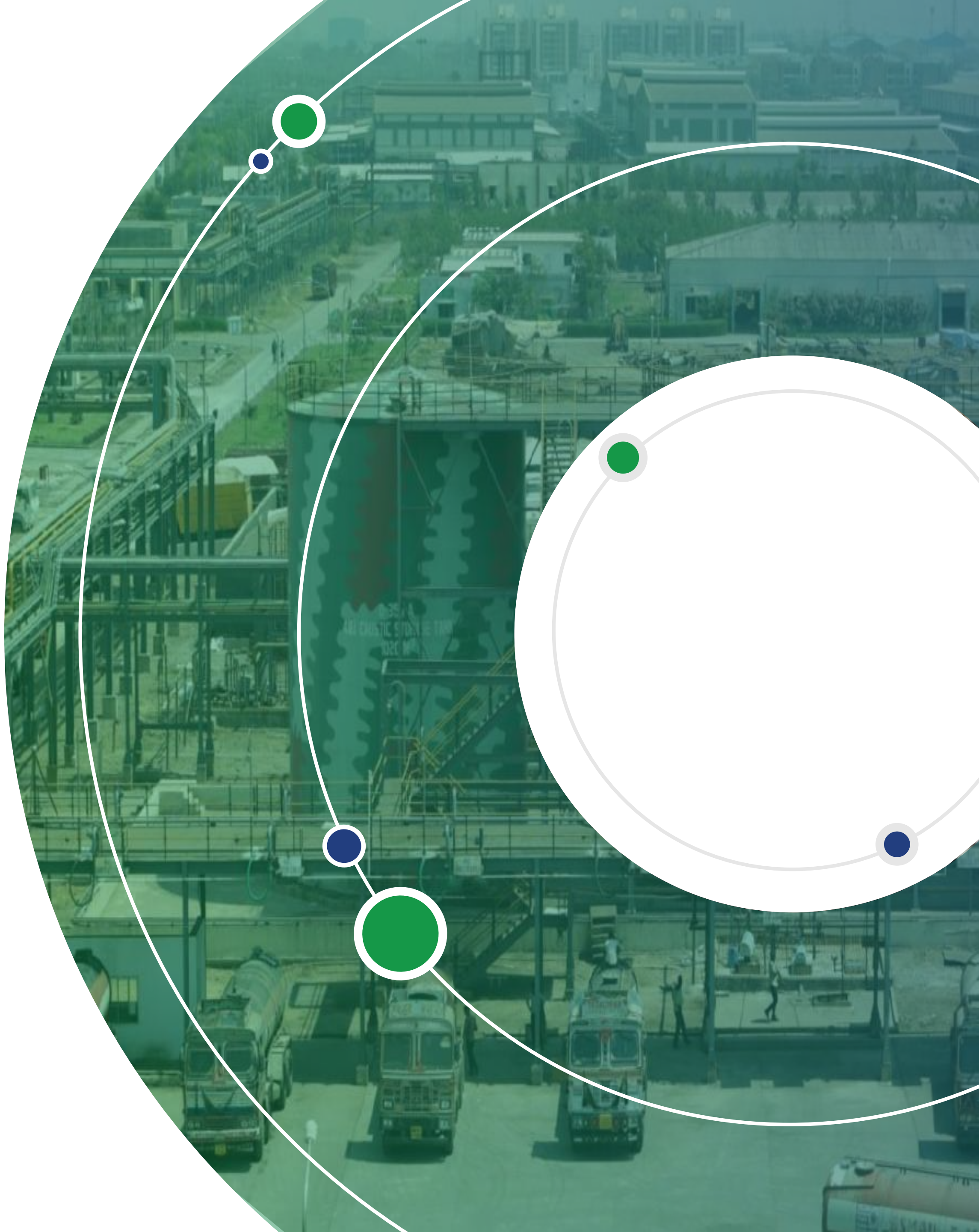
Meghmani Organics Limited (MOL)

CHEMISTRY OF SUCCESS AT WORK

Corporate Presentation

CONTENT



Group's Core Values

Integrity
The Company will maintain complete honesty and integrity in all its endevours.

Environment, Health and Safety
The Company is committed to take all the safety measures to prevent adverse impact for health and safety and adverse effect on environment.

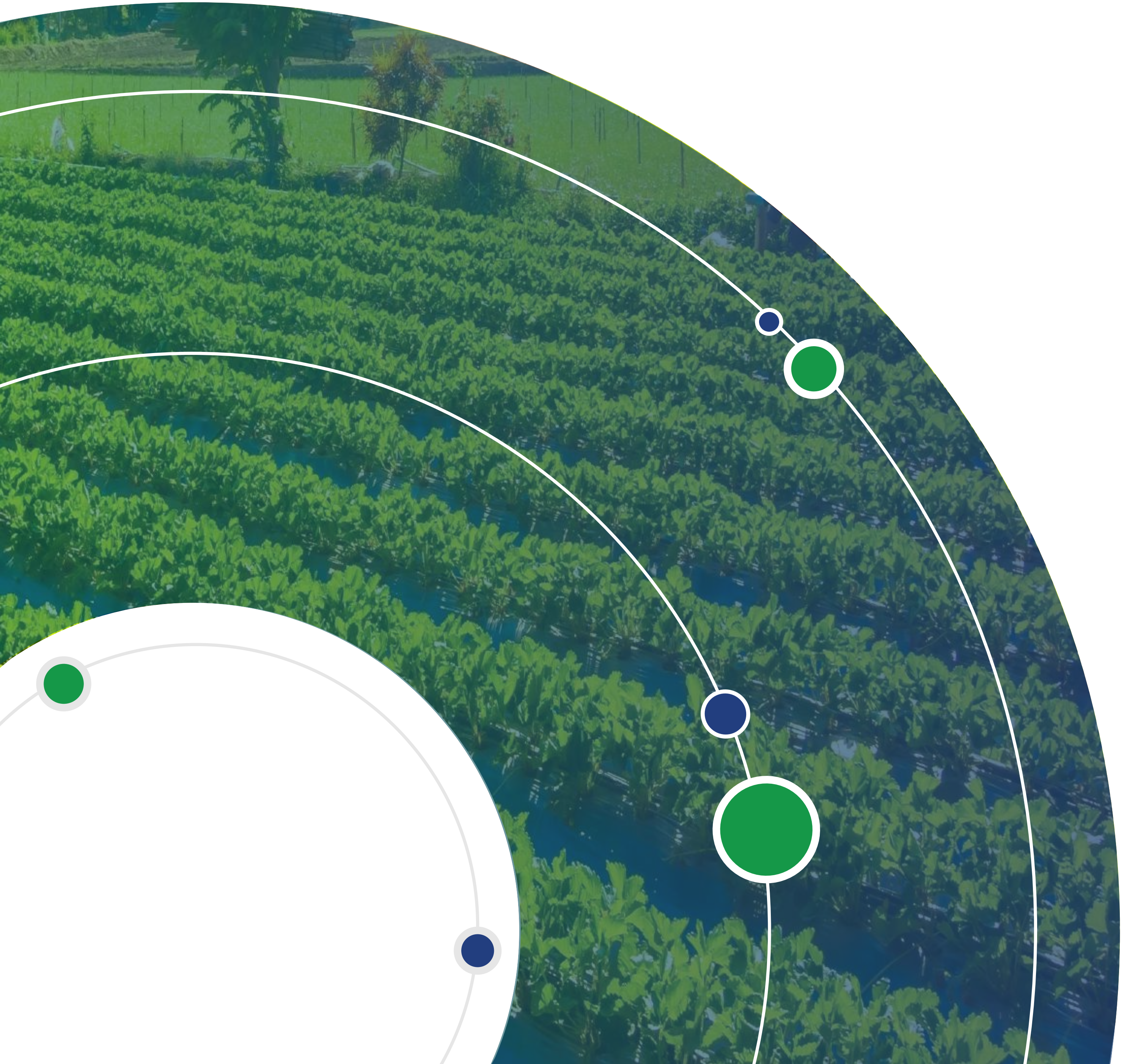
Credibility
The Company will make efforts towards building a trusted brand for all its stakeholders.

Law abiding
The Company respects and ensures compliances of all the applicable laws.

Being Human
The Company abides by the principle of humanity towards its employees and the Society.

The Corporate Vision

To constantly endeavour to create sustainable position as one of the leading and diversified chemical companies with strong manufacturing base in 'Organic Chemistry' aiming global presence with worldwide product acceptability



Leadership and Management

Leadership and Management: Board of Directors

Mr. Ankit Patel

Chairman & Managing Director

Mr. Ankit Patel, a dynamic and seasoned leader, brings an impeccable blend of academic brilliance and a stellar career of over a decade in the chemical industry. He holds Bachelor's degree in Chemical Engineering from S.P. University, Anand, a Master's in Engineering from Griffith, Australia, and a Global MBA from SP Jain Centre of Management.

His journey with the organization commenced in 2009 when he assumed the role of Manager-Agro division. Over the years, he has deftly navigated diverse portfolios within the Agro division, showcasing exceptional leadership. His ascent to Chief Executive Officer in 2017 reflects his unwavering commitment and remarkable contributions to the organization.

Notably, his stellar achievements were recognized when he received the esteemed 'Emerging Leader of the Year 2023 – Agrochemicals' award at the PMFAI-SML Agchem Awards 2023.

On August 14, 2023, Mr. Ankit Patel assumed the role of Chairman and Managing Director, ushering in a new era of strategic vision and leadership for the organization.

Mr. Karana Patel

Executive Director

Mr. Karana Patel, a visionary leader with over a decade and a half of experience in the realm of Agrochemical operations. He holds Diploma in Chemical Engineering from Nirma University and a Bachelor's degree in Chemical Engineering from Drexel University, USA.

His journey with the organization commenced in 2007 when he embarked on his role as Manager-Operations within the Agro division. Over the years, he has showcased exceptional prowess in overseeing a spectrum of projects in the Agrochemical sector. His relentless dedication and outstanding contributions led to his elevation to Chief Operating Officer in 2017.

On August 14, 2023, Mr. Karana Patel has assumed the role of Executive Director of the company and he will continue to play instrumental role in managing agrochemical business vertical.

