sevasi Road
Vadodara - 390021, Gujarat, (India)

Date: 10th June, 2022

To,
BSE Limited
P.J. Towers,
Dalal Street, Mumbai – 400 001
Ref: Scrip Code: 506687

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith Investor presentation for June, 2022.

The aforementioned presentation will also be uploaded on the Company's website viz. www.transpek.com.

We request you to take the above on your records and acknowledge receipt.

Thanking you,

**Yours faithfully,
For Transpek Industry Limited**

**Bimal V. Mehta
Managing Director
DIN: 00081171**



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Taluka: Padra
Dist.: Vadodara - 391 440
Gujarat (India)
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Company Identification No.: L23205GJ1965PLC001343

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Transpek Industry Limited

Investor Presentation
June 2022

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Q4 FY22 - Financial Highlights

Business Highlights (1/2)

- The end-application market has picked up its pace after the COVID situation, which has led to a significant improvement in the overall performance of the company in FY22 as compared to the previous year.
- There is significant uncertainty in terms of raw material prices, supply, logistics – availability & cost etc. Although, so far, the overall market has been looking good for near future, the ongoing war and covid-induced lockdown in China can intensify the negative impact and uncertainties.
- Our partnership with the customers remains intact and strongly backed by our proficiencies and reliability. The customers, especially in Europe, are facing significant increase in energy costs. We are continuously engaging with our customers and working together to contain the overall negative impact on the business. While we have passed on the raw material price hikes to few customers, some products must be quoted on a competitive basis, and it may not be possible to pass on the increased costs in case of such products to customers. There has been an impact on profitability due to this, especially in the Q4. We do not expect the impact to continue long term unless the significant increase in raw material prices and logistics cost continue to prevail.
- Due to logistics issues, there can be schedule changes and delays but, no adverse impact has been experienced on supply under Long Term contract. No major impact is expected on volumes for the coming period

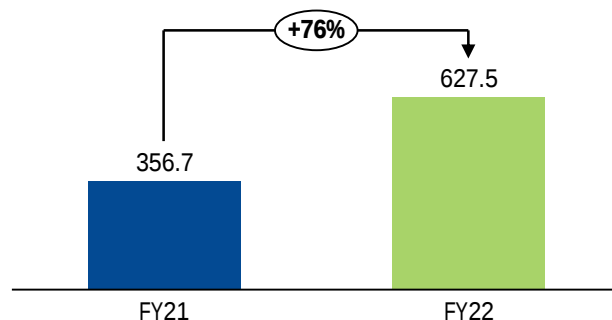
Business Highlights (2/2)

- Many raw materials are imported and have very limited suppliers. Considering the overall supply chain issues, the Company works with the customers in close cooperation to ensure timely sourcing of raw materials so as to minimize the impact on production.
- As highlighted earlier, we have introduced four new products under the chlorination chemistry which will show progression at later stage. The company is witnessing good enquiries and gradual order inflow and will continue to engage with the customers for further demand.
- We were able to identify few other products under the non-chlorination category. Some of these are currently undergoing research and development, while others are awaiting customer approval in order to move forward with pilot or commercial production. We continue to explore options with the customers in order to discuss and evaluate any future opportunities.
- Our application to increase the production quantity is still under approval stage with Government Authorities and we will provide additional details as and when it is approved.
- Currently, the Capex is being done in the normal course of business for replacements and improvements. No major capex is planned. As and when a project is undertaken and specific large capex is planned, it will be appropriately informed.
- The board of directors have recommended a Dividend of Rs. 22.5/- per Equity Share (225%) of the Face Value of Rs. 10/- for the FY22.

Performance Highlights



Revenue* (Rs. In Cr)



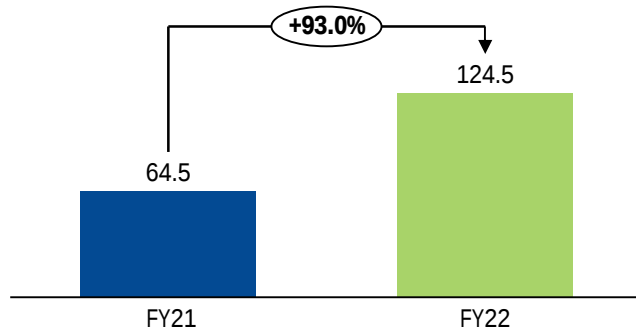
EBITDA* (Rs. In Cr)

Margin

18.1%

19.8%

+93.0%

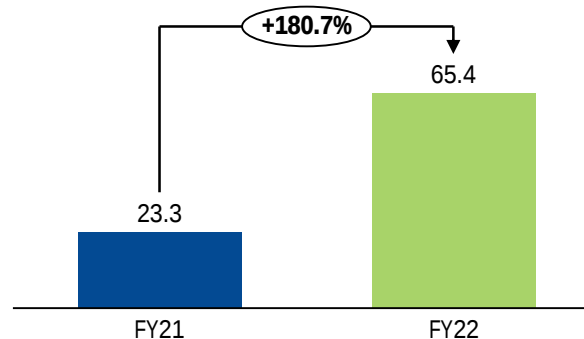


PAT (Rs. In Cr)

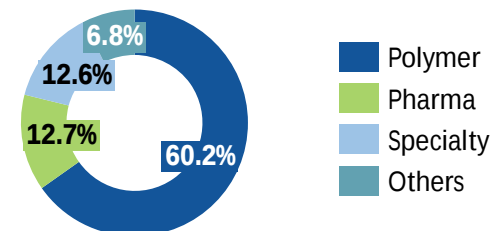
6.5%

10.4%

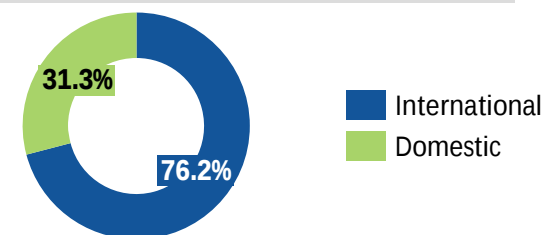
+180.7%



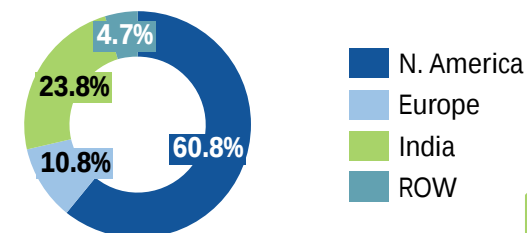
FY22 Sales Distribution based on Application



