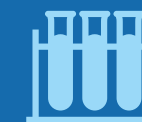




# **Chemcon Speciality Chemicals Limited**

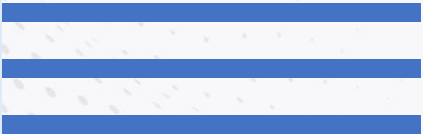
## **Investor Presentation – May 2025**



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# Q4 & FY25 Performance Highlights



# Q4 & FY25 Performance Highlights



*“For FY25, we reported profit after tax (PAT) of Rs. 24 crores reflecting a 27% increase compared to previous year. The year witnessed subdued demand across both organic and inorganic segments, largely influenced by global economic uncertainty, lower realizations, and supply chain disruptions. Our key organic chemicals—HMDS, CMIC, and Bromobenzene remained flattish and were affected due to soft demand from pharmaceutical and agrochemical clients.*

*Despite these headwinds, we witnessed early signs of recovery in demand for some organic chemicals and continued to receive enquiries for our newly launched products, especially those aligned with the import substitution market. These new products are currently undergoing client approvals, and trial dispatches have commenced. We remain optimistic about their commercial potential in the coming quarters.*

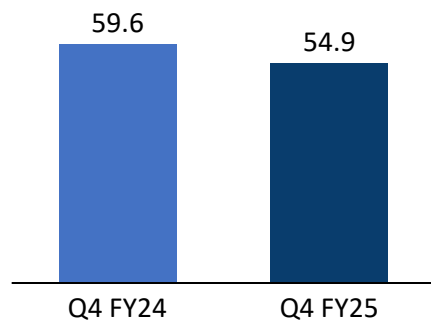
*Our inorganic chemicals business faced volatility throughout the period, impacted by fluctuating crude oil prices, ongoing geopolitical tensions and deferred client dispatches. Resulting in decreased volumes from our inorganic segment. Our upcoming P-10 and P-11 manufacturing units at Manjusar, with commissioning targeted in H1 FY26, respectively. These facilities will support our focus on pharmaceutical applications also aligning with our strategy to de-risk our product portfolio. With ongoing customer engagements and a broadened product pipeline, we are confident in our ability to deliver steady and sustainable growth in the upcoming quarters.”*

**Mr. Kamal Aggarwal,**

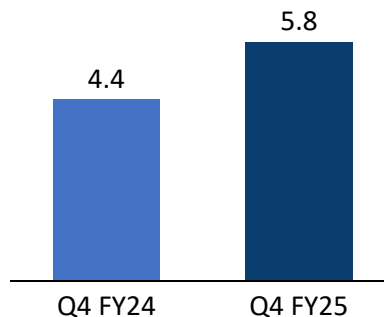
**Chairman & Managing Director**

# Financial Highlights

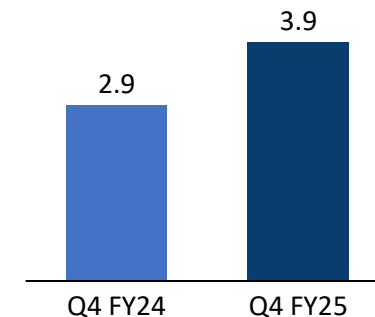
Revenue from Operations (Rs. Cr)



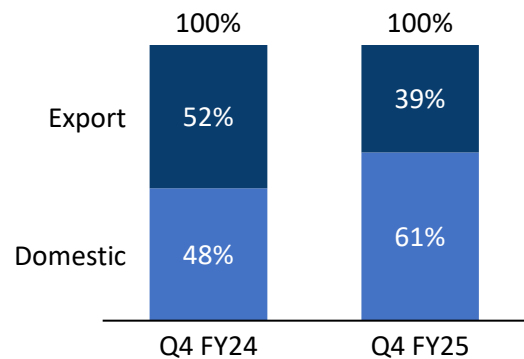
EBITDA (Rs. Cr)