Mr. Darshan Patel

Executive Director

Mr. Darshan Patel, a distinguished leader with over a decade of experience in the realm of Pigment operations. He holds a Bachelor's degree in Chemical Engineering from Nirma University, a Master's degree in Engineering Management from Griffith University, Australia, and an MBA from the New York Institute of Technology (NYIT) USA.

His journey with the organization commenced in 2011 when he assumed the role of Manager in the Pigments division. Over the years, he has exhibited exceptional versatility by managing diverse portfolios within the Pigment division. His consistent dedication and outstanding contributions culminated in his appointment as Chief Operating Officer in 2017.

On August 14, 2023, Mr. Darshan Patel assumed the role of Executive Director of the company and he will continue to play instrumental role in managing pigments business vertical.

Leadership and Management: Board of Directors

Mr. Maulik Patel
Non-Executive Director

More than 16 years of experience in the chemical industry with BE (Chemical) from S.P. University, Anand, Masters of Science (Chemical Engineering) from University of Southern California, USA and MBA from Long Island University, USA. On board of Epigral and KCL.

Mr. Kaushal Soparkar
Non-Executive Director

More than 15 years of experience in the chemical industry with B.S. (Chemical) from University of New Haven, USA and M.S. (Engineering Management) from Northeastern University, USA. On board of Epigral and KCL.

Mr. Manubhai K. Patel
Independent Director

CA with 37+ years of experience in Forex, Treasury and Credit Management. On board of MFL, GVFL Trustee Company Private Limited, Paryavaran Edutech, Zydus BSV Pharma Private Limited, Dial for Health Unity Limited, ACME Diet Care Private Limited.

Prof. (Dr.) Ganapati Yadav
Independent Director

Padmashri Awardee, by President of India. He has recently retired from the position of Vice Chancellor of Institute of Chemical Technology (ICT). He has authored over 300 original research papers in 51 cross-disciplinary international peer-reviewed journals. On board of Aarti Industries, Godrej Industries Ltd, Bhageria Industries Ltd and Clean science and Technology Ltd.

Mr. Nikunt Raval
Independent Director

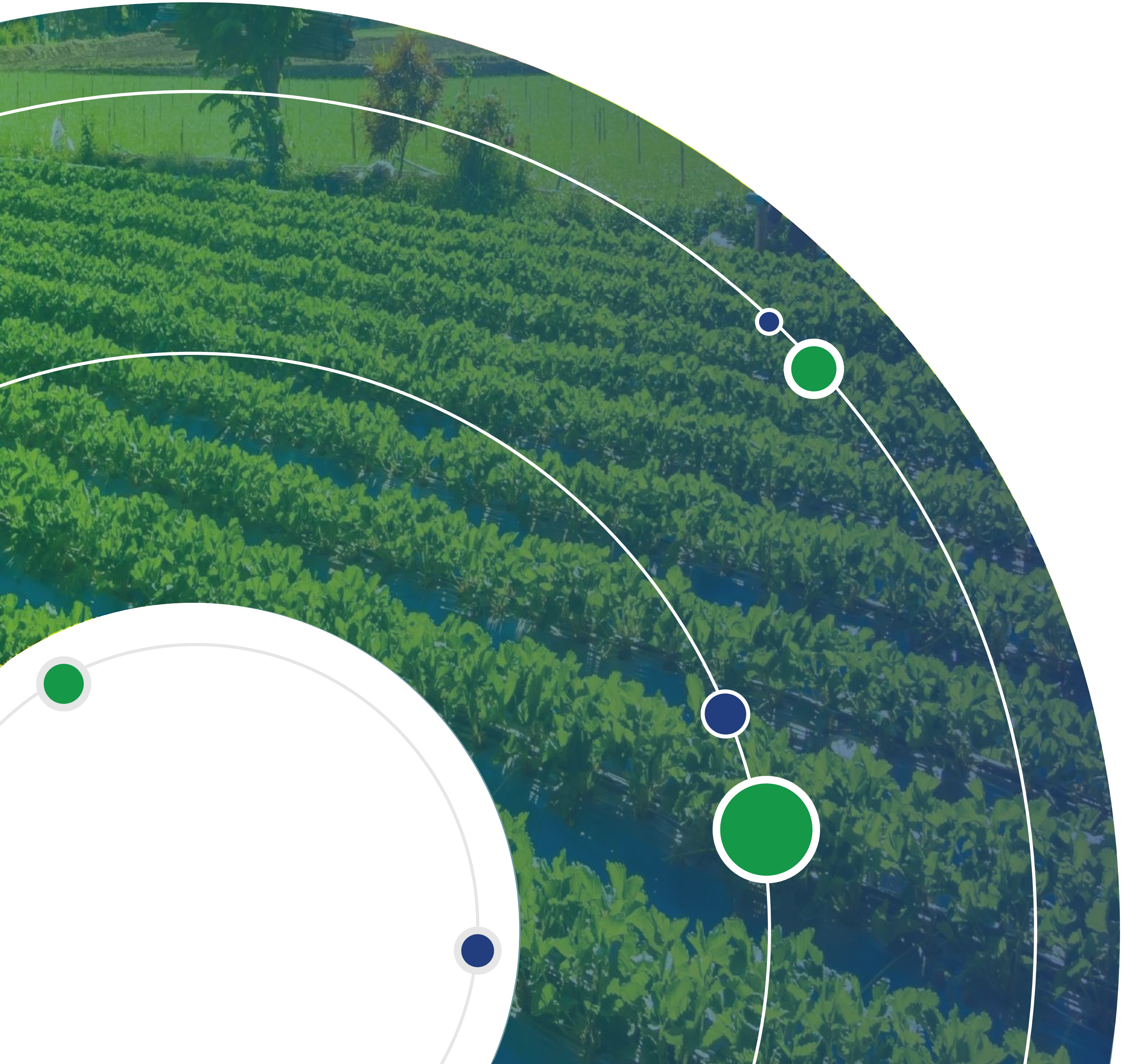
Advocate practicing inter alia, in securities & Corporate, Land, Banking, Tax and Commercial Laws. He was Standing Counsel for the Union of India in the High Court of Gujarat from 2015 - 2023. He appears before the Hon'ble Supreme Court, various High Courts, SAT, Consumer Forum and Civil Courts in various matters. He is a Partner at Raval & Raval Advocates and also a Sr. Standing Counsel for the Income Tax Department and Customs, Excise, GST and DRI Department

Dr. Varesh Sinha
Independent Director

Master in Science from Lucknow University and Ph.D in Statistics. He joined IAS in 1977 and retired in 2014. During this period he held eminent positions as MD in various Government companies. Additional Chief Secretary and Chief Secretary – Government of Gujarat chairmanship of GSFC, GACL, GSPC, Gujarat Gas Limited, etc. After superannuation, he served as State Election Commissioner from 2014 to 2019.

Ms. Urvashi Dhirubhai Shah
Independent Director

Bachelor of Arts (BA) Degree with Economics and having First class First rank of Gujarat University. She has been practicing with Income Tax appellate Tribunal since last 15 years. On board of Brady & Morris Engineering Co Ltd. (Bombay).



MOL at a Glance

Crop Protection

Crop Nutrition

Pigments

An Integrated diversified Chemical Company with Global Footprint

CHEMISTRY OF SUCCESS AT WORK

35+ Years
Of chemical industry experience

9
Integrated manufacturing facilities

3rd Largest
Producer of copper phthalocyanine based blue pigments globally

#1
Ranked by Fortune India under Fortune Next 500 Company

75+
Countries of presence

3,500+
Distributors in India

Responsible Care®
Accreditation for Agro Division

MOL has displayed resilient performance with double-digit growth

15% CAGR*
₹ 2,557 crore
FY23 Revenue

16% CAGR*
₹ 364 crore
FY23 EBITDA

27% CAGR*
₹ 250 crore
FY23 PAT

* CAGR is for period between FY18 to FY23

Niche Product Portfolio with High Growth Potential

Crop Protection

(Existing Business)

Manufacturing products across the entire value chain ensuring crop protection and higher yields for the farmers

✓ **Manufacturing facilities**

"Responsible Care" accredited four multifunctional ISO 9001 & 14001 manufacturing facilities at Ankleshwar, Panoli, Sanad & Dahej in Gujarat

✓ **Product range**

Intermediates, technical and formulation for insecticides and herbicides

✓ **Applications**

- Crop protection
- Veterinary pesticides
- Household insecticides and public health

Crop Nutrition

(New Business)

Forayed to manufacture Nano Urea (liquid) fertilizer with technology agreement with fertilizer cooperative giant IFFCO

✓ **Manufacturing facilities**

Building a Nano Urea manufacturing facility at Sanand in Gujarat with capacity of five crore bottles (500 ml) per year

✓ **Product range**

Meghmani Nano Urea (liquid) fertilizer. More products will be added in the coming years

✓ **Applications**

Suitable for cereals, fruits & vegetables, pulses, flowers, medicinal plants and others

(one bottle of Nano Urea is equivalent to one bag of conventional Urea)

Pigments

(Existing Business)

One of the top three global capacity players manufacturing copper phthalocyanine based blue pigments

✓ **Manufacturing facilities**

Three pigment manufacturing facilities at Vatva, Panoli, Dahej SEZ in Gujarat

✓ **Product range**

Phthalocyanine pigments, Azo pigments, and High Performance pigments

✓ **Applications**

- Printing inks
- Paints & Coatings
- Plastics

Titanium Dioxide (TiO2)

(New Business)

Diversifying into white pigments – TiO2 for sustainable growth in pigment business

✓ **Manufacturing facilities**

Setting up India's largest Titanium Dioxide (TiO2) manufacturing facility at Dahej in Gujarat