FY22 - Revenue Breakup



FY22 - Region wise break up

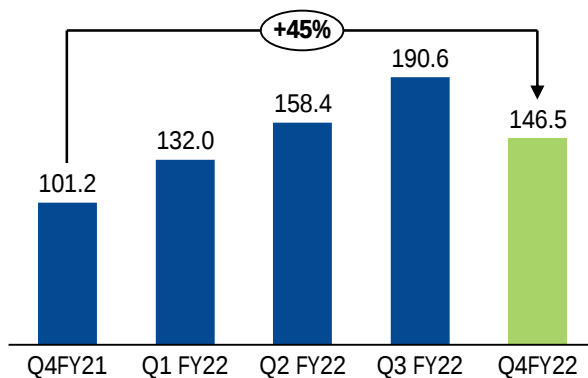


*Includes other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales

Performance Highlights



Revenue* (Rs. In Cr)



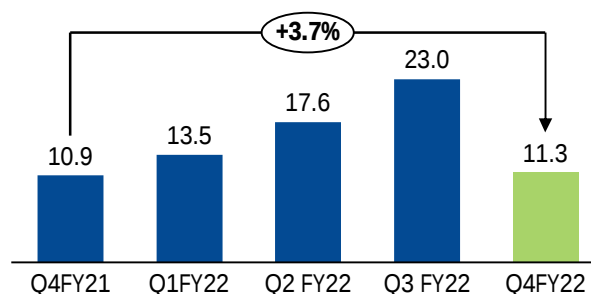
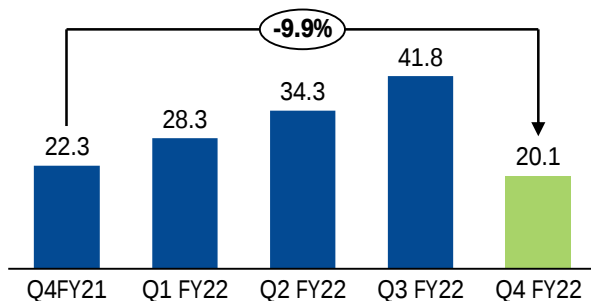
EBITDA* (Rs. In Cr)

22.0% 21.4% 21.6% 21.9% 13.7%

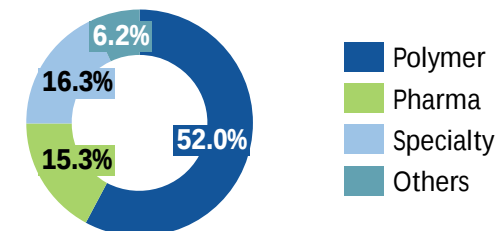
PAT (Rs. In Cr)

10.8% 10.2% 11.1% 12.1% 7.7%

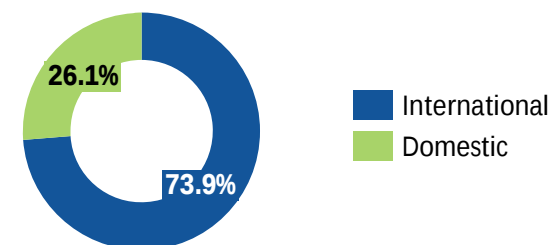
Margin



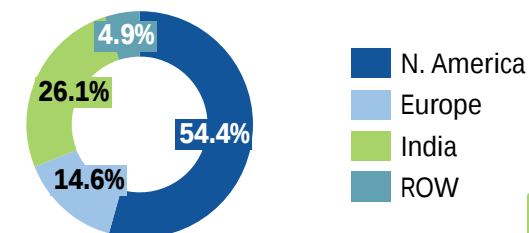
Q4 FY22 Sales Distribution based on Application



Q4 FY22 - Revenue Breakup



Q4 FY22 - Region wise break up



*Includes other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales

Q4FY22 - Consolidated Profit & Loss Account

Particulars (Rs. Crores)	Q4FY22	Q4FY21	Y-o-Y	FY22	FY21	Y-o-Y
Revenue from Operations	142.7	96.5		599.1	339.4	
Other Income	3.8	4.7		28.4	17.3	
Total Revenue from operations	146.5	101.2	44.8%	627.5	356.7	75.9%
Cost of materials consumed	78.8	44.3		332.9	159.3	
Purchases of stock-in-trade	0.0	0.0		0.0	0.0	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	0.1	4.0		-18.2	3.2	
Total Raw Material	78.9	48.3		314.7	162.6	
Employee Expenses	12.1	9.9		51.5	44.9	
Other Expenses	35.3	20.7		136.8	84.8	
EBITDA (Including Other Income)	20.1	22.3	-9.7%	124.5	64.5	93.2%
EBITDA Margin (%)	13.7%	22.0%		19.8%	18.1%	
Depreciation	7.7	7.8		29.7	28.5	
EBIT	12.4	14.5		94.8	35.9	
EBIT Margin (%)	8.7%	15.1%		15.8%	10.6%	
Finance Cost	2.7	2.2		10.5	10.4	
Exceptional Item	0.0	0.0		0.0	0.0	
Profit before Tax	9.7	12.3		84.2	25.5	
Tax	-1.6	1.4		18.8	2.2	
Profit After Tax	11.3	11.0	3.2%	65.4	23.3	180.6%
PAT Margin (%)	7.7%	10.8%		10.4%	6.5%	
EPS (in Rs.)	20.24	19.61		117.09	41.74	

Project & Capex

- The management periodically reviews the situation and would announce any significant change in the status.
- The Capex for next two years will be based on the timing of the introduction of new products and any significant investment will be announced appropriately.

Logistic & Sourcing

- The company has not faced any major sourcing issues. However, there are logistic delays as experienced by the Industries globally and the cost of logistics and materials has also increased in many cases.. The Company has been actively managing the issues with good outcomes.

Long Term Agreement

- The business has been recovering and has reached to good volume in FY 2022.
- While the overall business & economic situation has significant uncertainties, the Company does not expect any major impact on its volumes in the coming period.

EBITDA

- Average expected EBITDA is about 16% to 20%. However, this can go beyond this range up or down as it is dependent on product mix (based on the demand), pricing and volumes. Also, it can vary from quarter to quarter due to product mix and raw material prices.