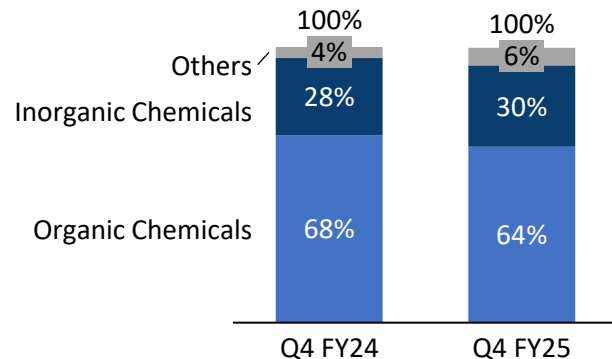
PAT (Rs. Cr)



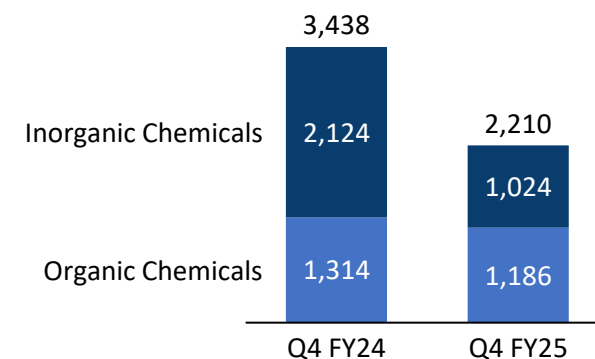
Geographic-Wise (%)



Business-wise (%)



Sales Volume (MT)

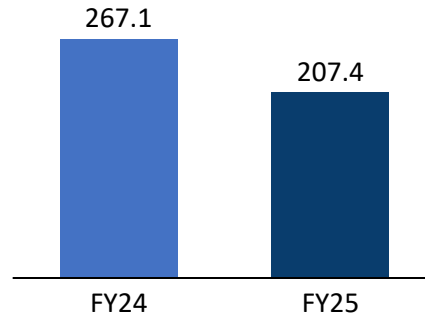


Organic chemicals refers to HMDS, CMIC, Bromobenzene and 2 Bromo whereas Inorganic chemicals refer to Bromides

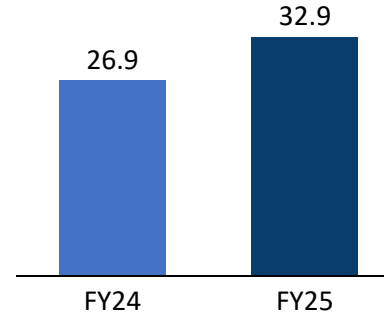
Export data are inclusive of Deemed Exports

# Financial Highlights

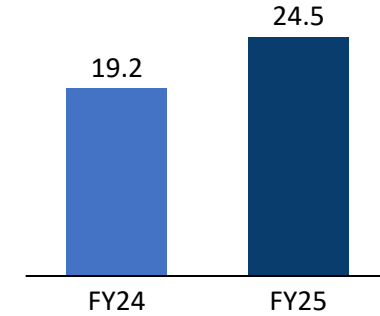
Revenue from  
Operations (Rs. Cr)



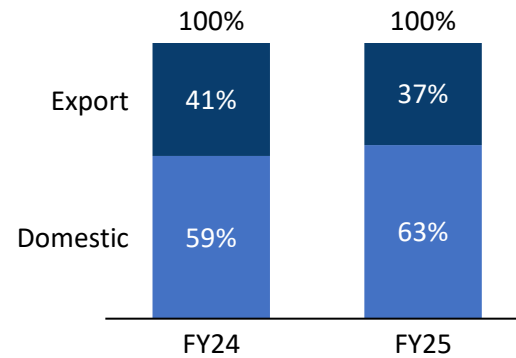
EBITDA (Rs. Cr)



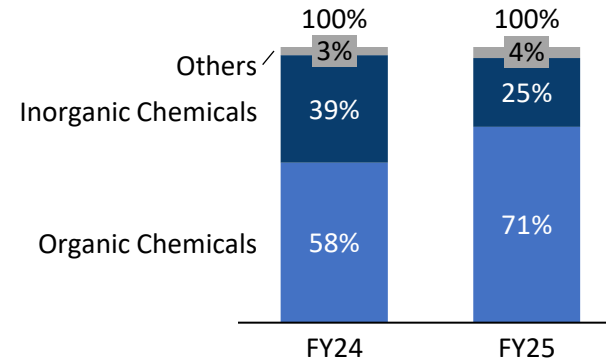
PAT (Rs. Cr)