✓ **Product range**

Titanium Dioxide (TiO2) - Anatase grade and Rutile grade

✓ **Applications**

- Paints & Coatings
- Plastic and Polymers
- Ink and Dyes
- Paper and Cosmetics

Strategy for Next Phase of Growth

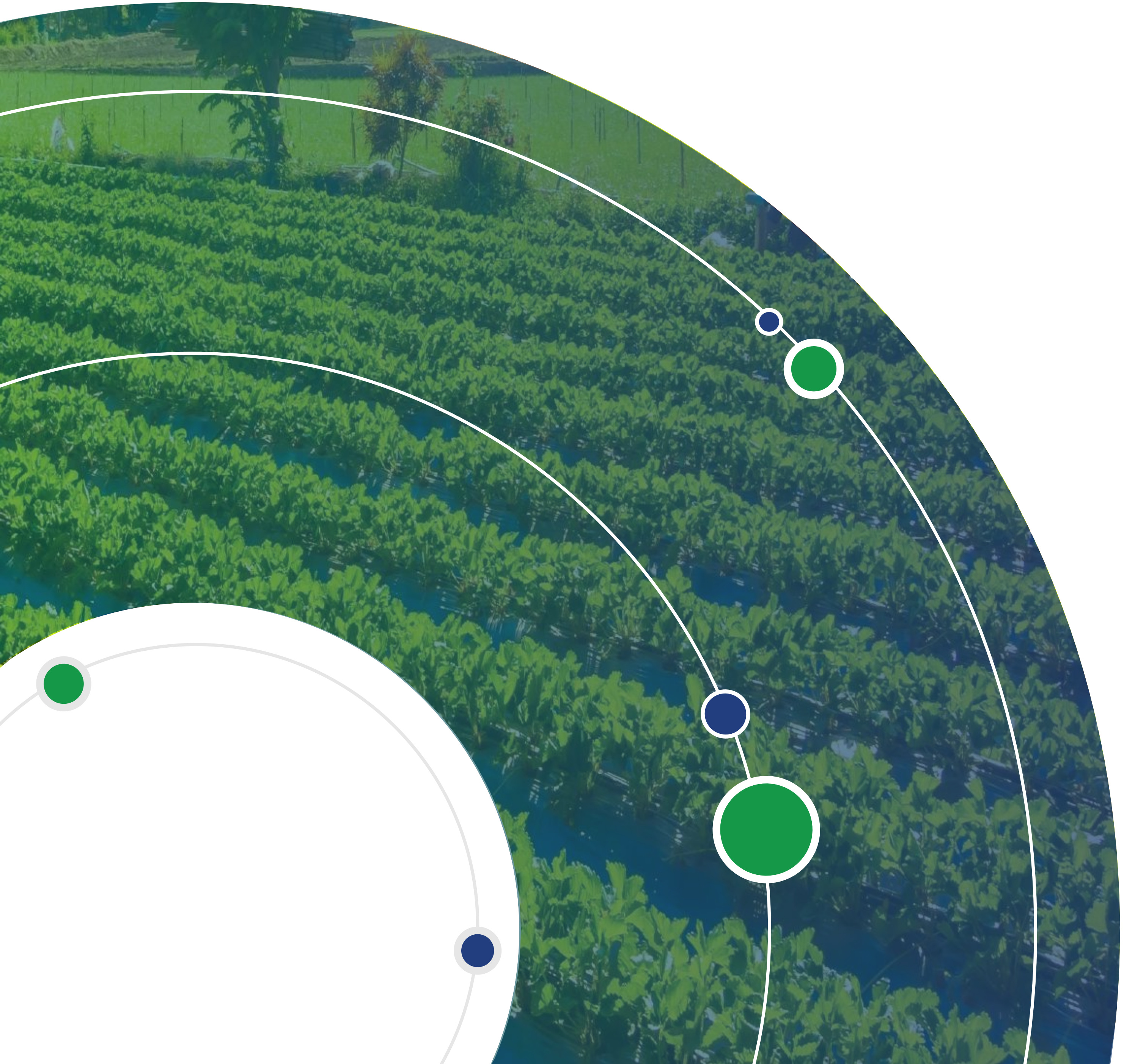
	Crop Protection	Crop Nutrition	Pigments
	Multi purpose product (MPP) plant	**Nano Urea**[1]	**Titanium Dioxide (TiO_2)**[3]
CAPEX	₹ 390 crore	₹ 150 crore	₹ 600 crore
Status	Commissioned in Q3 FY23	To be commissioned by Q4 FY24[2]	Phase I commissioned in Q4 FY23[4]
Total Capacity	5,000 MTPA	5 crore bottles	16,500 MTPA (Phase I)
Target Market	Domestic & Export	Domestic & Export	Domestic

Enablers

- **75+** Countries of presence
- **19** States presence pan-India
- **3,500+** Distributors in India
- **400+** Marquee customers for crop protection and pigment business

Expected to contribute positively to topline growth in the coming years and generate a blended EBITDA margin of ~14-15%

1. Meghmani Crop Nutrition Limited (MCNL); 2. Seed marketing has begun under the Meghmani Nano Urea brand; 3. Kilburn Chemicals Limited (KCL); 4. Currently under stabilization



Crop Protection

Insecticides

Herbicides

Intermediates

Responsible Care®
OUR COMMITMENT TO SUSTAINABILITY

Crop Protection: Key Milestones

	1995	2003	2006	2010
Capacity (MTPA)		7,800	7,200	10,800
Plant Location	Sanand	Ankleshwar	Panoli	Dahej
Milestone	First Agrochemical Plant	Acquired Agrochemical plant	Commissioned new Formulation plant	Commissioned 2,4-D plant

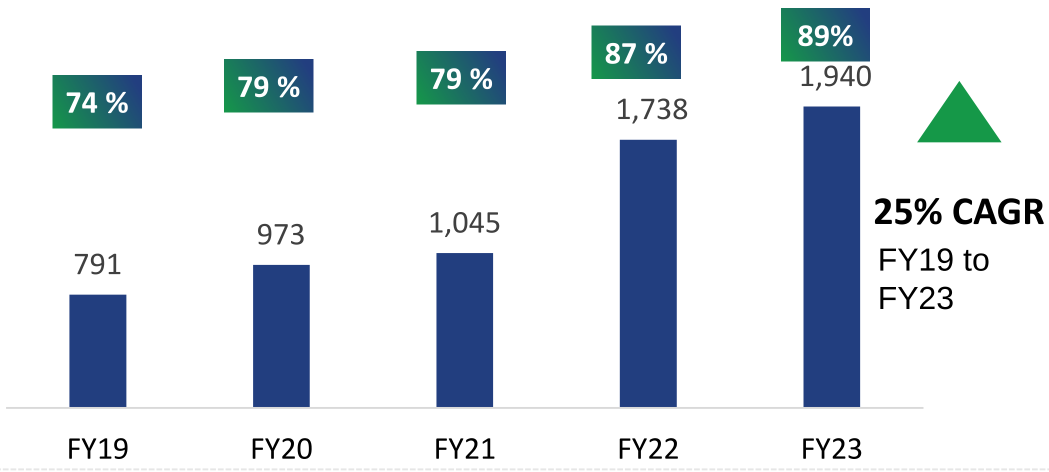
	2016	2021	2021	2023
Milestone	GLP Accredited Lab and expansion of R&D facility	Doubling 2,4-D Capacity	Capex at the existing Formulation plant. Taking total capacity to 13,500 MTPA	Commissioned new Multi Purpose Plant (MPP) for producing new age high value products
Capacity (MTPA)		21,600	6,300	5,000
Plant Location		Dahej	Panoli	Dahej

Total Agrochemical Capacity : 54,660 MTPA

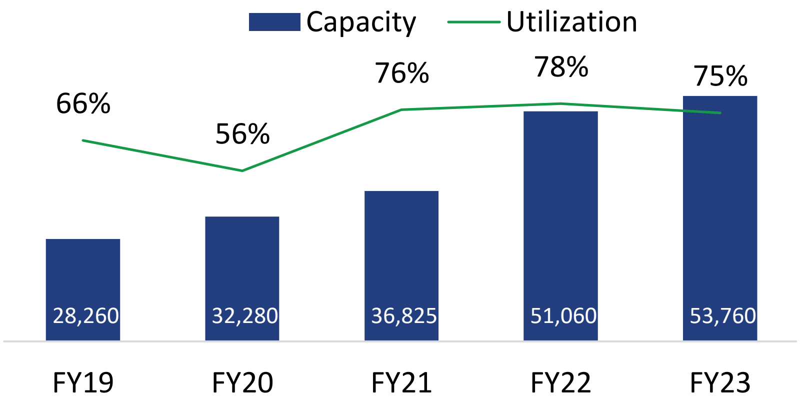
CERTIFIED FOR ISO 9001, ISO 14001, ISO 18001 AND ISO 45001.

Crop Protection: Business Performance

Revenue from Operations (₹ Crore) & Exports %



Capacity (MTPA) & Utilisation (%)



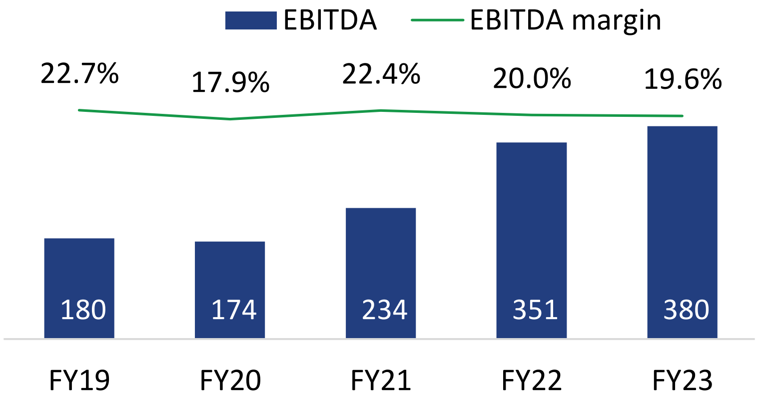
EXPORTS

- Global presence across 75+ countries viz. Africa, Brazil, LatAm, US and Europe
- 45% demand comes from US & Brazil
- 400+ marquee customers
- Setting-up a subsidiary in Brazil with objective to cater to that market and representative office in China.

DOMESTIC

- Pan-India presence across 19 states, with 3,500 + distributors and dealers network
- Extensive Network with 3 manufacturing units, 19 warehouses across India
- MOL reaches out to approximately 10 million Indian farmers with its products and services.