Transpek at Glance

About us

Environment Protection



Founded by
Shri. Govindji
Shroff in 1965

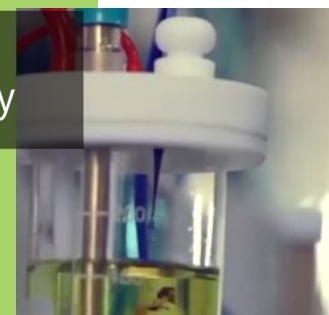


Over three
decades of
presence in the
international
market

Part of Excel
group of
companies

Over 5 decades
experience in
Sulphur and
Chlorine
Chemistry

Creative Chemistry



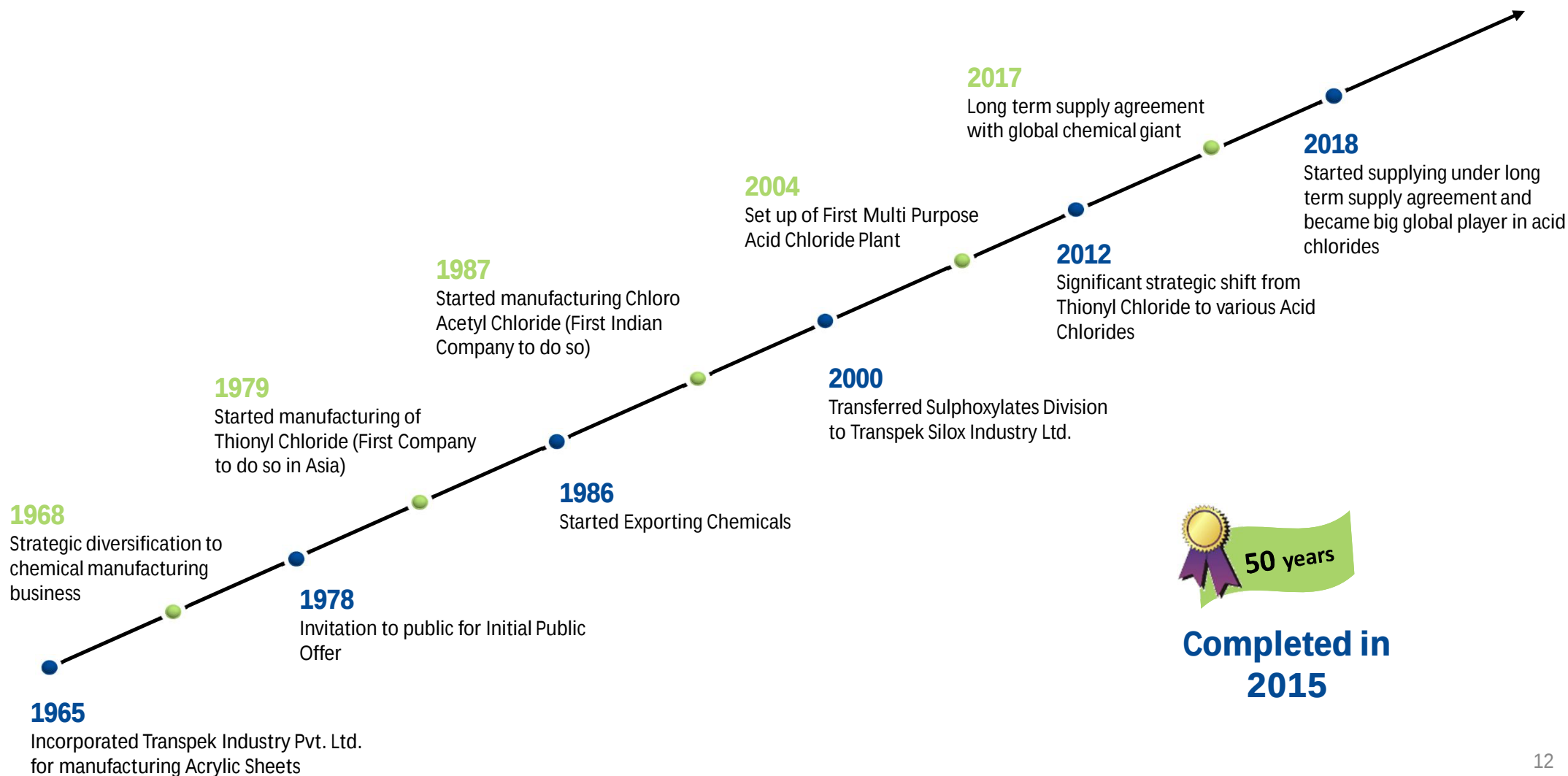
Exploring every
possible
compound
from Sulphur
and Chlorine

Headquartered
in Vadodara, -
approximately
400 kms from
Nhava Sheva

Customer Focus



Our journey over five decades



Our products are supplied to varied industries

Leading global supplier for '**Chlorinated Products**' to various industry sectors ranging from Pharmaceuticals, Agrochemicals and dyes to pigments.

Polymers



Pharma



Specialty Chemicals



Agro Chemicals



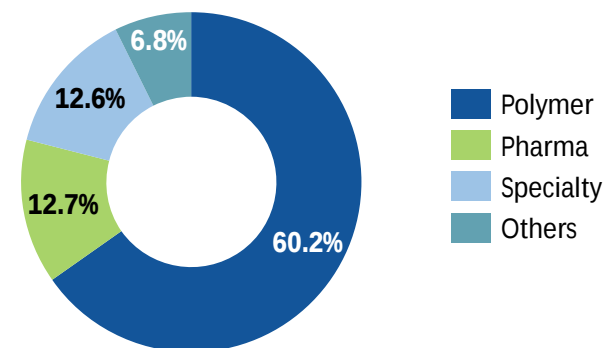
Cosmetics



Dyes



FY22 Sales Distribution based on Application



Our products have multiple applications

Diversified Products Across India's Fastest Growing Industries

- 2, 4, 6 Trimethyl Benzoyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution

Specialty Chemicals

- Cocoyl Chloride
- Diethylene Glycol Dichloride
- Isononanoyl Chloride
- Lauroyl chloride

Surfactants

- 2-Methoxyethyl chloride
- 2-Propoxyethyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Valeroyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Thionyl Chloride

Agrochemicals

- 2-Chloroethylamine Hydrochloride Solution
- Isophthaloyl Chloride
- m-Nitrobenzoyl chloride
- p-Nitrobenzoyl Chloride
- Sulphur Dichloride
- Sulphur Monochloride
- Terephthaloyl chloride
- Thionyl Chloride

Dyes

- 2-Ethylhexanoyl chloride
- Isononanoyl Chloride
- Isophthaloyl Chloride
- Neodecanoyl Chloride
- Octanoyl chloride
- Pivaloyl chloride
- Terephthaloyl chloride

Polymers

- 2-Chloroethylamine Hydrochloride Solution
- 4-Chlorobutyryl Chloride
- 2-Methoxyethyl chloride
- Diethylene Glycol Dichloride
- Isobutyryl chloride
- Lauroyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Decanoyl chloride
- n-Octyl chloride
- n-Valeroyl Chloride
- o-Toluoyl chloride
- Octanoyl chloride
- Pivaloyl chloride
- p-Nitrobenzoyl Chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Triethyleneglycol Dichloride
- Thionyl Chloride

Pharma



“The company has a **strong experience** in manufacturing of products using chlorinated chemistry presenting **unending opportunities for supply of intermediates and specialty chemicals** suitable for **multiple applications**”.

Our capabilities developed over years

Research & Development

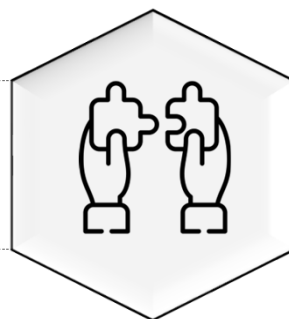
- ◇ In house development of products
- ◇ DSIR approved R&D Facility
- ◇ R&D Lab approved by MS University of Baroda for PhD research
- ◇ Kilo lab and Pilot plants for trials before commercializing plants

Logistics

- ◇ Over 600 ISO tank management with own ISO tank repairs and cleaning stations

Customer Base

- ◇ Long lasting and strong relationship with domestic and international buyers



Sustainability Ratings

- ◇ **ECOVADIS Sustainability platform** – the company is rated very high with **'Silver Badge'**
- ◇ One of those few Indian companies to have a separate Process safety function which was set up many years back.