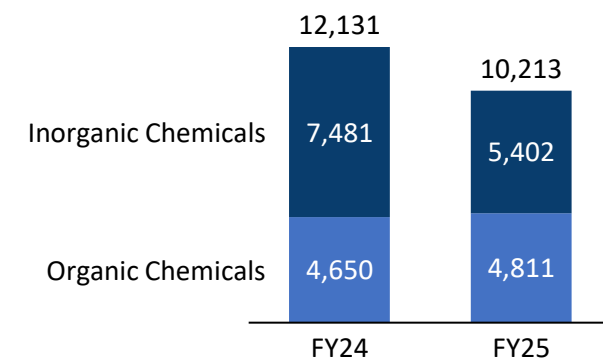
Geographic-Wise (%)



Business-wise (%)



Sales Volume (MT)



# Profit & Loss Statement

Particulars (Rs. Crs)	Q4 FY25	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
<b>Revenue from Operations</b>	<b>54.9</b>	<b>59.6</b>	<b>-8%</b>	<b>207.4</b>	<b>267.1</b>	<b>-22%</b>
Cost of Goods Sold	34.0	41.3		120.5	188.9	
Employee Cost	5.1	4.8		19.5	18.0	
Other Expenses	10.1	9.1		34.6	33.3	
<b>EBITDA</b>	<b>5.8</b>	<b>4.4</b>	<b>32%</b>	<b>32.9</b>	<b>26.9</b>	<b>22%</b>
Other Income	3.2	3.3		14.3	13.2	
Depreciation	2.7	2.5		10.5	10.3	
<b>EBIT</b>	<b>6.2</b>	<b>5.2</b>		<b>36.6</b>	<b>29.8</b>	
Finance Cost	0.8	1.1		3.5	3.5	
<b>Profit before Tax</b>	<b>5.4</b>	<b>4.2</b>		<b>33.1</b>	<b>26.3</b>	
Tax	1.5	1.3		8.7	7.1	
<b>PAT</b>	<b>3.9</b>	<b>2.9</b>	<b>36%</b>	<b>24.5</b>	<b>19.2</b>	<b>27%</b>
<b>PAT Margin %</b>	<b>7.2%</b>	<b>4.9%</b>		<b>11.8%</b>	<b>7.2%</b>	
Basic EPS (in Rs.)	1.08	0.79		6.68	5.24	

# Balance Sheet

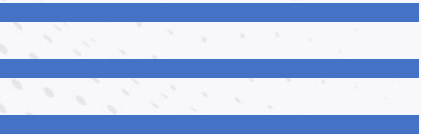
ASSETS (Rs. Crs)	Mar-25	Mar-24
<b>Non-Current Assets</b>		
a) Property, Plant And Equipment	148.7	146.5
b) Capital Work in Progress	39.9	42.4
c) Right Of Use Asset	0.0	0.0
d) Intangible Assets	0.0	0.0
e) Investments	0.3	0.0
f) Other Financial Assets	42.6	0.9
g) Other Non-Current Assets	3.5	2.3
<b>Sub-Total - Non-Current Assets</b>	<b>234.9</b>	<b>192.1</b>
<b>Current Assets</b>		
a) Inventories	86.1	61.6
b) Financial Assets		
i) Investments	9.8	0.0
ii) Trade Receivables	51.7	81.9
iii) Cash And Cash Equivalent	7.1	7.1
iv) Bank Balances	134.4	163.5
v) Other Financial Assets	7.1	9.6
c) Other Current Assets	22.6	21.8
d) Current tax assets	0.2	7.7
<b>Sub-Total - Current Assets</b>	<b>319.0</b>	<b>353.2</b>
<b>Total - Assets</b>	<b>553.9</b>	<b>545.2</b>