EBIDTA (₹ Crore) & EBITDA margin (%)



Crop Protection: MOL's Positioning in the Industry Landscape

Leading manufacturer of Pesticides with products across entire value chain
Capability to develop newer molecules at competitive cost backed up by in-house product development efforts

Integrated Crop Protection manufacturer

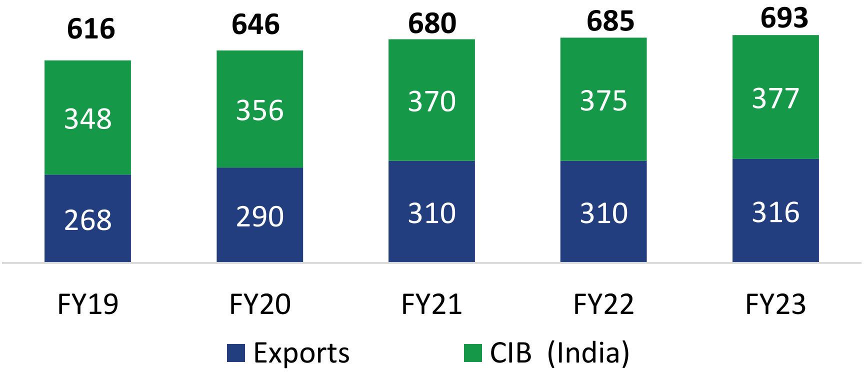
- Pesticide Intermediates
- Technical Grade Pesticides
- Pesticide Formulations
  - Bulk Packing
  - Brand Business

- MOL has facilities for manufacturing of pyrethroid and herbicide pesticides.
- Key intermediates are cypermethric acid chloride, meta phenoxy benzaldehyde and meta phenoxy benzyl alcohol, which are used in crop-protection products, thus reducing reliance on imports.
- MOL has in-house R&D facility and GLP accredited laboratory helping in reducing cost & cycle time for data for registrations.

Well-recognized Formulation brands

Megacyper, Megaban, Synergy, Courage, Megaclaim, Megastar Power, Megakill, Megastar

Registration Base



Wide Basket of Products

- 2,4-D, Cypermethrin, Permethrin, Bifenthrin, Lambda cyhalothrin, Profenophos, Chlorpyrifos, Flumendamide, Pymetrozine,
- 15%-20% revenue from 2,4-D having 22,000 MTPA capacity with 80% Utilisation

Geographically Diversified

- Deep and sustained penetration of over 3 decades in Agro based World economies like Brazil and Latin American countries besides Asian, European and African countries having different Agri cycles has supported MOL's business growth in Agro Chemical all round the year.

Crop Protection: Investing in the Next Phase of Growth

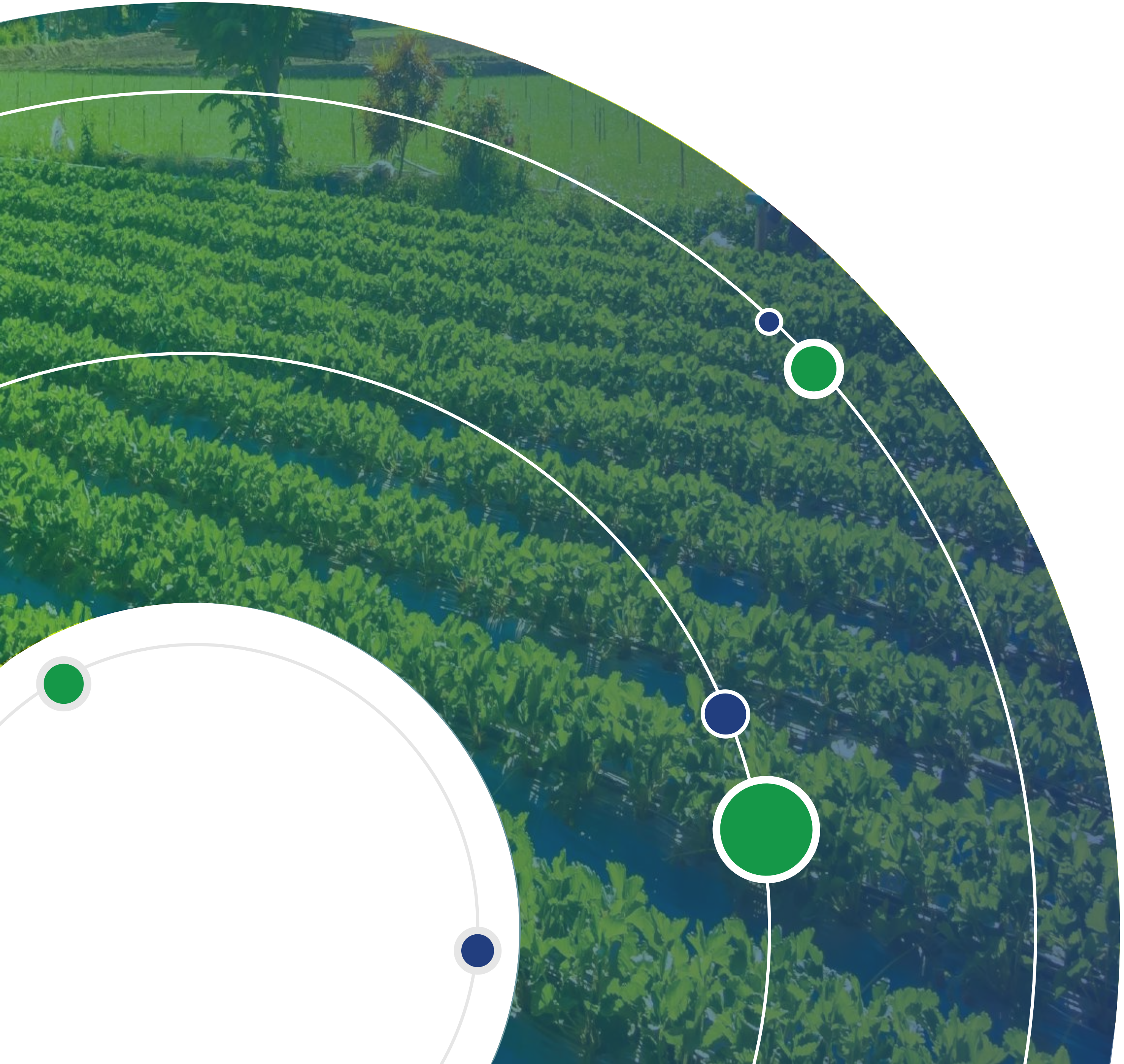
Multi purpose product (MPP) plant got commissioned in Q3FY23

Total Capex of ₹ 390 crore

- Installed capacity of 5,000 MTPA.
- The plant is located in Dahej as part of backward integration
- Will manufacture high value new-age insecticides.
- Major Products: Lambdacyhalothrin Tech, Flubendamide & Beta Cyfluthrin, Cyfluthrin & Spiromesifen

Rationale:

- The existing manufacturing units running at optimum capacity of 80%+.
- With this capex, MOL has entered the competitive landscape of competing with MNCs and will have fist mover advantage:
- MOL is either the only manufacturer in India after MNC or is the 2nd manufacturer to produce these products.
- MOL has build an infrastructure for sustainable supply to global customers to take advantage of China+1 strategy.



Crop Nutrition

Nano Urea

First private player to foray into Nano Urea (Liquid) Fertilizer Manufacturing

About Nano Urea

- Nutrient (liquid) to provide nitrogen to plants as an alternative to the conventional urea
- Developed to replace conventional urea and it can curtail the requirement of the same by at least 50%
- Contains 40,000 mg/l of nitrogen in a 500 ml bottle which is equivalent to the impact of nitrogen nutrient provided by one bag of conventional urea
- Conventional urea is effective 30-40% in delivering nitrogen to plants, while the effectiveness of the nano urea liquid is over 80%
- Effectiveness has been tested in over 11,000 farmers' fields for 94 crops like rice, wheat, etc.
- An average 8% increase in yield has been witnessed

DEVELOPED AT

- It is being developed at Sanand, Gujarat
- Presently, India is dependent on imports to meet its urea requirements

COST

- MOL has priced Nano Urea at ₹ 225 per 500 ml bottle for the farmers, which is 15% cheaper than the cost of a bag of conventional urea

Nano Urea Benefits

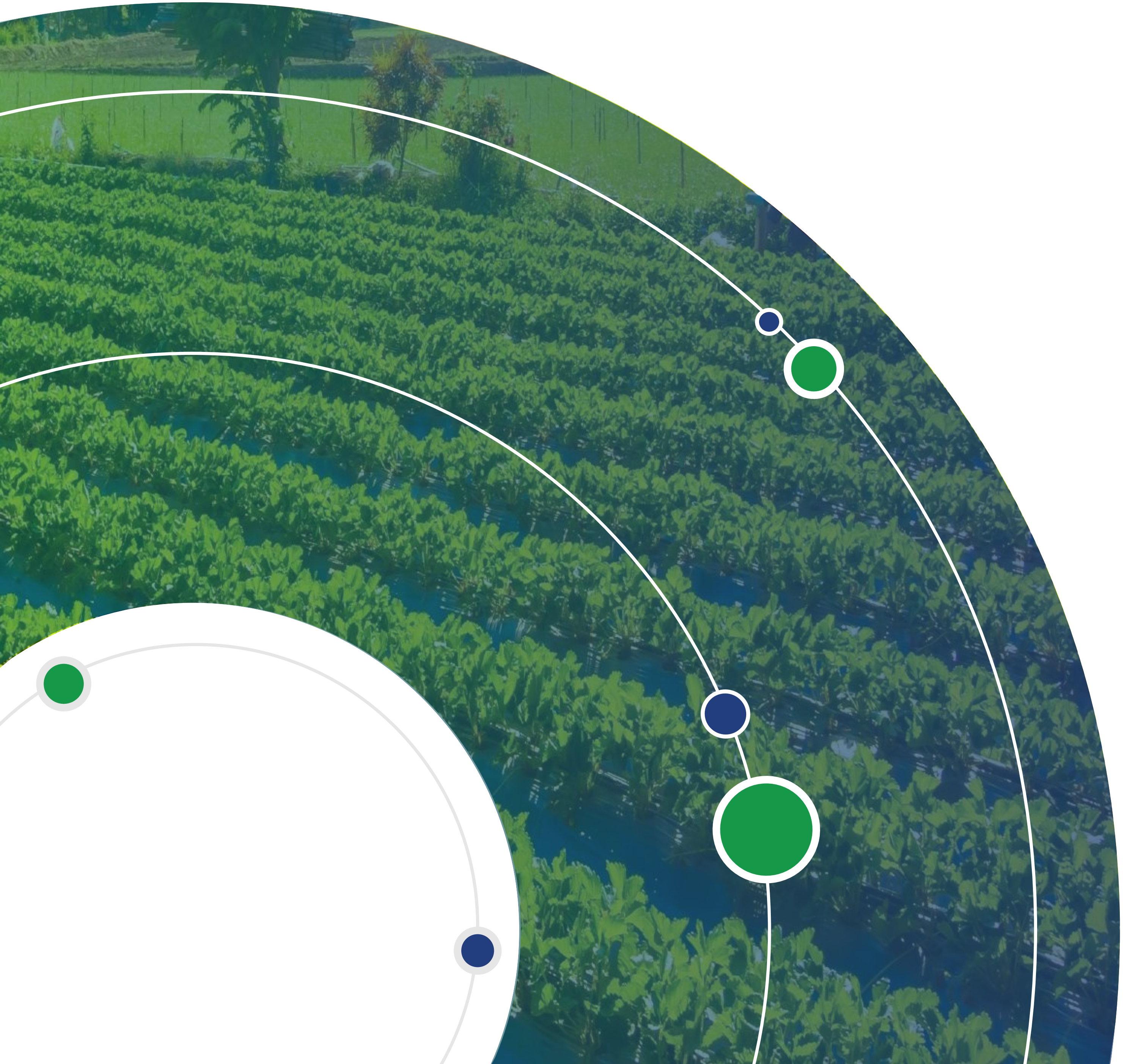
- Required less and produces more: Efficacy of one bottle of nano urea is equivalent to one bag of urea
- Environment friendly product, can improve soil, air and water quality thus, helps in addressing the concerns of Global Warming and in meeting the UN Sustainable Development Goals
- Cheaper than conventional urea and can be easily stored and transported, reducing farmer's input, logistic and storage cost
- Versatile fertilizer that can be applied to a wide range of food crops, cash crops, horticulture crops, and others