Manufacturing Capabilities

- ◇ Over 50 years of experience
- ◇ Unique recycling system with closed loop chemistry
- ◇ Expertise in chlorination chemistry

Supply Chain

- ◇ Stable association with vendors and service providers

Our clients trust in our capabilities & chemistries

Company has built an excellent reputation globally – Testament to our Reliability and Trustworthiness

**Contract
Period**



10 years
Exclusive contract with a
'MNC Giant'

Products



Supply of **'Acid Chlorides'**

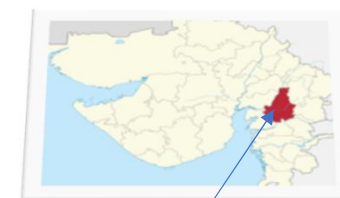
**Global
Player**



**'Global Recognition and
Visibility'**

- Long-term supply agreement commenced from 1st January 2018
- High performance product with dedicated manufacturing facility
- Positive effect on the turnover of the Company
- Augmented already solid reputation among Global Chemical Giants.
- EPS accretive

Our plants are multipurpose and multiproduct



Ekalbara

Located ~25 km away from the headquarter location at Vadodara, Gujarat.

- ★ Dedicated **multipurpose and multiproduct plants spread over 100 acres with total production capacity of 66,000 MTPA.**
- ★ Having an expert team of engineers for **Process Scale-up, Plant Design, Erection, and Commissioning**
- ★ Having a facility to take up **contract manufacturing as well as job work facility for our customers to provide them economically viable solutions.**
- ★ Handle projects for global clients in the areas of **pharmaceuticals, agrochemicals and specialty chemicals by deploying our expertise in chlorination technology along with other core technologies**

- Strategically located in largest chemical manufacturing zone
- ~ 400 kms away from Nhava Sheva Seaport, Mumbai
- Mundra, Pipavav and Hazira seaports are also well in reach
- Vadodara is also having ICD (Inland Container Depot) which is well connected to rail network with different regional ports

Our R & D facility is recognized by Government of India



Research & Development

Developed a comprehensive in-house R&D facility **recognized by the Department of Science & Technology, Government of India**, which is equipped with latest technology and equipment

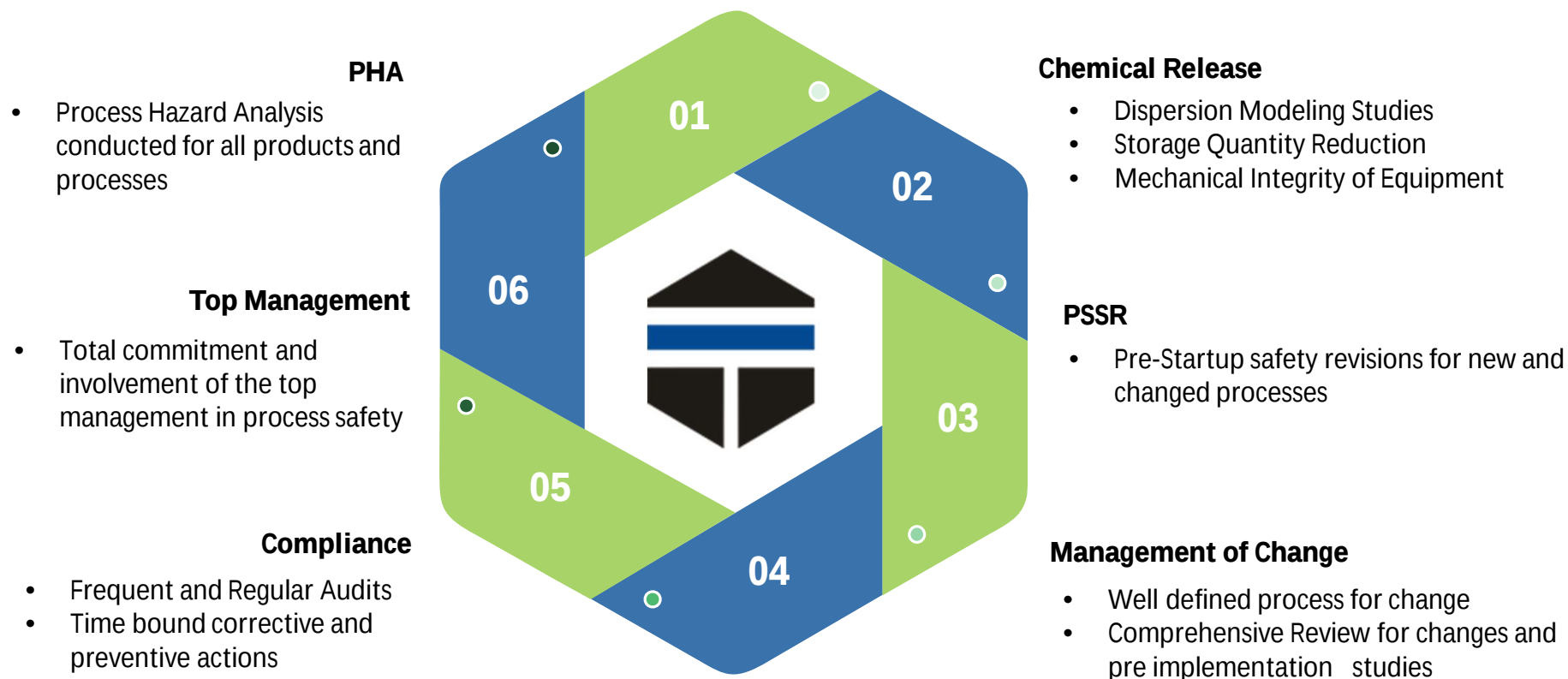
Every new and existing product undergoes a constant research at our lab

Derived **competitive edge in manufacturing of Acid Chlorides and Alkyl Chlorides, which have wide applications.** We have developed several products and started its commercial production and supply.