EQUITY AND LIABILITIES <sup>14</sup>	Mar-25	Mar-24
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
a) Equity Share Capital	36.6	36.6
b) Other Equity	464.0	439.8
<b>Total Equity</b>	<b>500.7</b>	<b>476.4</b>
<b>Liabilities</b>		
<b>Non-Current Liabilities</b>		
a) Financial Liabilities		
i) Borrowings	0.2	0.4
ii) Lease Liabilities	0.0	0.0
iii) Other financial liabilities	0.0	0.0
b) Non current Provisions	0.8	0.3
c) Deferred Tax Liabilities (Net)	4.6	4.4
<b>Sub-Total - Non-Current Liabilities</b>	<b>5.6</b>	<b>5.1</b>
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<b>Sub-Total - Current Liabilities</b>	<b>47.7</b>	<b>63.7</b>
<b>Total - Equity And Liabilities</b>	<b>553.9</b>	<b>545.2</b>



# Cash Flow Statement

Particulars (Rs. Crs.)	Mar-25	Mar-24
<b>Net Profit Before Tax</b>	<b>33.1</b>	<b>26.3</b>
Adjustments for: Non Cash Items / Other Investment or Financial Items	0.4	1.4
<b>Operating profit before working capital changes</b>	<b>33.5</b>	<b>27.7</b>
Changes in working capital	9.6	-6.7
<b>Cash generated from Operations</b>	<b>43.2</b>	<b>21.0</b>
Direct taxes paid (net of refund)	-2.6	-9.0
<b>Net Cash from Operating Activities</b>	<b>40.5</b>	<b>12.0</b>
<b>Net Cash from Investing Activities</b>	<b>-18.9</b>	<b>-24.6</b>
<b>Net Cash from Financing Activities</b>	<b>-21.5</b>	<b>-24.8</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>0.1</b>	<b>-37.4</b>
Add: Cash & Cash equivalents at the beginning of the period	7.1	44.4
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>7.1</b>	<b>7.1</b>