On Field Activities

- Training & Awareness programmes
- Endorsement by Opinion Leaders
- Farmers' field trials

Market Overview

- India is world's largest urea importer with urea accounting ~70% of India's total fertilizer subsidy
- In 2021-22, India spent ~USD 6 bn to import 9 million tonnes in order to meet its 34.2 million tonnes of urea consumption
- India aims to end dependence on imported urea by 2025



Pigments

Phthalocyanine Pigments

Azo Pigments

High Performance Pigments

Titanium Dioxide (TiO_2)

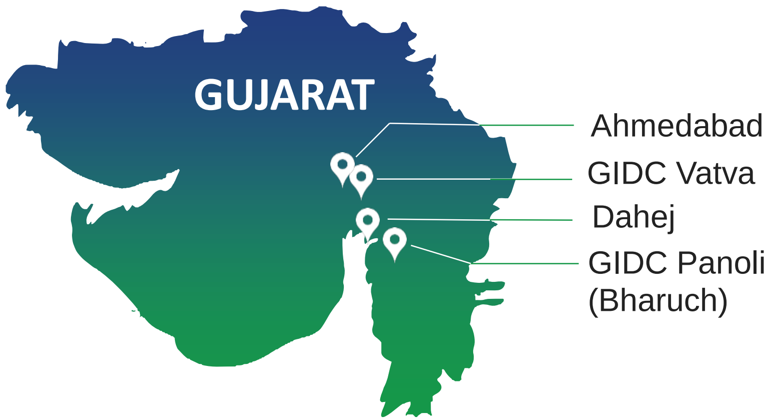
Pigments: Key Milestones

	1986	1996	2013	2021
	Incorporated as a Pigment Manufacturer	Diversification by setting up Greenfield Plant	Setup Greenfield Pigment plant exclusively for Exports	Acquisition of Kilburn Chemicals; foray into Titanium Dioxide (TiO_2)
Products	**Green & AZO Pigments**	**CPC Blue, Alpha and Beta Blue**	**CPC Blue, Alpha and Beta Blue**	**White Pigments, Titanium Dioxide TiO_2**
Capacity (MTPA)	**3,180**	**17,400**	**12,600**	**16,500 (Existing)** **33,000 (Proposed)**
Plant Location	**GIDC Vatva, Ahmedabad**	**GIDC Panoli, Bharuch**	**Dahej**	**Dahej**

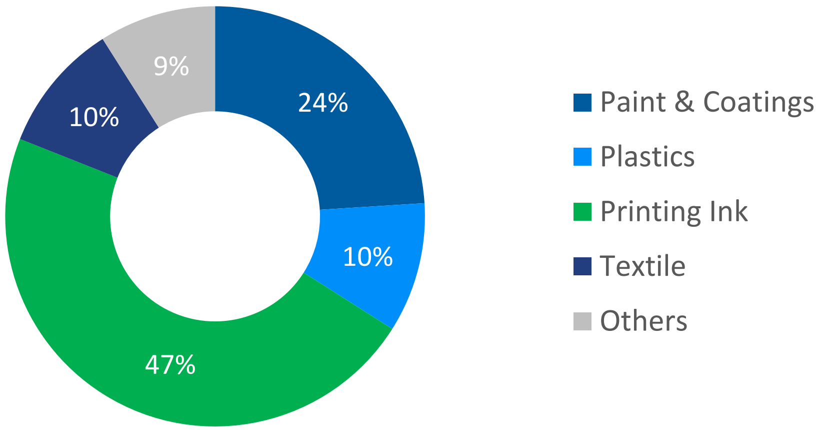
Vertically Integrated Manufacturing Facilities
Total Pigment Capacity : 33,180 MTPA

MOL's Positioning in Pigments Landscape

Over the years, MOL has created a Backward Integrated Pigment Infrastructure in Gujarat supported by the management's expertise in manufacturing which has created a Strong Brand Recall of Meghmani Organics in the Organized pigment market



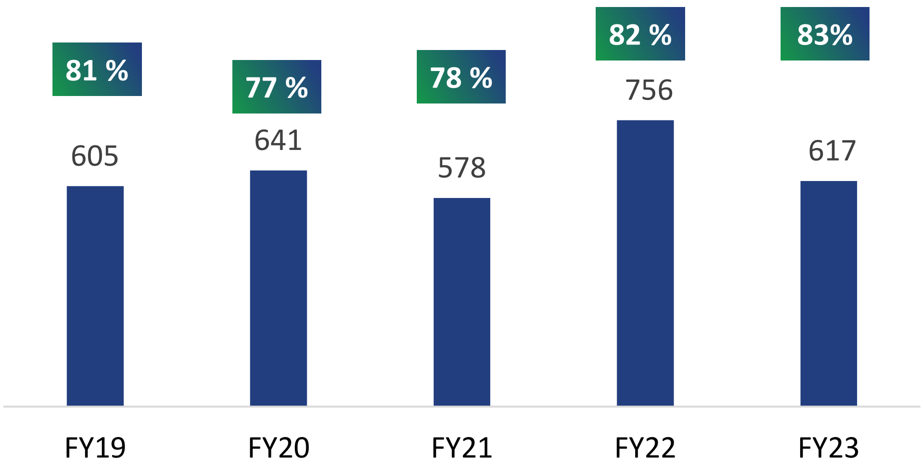
Pigments find Applications in



"Largest manufacturers of Phthalocyanine-based pigments with 14% global market share & amongst top 3 (capacity wise) global pigments players"

Pigments: Business Performance

Revenue from Operations (₹ Crore) & *Exports %

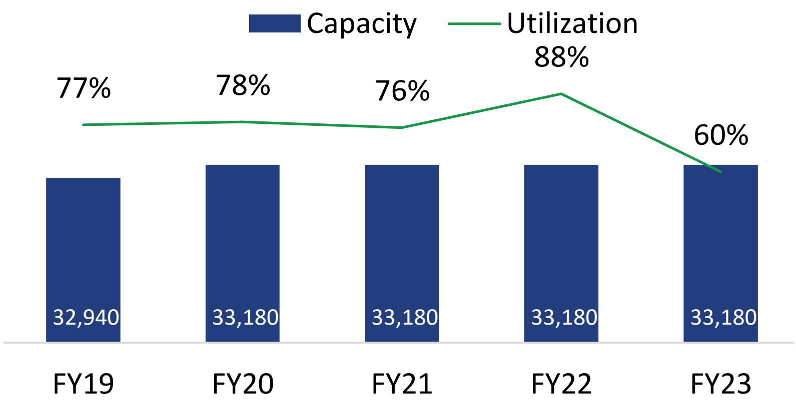


- Global presence in 75+ countries
- Global Distribution Network - Direct presence across countries
- Subsidiary in the US to cater to international demand and to enable supply chain management.
- Client Stickiness: 90% business is from repeat clients.

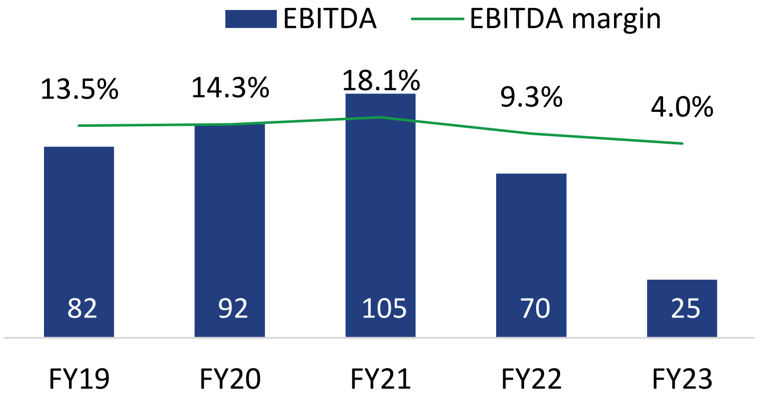
MOL has created brand value amongst its customers by providing product customisation, consistent quality and adhered to compliance regulations.

*Denotes **Exports**

Capacity (MTPA) & Utilisation (%)



EBIDTA (₹ Crore) and EBIDTA margin (%)



Pigments: Investing in Next Phase of Growth

Foray into Titanium Dioxide (TiO_2) / White Pigments By Acquiring Kilburn Chemicals Limited (KCL) for ₹ 132 Crore in December 2021

TiO2 Features

- It is the most widely used white pigment because of its brightness and its strong UV light absorbing capabilities.
- It is used to provide whiteness and opacity to products such as paints, coatings, plastics, papers, inks, foods, medicines, toothpastes.
- TiO2 pigments are inert, do not react with other materials and are thermally stable, non-flammable and nontoxic.
- TiO2 is majorly available in two grades: Rutile Grade and Anatase Grade.
- Key raw materials are ilmenite ore and sulphuric acid. Most of the ilmenite mined today is from beach sands with a heavy mineral concentration.