We have the **facility of gram lab, kilo lab and pilot plant to scale up the process.**

It also **approved by Maharaja Sayajirao University of Vadodara for allowing students pursuing Doctorate of Philosophy (Ph. D) to conduct research and experiments.**

Our top management is committed to process safety



Separate Process Safety Management Team

- Chemical Engineers
- Chemists
- Safety Professionals
- Automation Professionals

Our transportation is safe, systematic and sustainable



Logistics

- Safe, systematic and sustainable transportation is a **key challenge to ever changing global chemical industry**
- **Pioneers in developing in-house ISO Tank station which is well equipped with state-of-the-art technology**
- We manage over 600 ISO Tanks for safe and secure transportation of our products
- Each tank is closely monitored for its efficient utilization and periodically inspected by competent authority
- Our team provides end to end support to deliver the material in ISO Tanks
- **Facilitated many customers in transitioning to use ISO Tanks using our technological competence**

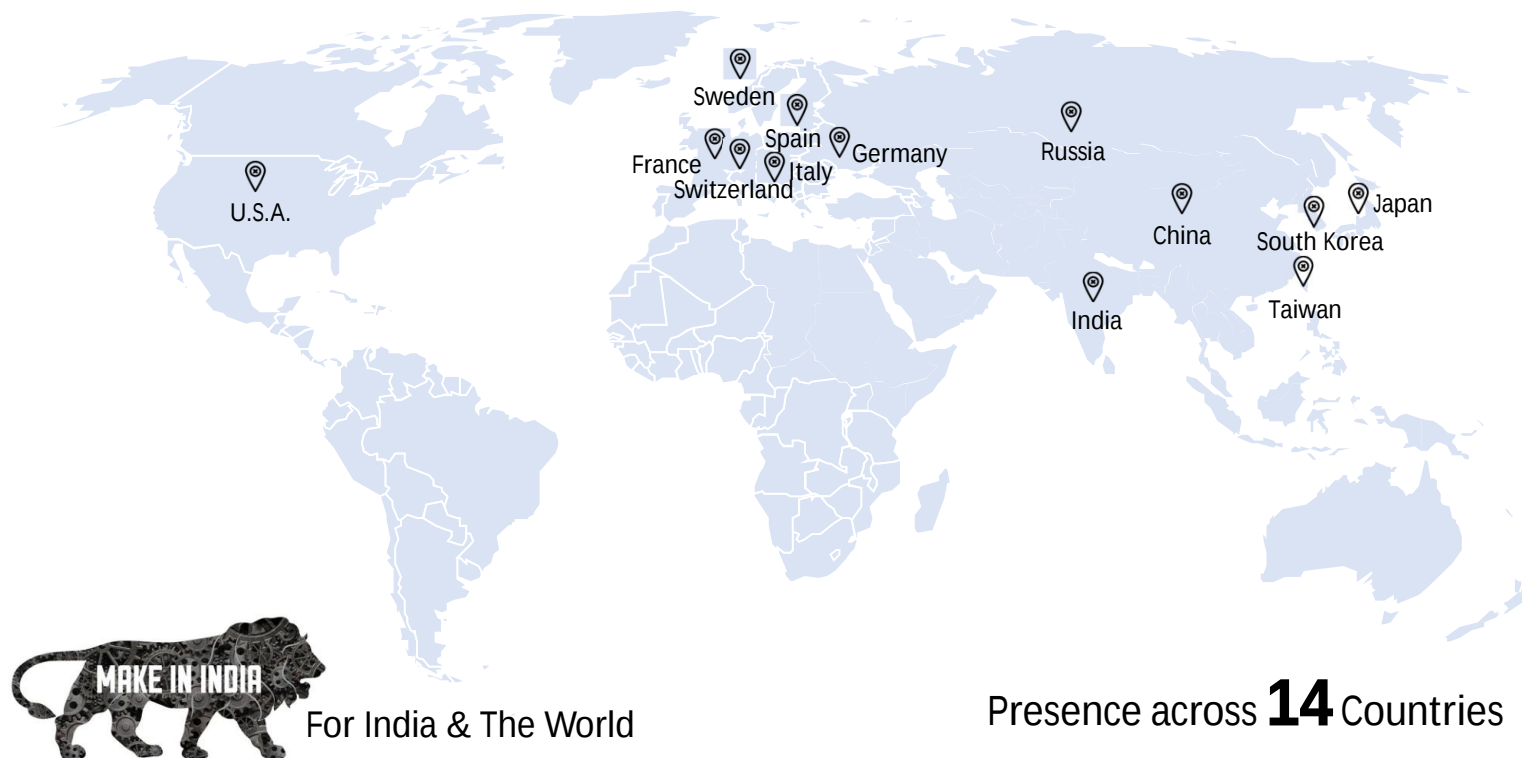
Packaging

- We offer different sizes of drum packing for our products which are **UN approved and certified by Indian Institute of Packaging**
- All packing, marking and labeling are prepare & ship **as per IMDG and IATA guidelines**

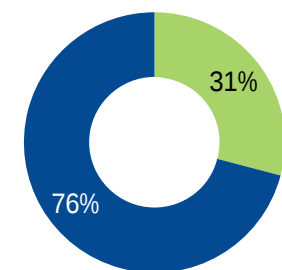
Our products are delivered across the globe

One of the Pioneering Global Exporters from India since 1986

Long term relations with Leading Global Chemical Giants

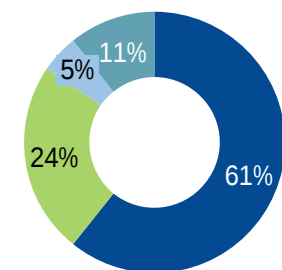


FY22 - Revenue Breakup



Domestic International

FY22 - Region-wise Breakup



North America Rest of Asia
India Europe

Our board has vast industry experience



Mr. Ashwin C. Shroff | Chairman

He is a science graduate, Mr. Shroff have emerged stronger, helping the growth of Industrial chemicals, Agro chemicals and Environment related businesses. He was the President of Indian Chemical Council (1996–1998). He is member of FICCI Environment Committee and FICCI Chemicals Committee



Mr. Bimal Mehta | Managing Director

He is a qualified CA by profession. He has worked on Sr. level positions in Indian and multi-national companies. He has 33 years of experience in Business Strategy, Market Growth, Customer Relationships and Finance



Mr. Avtar Singh | Joint Managing Director

He has 41 years of rich experience and expertise in Chemicals, pharmaceuticals and Agrochemical Products. He started his career with Gharda Chemicals Private Limited. In 1981, he joined Punjab Chemicals and Crop Protection Limited (PCCPL) and started working in Operations and handled plants in various capacities.