# Company Overview



# Company Snapshot

Incorporated in 1988

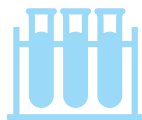
Manufacturer of Speciality Chemicals

An ISO 9001:2015 and ISO 14001:2015 Certified Company

Business Verticals: Organic Chemicals and Inorganic Chemicals

Manufacturing Facilities near Manjusar, Vadodara, Gujarat

9 Operational Plants, 6 Owned Warehouses



**Only Manufacturer** of HMDS in India



**3rd Largest** Manufacturer of HMDS Worldwide



**Largest** Manufacturer of CMIC worldwide

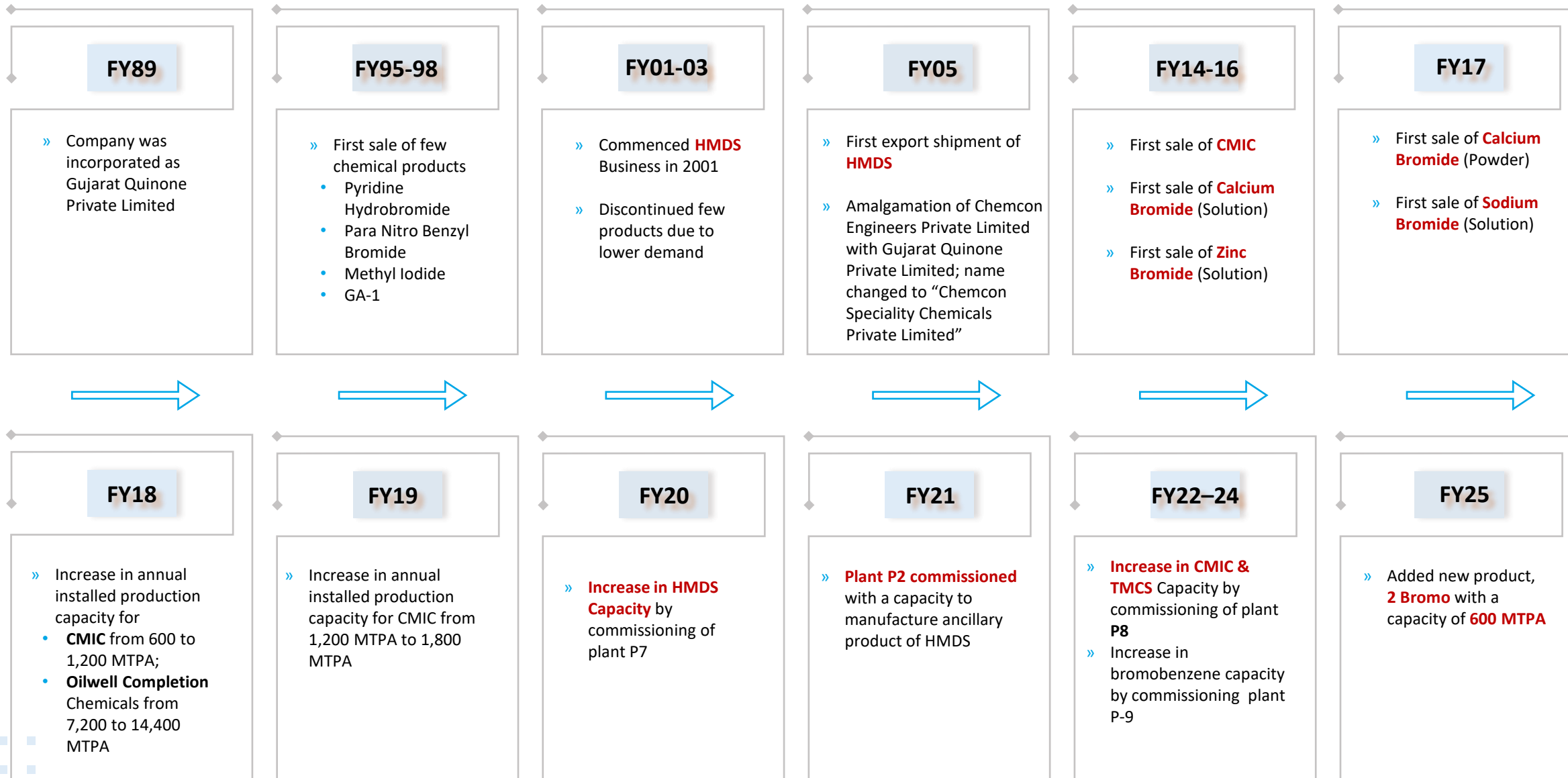


**Only Manufacturer** of Zinc Bromide in India



**Largest** Manufacturer of Calcium Bromide in India

# Evolution





## Global Presence

FY25 Export  
Contribution\*:

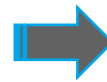
**~37%**

## Key Countries

- |                              |                        |
|------------------------------|------------------------|
| » United States of America   | » Japan                |
| » Italy                      | » United Arab Emirates |
| » South Korea                | » Russia               |
| » Germany                    | » Spain                |
| » People's Republic of China | » Thailand             |
|                              | » Malaysia             |