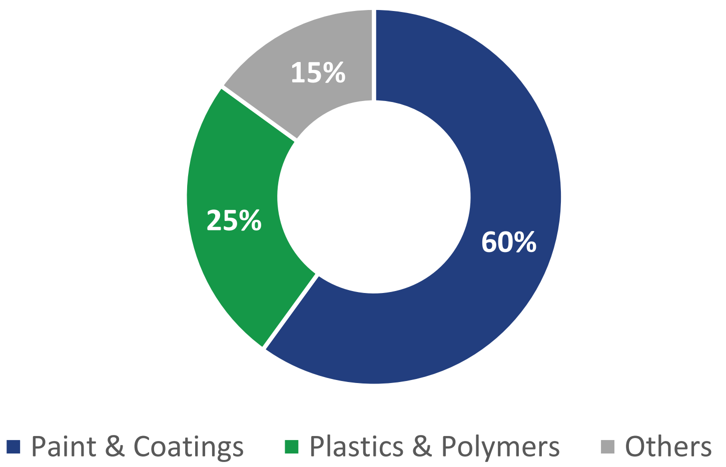
DEMAND DRIVERS

- It is an Import Substitute
- End-use industry growing at double digit

TECHNOLOGY

- TiO2 is produced through two routes: Sulphate and Chloride.
- KCL will use Sulphate process

END USER INDUSTRY APPLICATION



Pigments: Investing in Next Phase of Growth

Total Capex ₹ 600 crore*

Phase I
- Installed Capacity 16,500 MTPA
- ₹ 275 crore

Commission in Q4FY23

Funding: 70:30 mix

As on 31 December 2023, approx. ₹ 264 crore has been utilised

Phase II
- Installed Capacity 16,500 MTPA
- ₹ 325 crore

To be considered after stabilization of Phase I

Pigments: Rationale for Foraying into TiO2

GROW IN PIGMENT VALUE CHAIN

- To increase the products in pigments basket.
- To enter into higher margin accretive product.
- TiO2 does not have any threat from alternate product or product replacement application.

INORGANIC GROWTH OPPORTUNITY

- Location advantage as near to port for sourcing key RM.
- MOL's existing presence in Dahej, the chemical hub of Gujarat.
- Low Gestation period.
- Land available for future growth.

IMPORT SUBSTITUTE

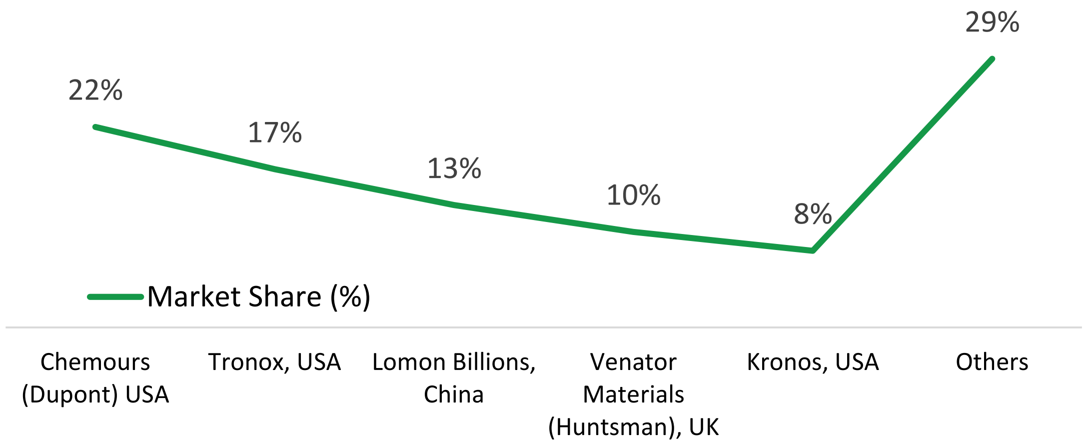
- Meghmani's foray into TiO2 is to promote import substitution thereby contributing to the government's 'Make in India' and Atmanirbhar Bharat vision.
- Currently, 73% of TiO2 is being imported in India.
- MOL will be one of the few manufacturer of TiO2 in India garnering approx. 29% market share capacity-wise.

HIGH ENTRY BARRIER

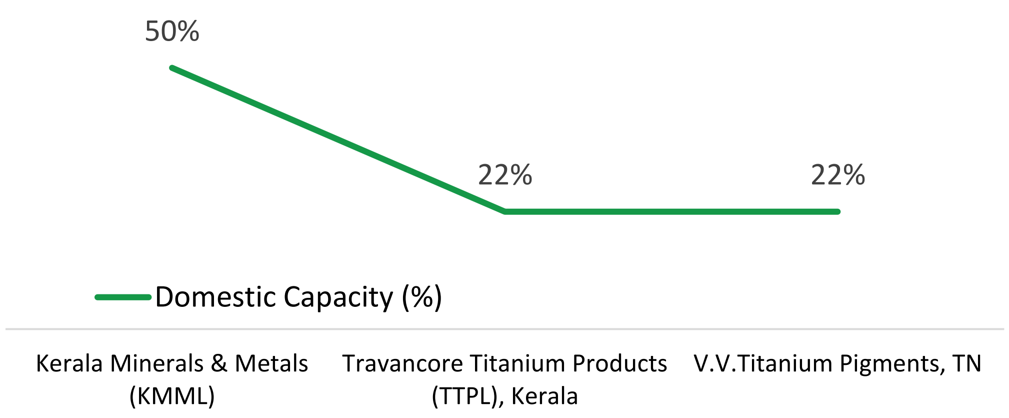
- Capital intensive project.
- Require expertise of handling of bulk volume of Ilmenite & Sulphuric acid.
- Product require specialize technical know-how of sulphate process which is a big challenge for a new player.

Industry Overview Of TiO2

Global TiO2 Players

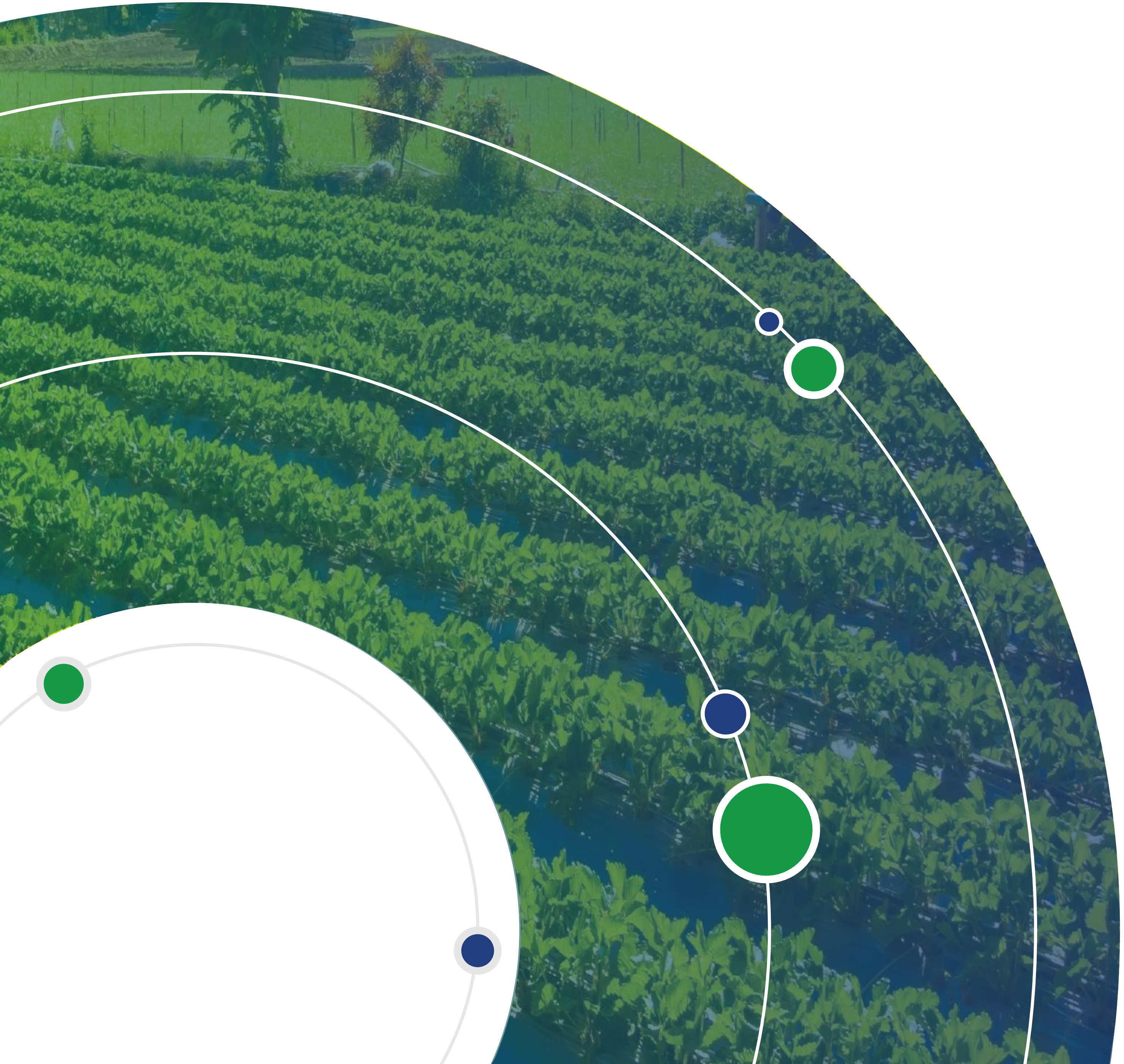


Indian TiO2 Manufacturers



Expected Market

- India's Titanium Dioxide (TiO2) expected to grow at 4.2% CAGR reaching 3,29,000 MTPA by 2025.
- Capex announcement in paint sector will further accelerate the growth.
- ~73% of TiO2 requirement was being imported to India. Post commissioning, KCL will be one of the leading manufacturer of TiO2 in India.