Mr. Atul G. Shroff | Director

He had been the MD of the Company from 1981 to Nov 2017, has grown through the ranks of the Company since its inception. His keen sense of understanding the chemical processes has resulted in development of several innovative and appropriate improvements in our various plants



Mr. Dipesh K. Shroff | Director

He holds a Diploma in Civil Engineering, M.E.P. from IIM, Ahmedabad and OPM from Harvard Business School, Boston; he is presently the MD of Agrocel Industries Pvt. Ltd



Mr. Ravi A. Shroff | Director

He is B.E. (Chemical Engineering) and M.S. (Chemistry). He is also holding directorship in several private limited companies and one Investment Company. He is also a partner in several partnerships. Presently he is the MD in Excel Industries Ltd



Mr. Ninad D. Gupte | Independent Director

He is a B.Sc degree from Bombay University, PGDBM (XLRI-Jamshedpur), and Diploma in Tax Management (Bajaj Institute of Management-Bombay University). He has 39 years of experience with the industry in the field of chemicals, petrochemicals and agrochemicals



Mr. Bernd Dill | Independent Director

He is a German national, having emphasis on mathematics and natural sciences, Doctoral Thesis in Chemistry "Summa Cum Laude" at Frankfurt University. Recently, he has left his latest position as Executive Vice President Technology of Lurgi AG in Frankfurt and started his own company, Dr. Bernd Dill Consulting, based in Germany and Switzerland



Mr. Nimish U Patel | Independent Director

He has 23 years of experience with the industry in the field of Electro Plating, Textile and Pharma Industries. He is the MD of Shri Dinesh Mills Ltd. He is also holding the position of Director in Ultramarine & Pigments Ltd. He is also the Chairman and MD of Dinesh Remedies Ltd, a subsidiary of Shri Dinesh Mills Ltd



Ms. Geeta Goradia | Independent Director

She is MA Honors in Industrial Economics and Law from Maharaja Sayajirao University of Vadodara. She started her career as a Management Trainee in Mukund Iron & Steel Works, Mumbai and reached to a level of MD of renowned Company of Vadodara viz. Jewel Consumer Care Pvt. Ltd.



Mr. Hemant J. Bhatt | Independent Director

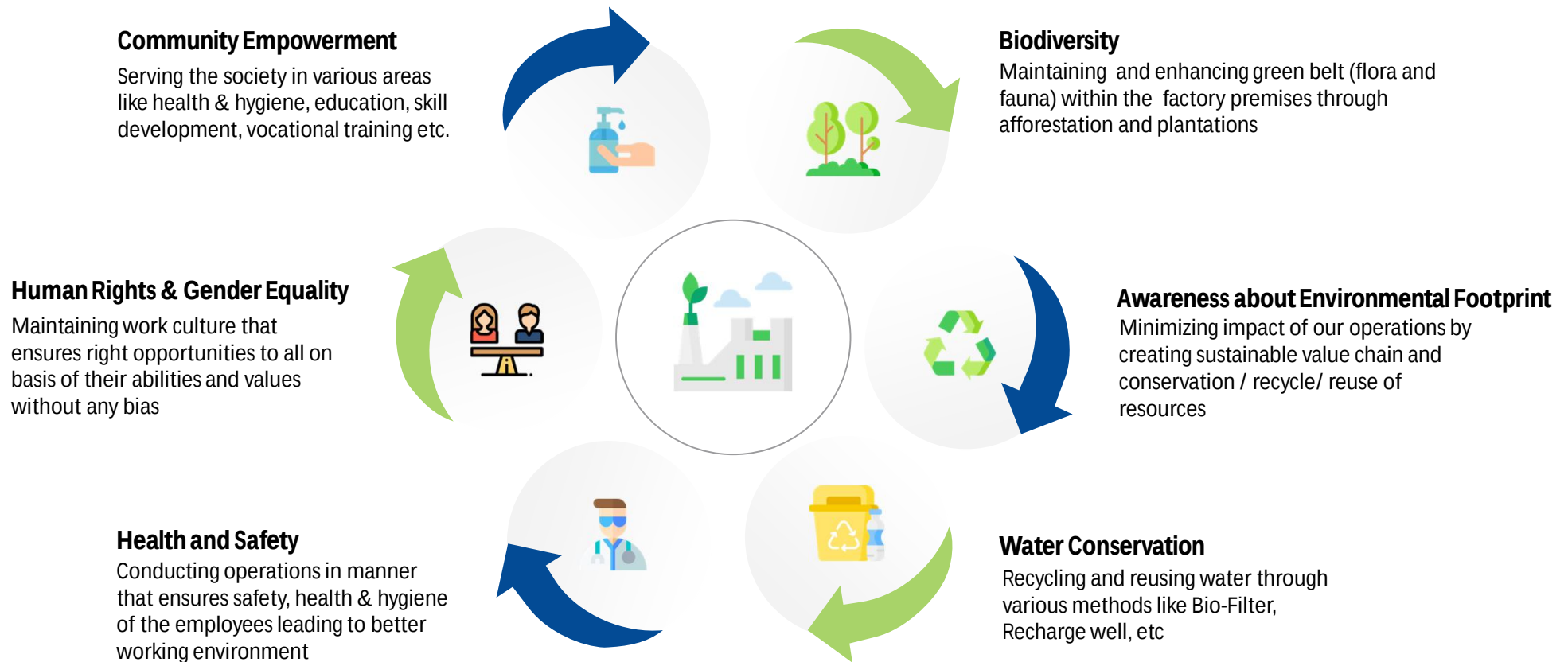
He is having 29 years of post qualification experience in the financial domain. The scope of excellence includes field of Auditing, Project consulting, Fund syndication, Merchant Banking Activities, Financial Consulting, Risk Management, Corporate Governance, Six Sigma, IFRS, XBRL, SOX. He had been designated as the head of Gujarat Operations for BDO Consulting Pvt. Ltd.



Mr. Anandmohan Tiwari | Independent Director

He has worked as a member of the Indian Administrative Service for 34 years, out of which for 20 years in social sector namely women's empowerment, rural development, tribal development, education and CSR. He has worked as MD in Gujarat Narmada Valley Fertilizers Company, Gujarat Alkalies and Chemicals Ltd, Vadodara and Gujarat State Fertilizers & Chemicals, Ltd, Vadodara

Our company has adopted a sustainable method of doing business



Well Established, Efficient & Effective Safety and Environmental Practices

Accredited with ISO 9001:2015, ISO 14001:2015, BS OHSAS 18001:2007 for Management System and ISO 50001:2011 for Energy Management System



ESG at the heart of all we do

Corporate social responsibility

Women Empowerment Workshops

Understanding the needs of communities, addressing them through need-based projects and making them work together to help create game changing development for sustainable growth



Vocational Training

Our vision is to actively contribute towards creating innovative and sustainable solutions in the fields of health, education, vocational training and skill building and in doing so, build a better sustainable way of life for the weaker sections of the society



Solidifying the base

Focus on all round development of children with special teaching classes for academic purpose and workshops having various activities



Health Awareness

Several sessions arranged for creating health awareness on issues like HIV, Anemia, Women's Health and hygiene, Cancer etc. Special medical check up camps are also arranged for addressing their health issues and for providing medicines and guidance to everyone



Strengthening the Foundation



Awards and Recognitions – A glimpse

Government of Gujarat: Excellence in CSR Award



Shri Atul Shroff, Director & Union Leader Shri Ashok Narsinh receiving the award at the hands of Hon. O. P. Kohli – Governor of Gujarat

FGI Award for Excellence in the field of Environment Pollution Abatement & Preservation



Shri Bimal V. Mehta, MD, receiving Federation of Gujarat Industries Award at the hands of Shri Manohar Parrikar, Minister of Defence, Government of India

Indian Chemical Council: Best in Social Responsibility Award



Vice President (Marketing) and Dy. General Manager (HRM) receiving the Indian Chemical Council Award for Social Responsibility