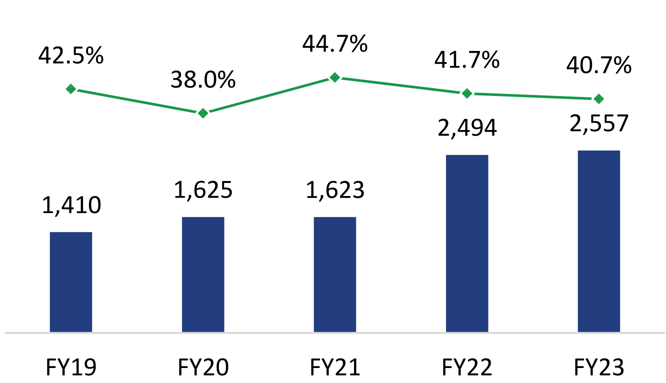
Historical
Financial Performance

Standalone Annualized Financial Performance

₹ in Crore

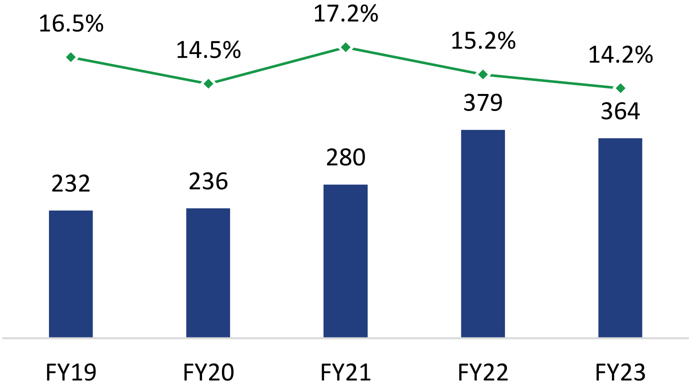
Revenues & Gross Margin

* CAGR 15%



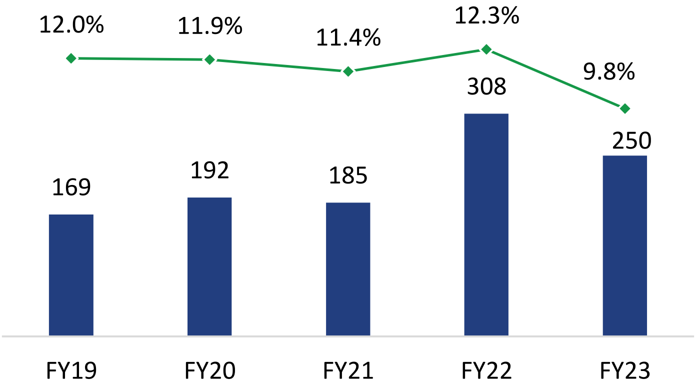
EBITDA & EBITDA Margin

* CAGR 16%

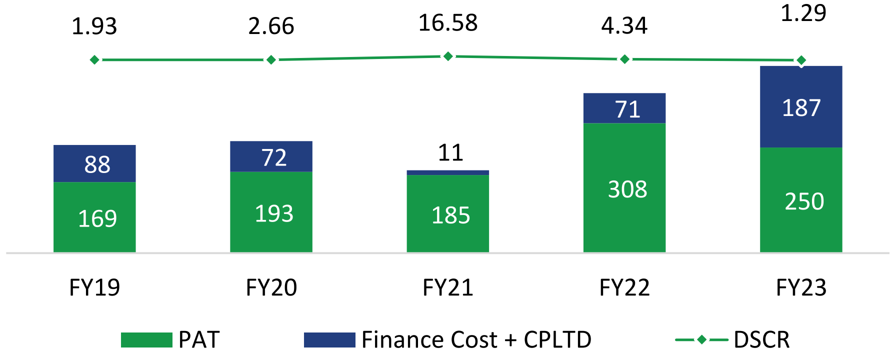


PAT & PAT Margin

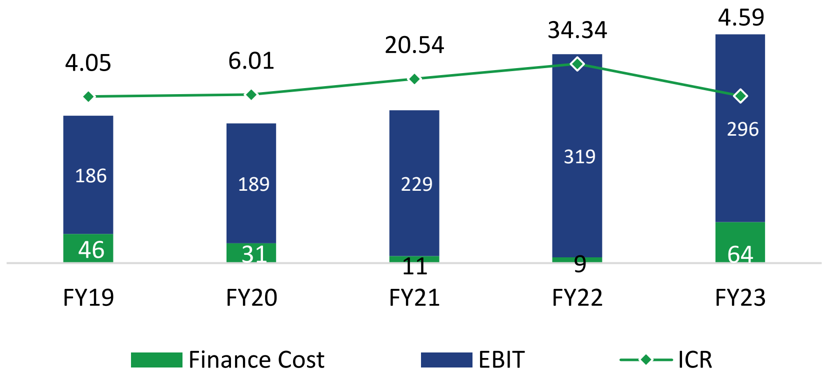
* CAGR 27%



Debt Service Coverage Ratio (DSCR)



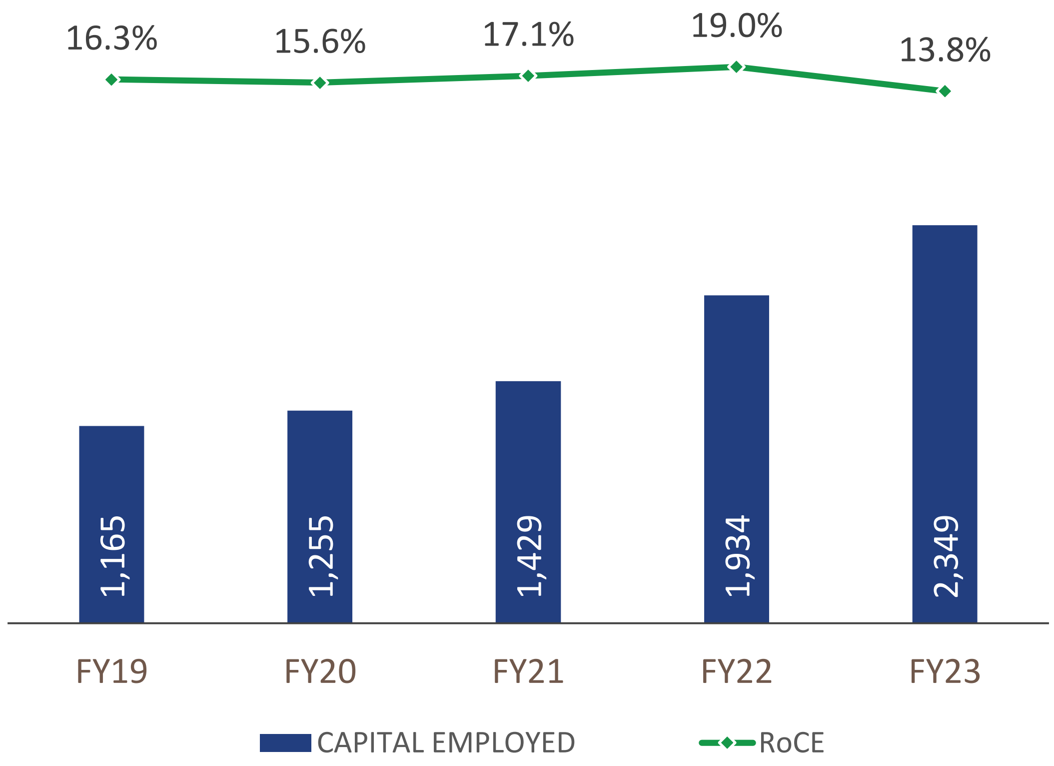
Interest Coverage Ratio (ICR)



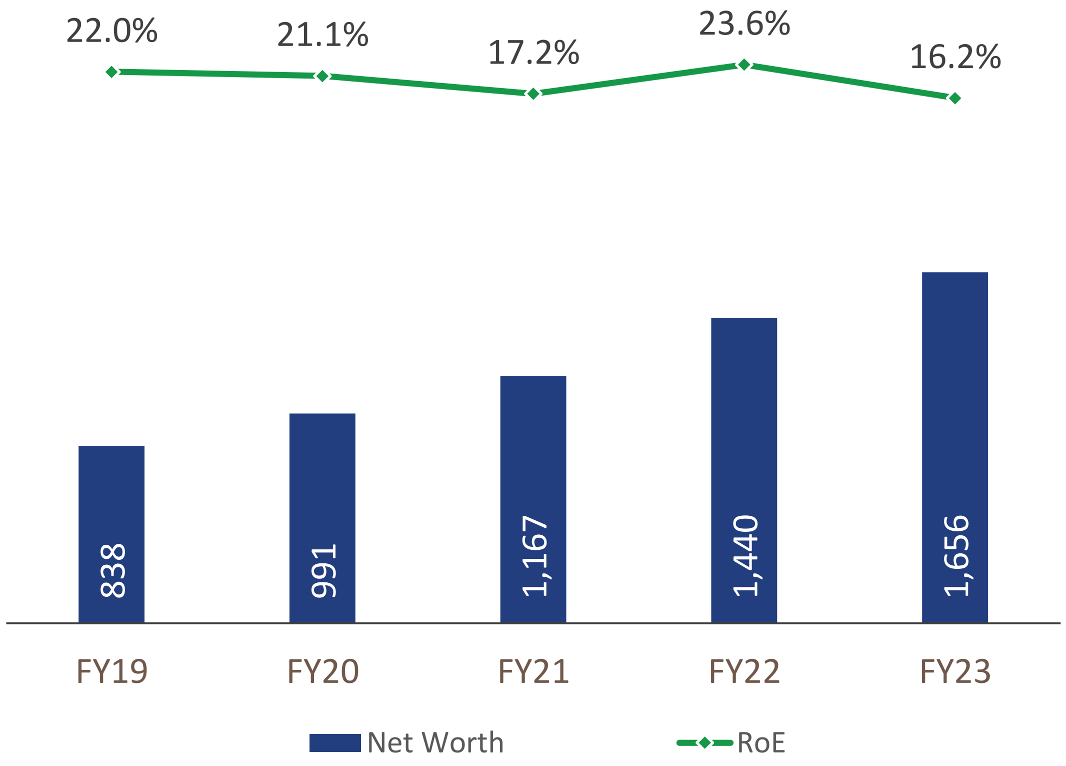
*FY18 to FY23

Focus on Creating Shareholders Wealth

CAPITAL EMPLOYED (IN ₹ Crore) & RoCE (%)