Many Awards in Social Responsibility, Environment Protection & Water Conservation
Recognition for Company's Values, Ethics and Social Commitment

Environment, health and safety



Rainwater harvesting and recharging



Green cover in Transpek premise



Safety is our responsibility

We have **Full-fledged Effluent management system** with a licensed discharge facility to the central Effluent channel
Our company has **100 acres of land** with a green belt of more than **30,000 trees** within its premises

Socially responsible at the time of COVID – 19

Activities done during COVID-19:



Arranged for immunity boosting medicines including multi vitamins, zinc and iron sucrose injections, as per the requirements of Primary Health Centre – Mujpur, along with gloves and sanitizer bottles for their health staff



During the lockdown period, packed lunches were provided from our factory's canteen to various Govt. personnel on duty



Distribution of masks, sanitizer bottles, homeopathic medicines etc in Ekalbara and Mahuvad villages



Help to Employees - Personal attention on wellbeing, Distribution of Preventive Ayurvedic and Homeopathic Medicine & Increase in Medical and Life Insurance Limits



Donation of Sanitization Tunnel at District Collector Office



Contribution to Chief Minister's Fund



Provided Infusion Pumps to Govt. Hospital.
Oxygen provided to Employees, Individuals and Hospitals



Company's ambulance was given to SSG Hospital, Vadodara for 10 days to transport patients infected with COVID-19





Historical Financial Highlights

FY22 – Consolidated Profit & Loss Account

Particulars (Rs. Crores)	FY22	FY21	Y-o-Y
Revenue from Operations	599.1	339.4	
Other Income	28.4	17.3	
Total Revenue from operations	627.5	356.7	75.9%
Cost of materials consumed	332.9	159.3	
Purchases of stock-in-trade	0.0	0.0	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-18.2	3.2	
Total Raw Material	314.7	162.6	
Employee Expenses	51.5	44.9	
Other Expenses	136.8	84.8	
EBITDA (Including Other Income)	124.5	64.5	93.2%
EBITDA Margin (%)	19.8%	18.1%	
Depreciation	29.7	28.5	
EBIT	94.8	35.9	
EBIT Margin (%)	15.8%	10.6%	
Finance Cost	10.5	10.4	
Exceptional Item	0.0	0.0	
Profit before Tax	84.2	25.5	
Tax	18.8	2.2	
Profit After Tax	65.4	23.3	180.6%
PAT Margin (%)	10.4%	6.5%	
EPS (in Rs.)	117.09	41.74	

Mar'22 - Consolidated Balance Sheet

Liabilities (Rs. Crores)	Mar-22	Mar-21
Equity		
Equity Share capital	5.6	5.6
Other Equity	478.7	374.2
Total Equity	484.3	379.8
Financial liabilities		
(i) Borrowings	34.8	44.3
(ii) Lease liabilities	6.2	7.1
Provisions	3.3	3.1
Deferred tax liabilities (Net)	69.8	58.5
Total Non Current Liabilities	114.0	113.0
Financial liabilities		
(i) Borrowings	94.3	50.3
(ii) Trade Payables	56.4	36.1
(iii) Other financial liabilities	10.5	9.1
(iv) Lease liabilities	1.8	9.2
Provisions	0.2	0.3
Other current liabilities	2.6	1.3
Current tax liabilities (Net)	0.0	0.2
Total Current Liabilities	165.8	106.4
Total Equity and Liabilities	764.1	599.2

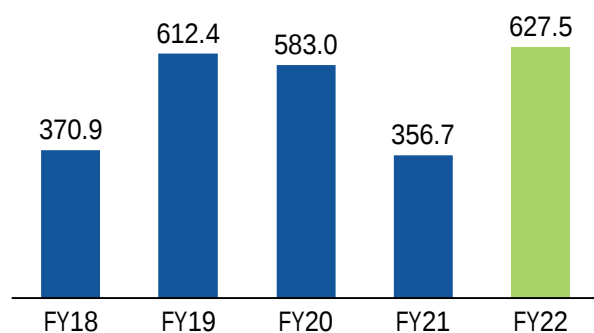
Assets (Rs. Crores)	Mar-22	Mar-21
Non Current assets		
Property, Plant and Equipment	287.1	271.5
Capital work-in-progress	16.1	13.9
Right to use of lease assets	7.4	15.6
Other Intangible assets	0.0	0.0
Financial Assets		
(i) Investments	195.9	142.0
(iii) Loans	0.0	0.0
(ii) Other financial assets	1.0	2.2
Other non-current assets	12.6	0.3
Total Non Current Assets	520.0	445.5
Current Assets		
Inventories	66.1	36.7
Financial Assets		
(i) Trade receivables	99.2	76.1
(ii) Cash and cash equivalents	1.6	15.5
(iii) Bank balances other than above	49.4	6.7
(iv) Loans	0.0	0.0
(v) Other financial assets	2.5	3.2
Other current assets	25.3	15.4
Total Current Assets	244.1	153.7
Total Assets	764.1	599.2

Mar'22 - Consolidated Cash Flow Statement

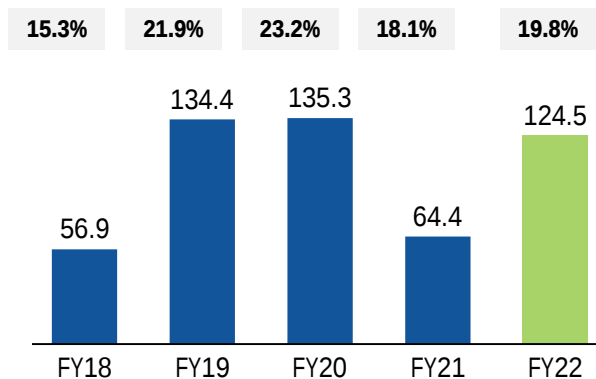
Particulars (Rs. Crores)	Mar-22	Mar-21
Net Profit Before Tax	84.2	25.5
Adjustments for: Non Cash Items / Other Investment or Financial Items	35.2	33.6
Operating profit before working capital changes	119.5	59.1
Changes in working capital	-49.7	-20.9
Cash generated from Operations	69.8	38.3
Direct taxes paid (net of refund)	22.7	3.8
Net Cash from Operating Activities	47.0	34.5
Net Cash from Investing Activities	-70.1	-16.8
Net Cash from Financing Activities	9.2	-2.7
Net Decrease in Cash and Cash equivalents	-13.9	15.1
Add: Cash & Cash equivalents at the beginning of the period	15.5	0.4
Cash & Cash equivalents at the end of the period	1.6	15.5