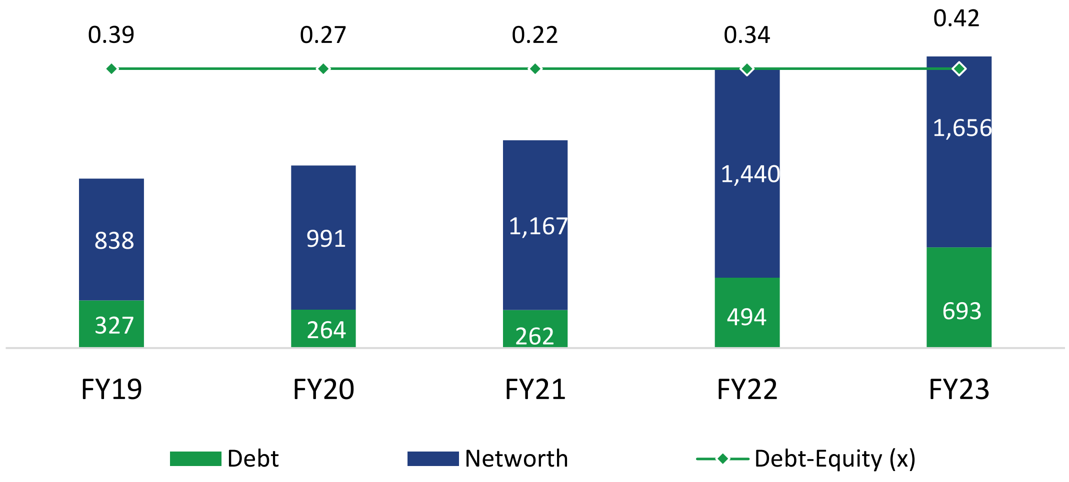


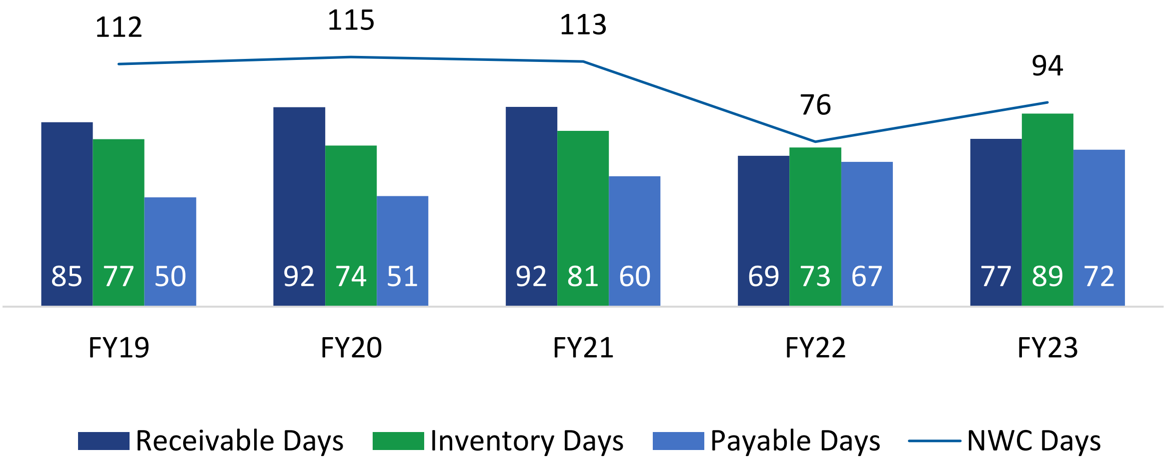
NET WORTH (IN ₹ Crore) & RoE (%)



** Calculated on Net Sales, ROCE = EBIT / Average Capital Employed (Debt + Equity + Minority Interest), ROE = PAT / Average (Equity + Minority Interest)*

Comfortable Debt Position & Prudent Working Capital Cycle





- *The Company's has continued to maintain it low debt stance and has funded its capex plan through an appropriate mix of internal accruals and debt*
- *MOL has large WC requirement as its key businesses are seasonal*
- *Large proportion of crop protection sales in the domestic market and pigment sales in the overseas market are made in the second and fourth quarters, respectively, of the fiscal.*
- *Although export partially offsets dependence on the seasonal domestic crop protection market, it exerts pressure on working capital management as the group has to provide credit of 3-4 months to overseas clients, resulting in large receivables*

To Summarize the Financial Performance

1 EBDITA above industry average in both Crop Protection and Pigments

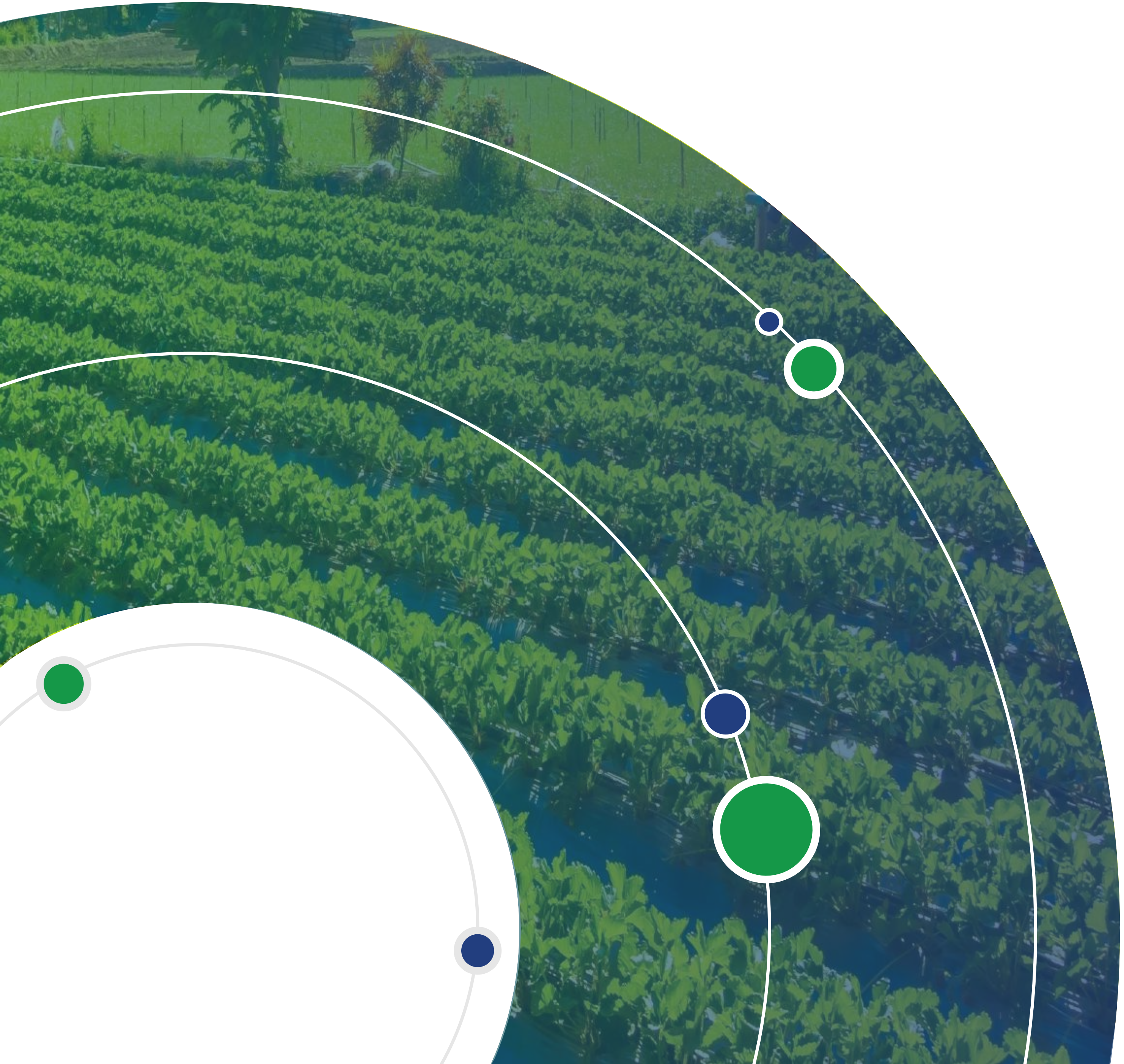
2 Consistently Improving debt to equity. D/E of less than 0.5 in past 3 years.

3 Consistent financial policies for most appropriate Capital Allocations in core business, with focus on projects having 20%+ RoE and less than 5 years pay back period.

4 Consistently paying dividend.

5 ROCE above 13.5%+ for last 3 years. Endeavour is to improve RoCE.

6 ROE of 16 % + for last 3 years



Investment Rationale

Why Meghmani Organics

Understands Chemicals since 1986, Established Market Position along with management expertise across Pigments, Crop Protection and Basic Chemicals

- largest producer of copper phthalocyanine (CPC) blue and is among the top 3 pigment blue players globally
- leading, Integrated manufacturer of pesticides in India having presence across the value chain in both technical and formulations with 650+ product registrations

Backward Integrated, Versatile, Manufacturing Facility located in the Chemical belt of Gujarat. In-house R&D, GLP Lab supported with 35+ researchers.

Capex program to drive future growth and bring in EBITDA improvement

- Appropriate capital allocation across business segments
- Robust Pipeline- Focus on margin accretive product portfolio over the years.

Diverse pool of Product Basket across Geographies resulting in Diversified Revenue profile

- Product reach and distribution are well diversified geographically with presence in many countries
- Company's endeavour is to expand product portfolio to build globally competitive and comprehensive range
- Setting-up subsidiary in Brazil with objective to cater to world's largest Agro Chemical market

Comfortable Financial Risk Profile despite continual capex over the years in Pigments and Crop Protection

- Credit metrics are expected to remain adequate on the back of healthy margins, improving cash generation, and scheduled repayment of term debt.

Both Crop Protection as well as Pigment industries are poised for sustainable growth for the next foreseeable 3-5 years time span. The China plus one factors strengthens this premise

Safe Harbor

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CHEMISTRY OF SUCCESS AT WORK

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