Consolidated Financial Highlights

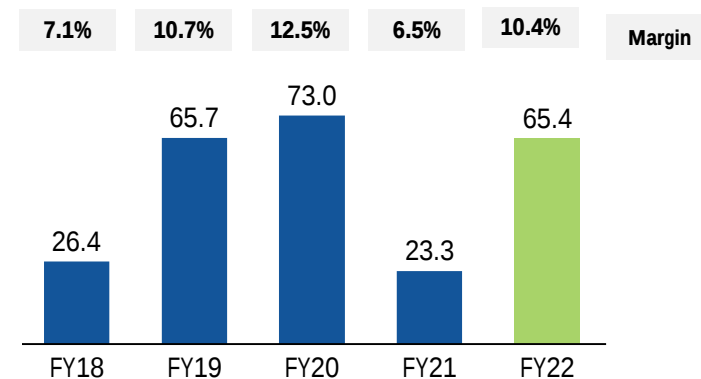
Revenue* (Rs. In Cr)



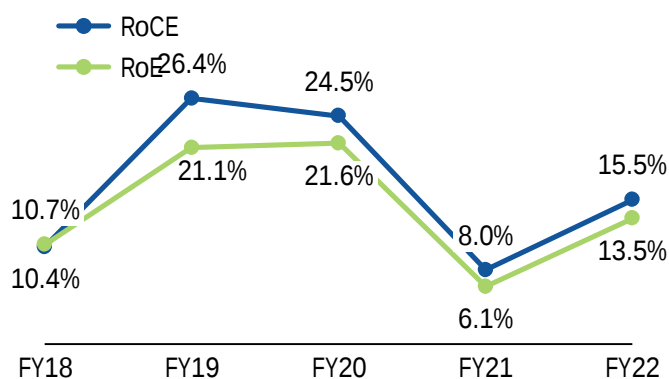
EBITDA* (Rs. In Cr)



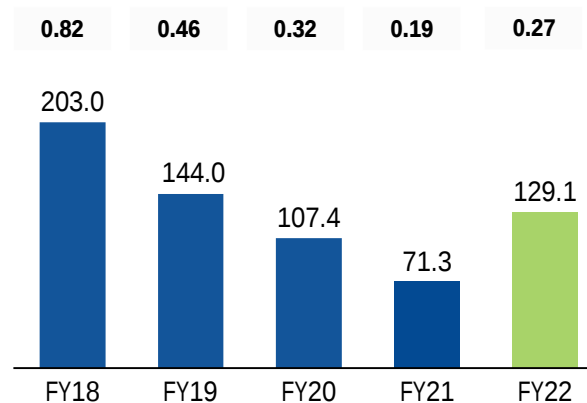
PAT (Rs. In Cr)



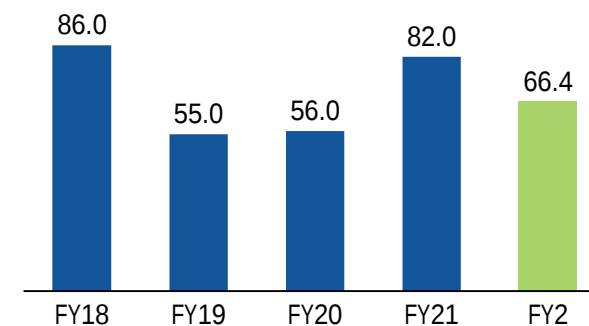
ROCE & ROE (%)



Debt (Rs. In Cr) & Debt / Equity (x)



Net Working Capital^ (No. of days)



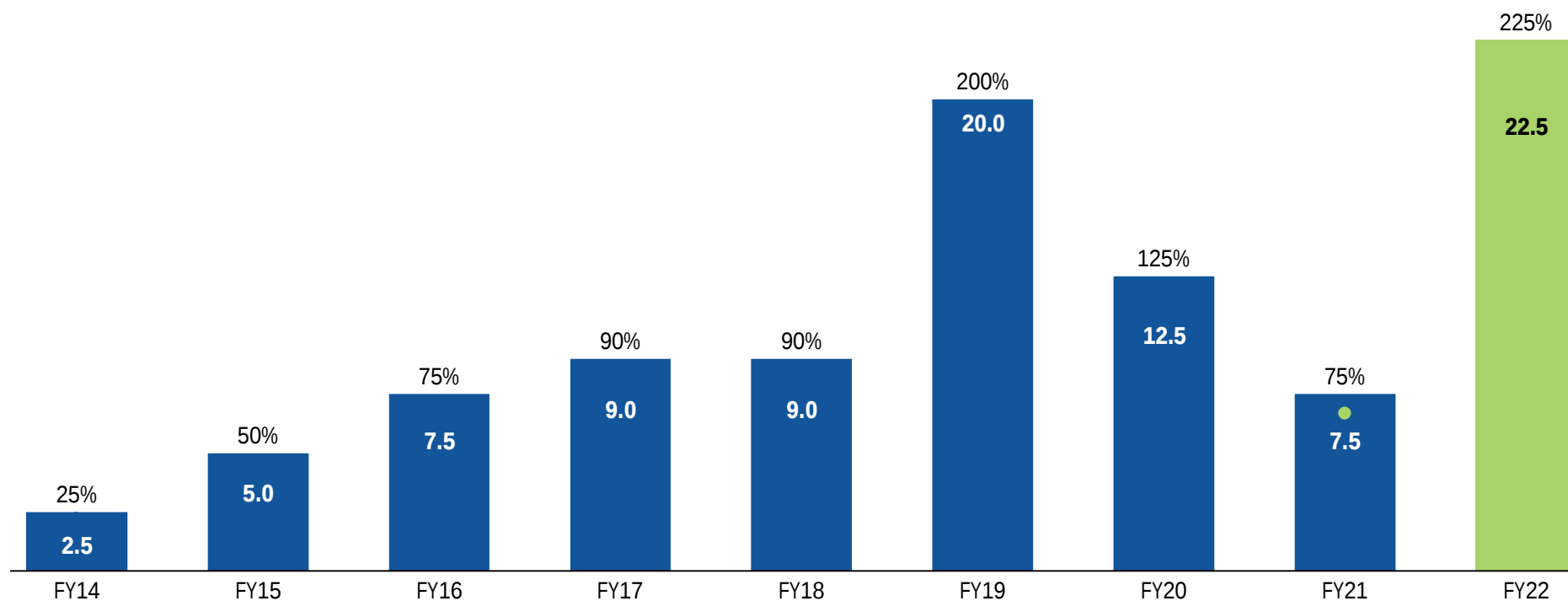
*Includes other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales | FY18 revenue are net off excise duty.

Debt includes Long term debt, short term debt and current maturities of long term debts payable to Banks & Financial Institutions. | ^Calculated on the basis of revenue from operations

Consistent Dividend Performance

Dividend

● Dividend Per Share





Way Forward

Strategic Growth - Two-Fold Approach

First Approach

- First approach is to add products that are similar to current products in chemistry profile but have varied applications. This would help in growing in the areas that are well known by the Company and also the Company has carried a solid reputation for.

Second Approach

- Second approach is to examine and consider opportunities in chemistry profile that is different from the current one but has a critical mass potential in terms of the size & volume. This can provide significant growth to the Company over a medium to long term.

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THANK YOU