Over Two Decades of Experience in Chemicals

- Manufacturing
- Exports



**Well Equipped to Seize Upcoming Opportunities**

# Key Long-Term Relationships



## Organic Chemicals



## Inorganic Chemicals



Shree Radha  
Overseas

CC Gran Limited  
Liability Company

Longstanding  
Clients

Strong Base

New Product  
Development

New Customer  
Reach

Top 5 customers  
contribute ~30%

Top 10 customers  
contribute ~45%

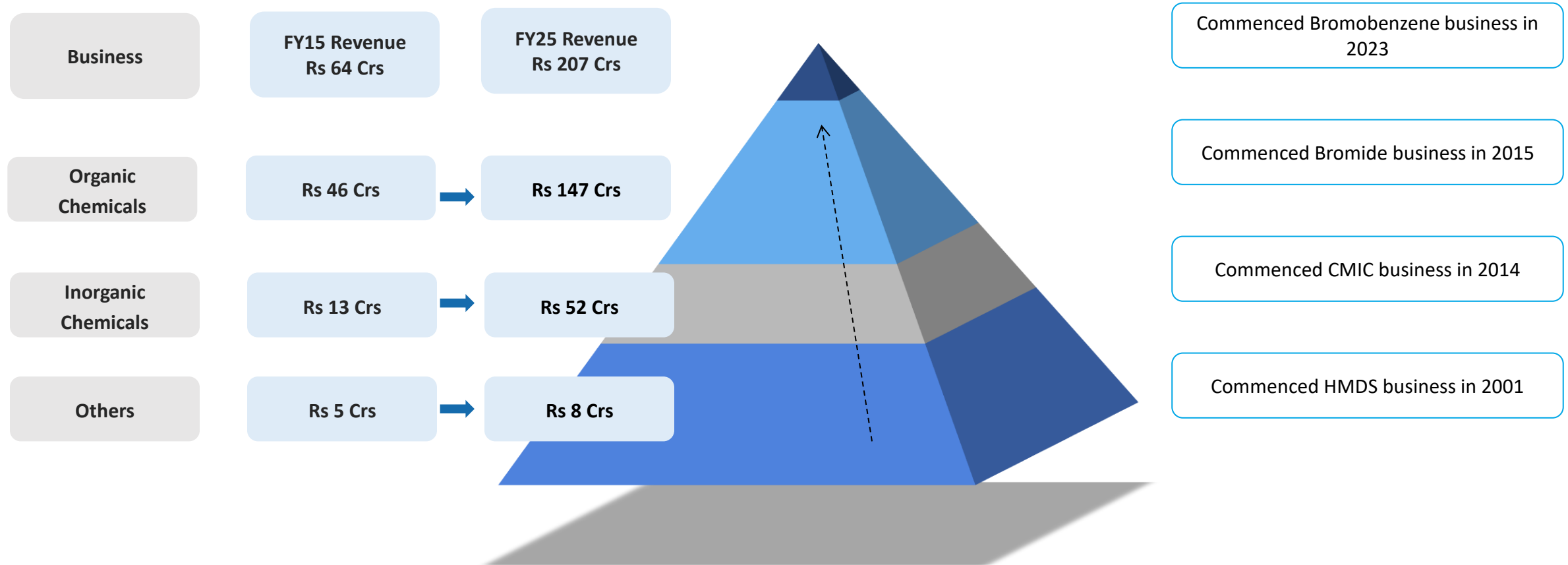
Few customers age  
more than 2  
decades with us

Major customers  
have been with us  
for more than 5  
years

Well equipped to  
retain market  
presence

Leading to increase  
in new product  
base and reach out  
to new customers

# Moving up the Value Chain



# Key Certifications

## Key Certifications



## R&D

### In-house laboratory to test

- » Raw materials procured
- » New Products & Innovation
- » Final products testing at the various stages of the manufacturing process
- » Well equipped with new instruments & machinery



## Environment

### Complying All Environment Laws

- » The Environment (Protection) Act, 1986
- » Water Prevention and Control of Pollution Act
- » Air Prevention and Control of Pollution Act, 1981
- » We are a zero-discharge company







# Product Overview



# Product Portfolio



## Organic Chemicals

### HMDS

- HMDS, an organosilicon compound, is a reagent and a precursor to bases that are popular in organic synthesis and organometallic chemistry
- HMDS is widely used in the pharmaceutical industry as a silylating agent in the process of manufacture of pharmaceutical drugs of the Penicillin group

### CMIC

- CMIC is an antiviral drug intermediate product, which is a key intermediate for anti-AIDS and anti-hepatitis B drug Tenofovir
- The downstream product of CMIC, Tenofovir is a nucleotide antiviral drug developed by Gilead Corporation of the United States.

### Bromobenzene

- Bromobenzene, is a clear, colourless or pale-yellow liquid. It is manufactured through bromination of benzene in presence of iron and has form of heavy, mobile, colorless liquid having a pungent odor.

### Di-Bromo Methane

- Di- Bromo Methane is a colorless liquid primarily used as a solvent and as an intermediate in the production of various industrial chemicals, including those found in perfumes and pesticides.

## Inorganic Chemicals

### Bromides

- Oilwell Completion Chemicals are used to complete the well and is normally a salty solution made up of chlorides or bromides
- Company manufacture a range of inorganic bromides, namely: Calcium Bromide (solution and powder), Zinc Bromide (solution) & Sodium Bromide (solution and powder)

## Key Products

## End User Industry

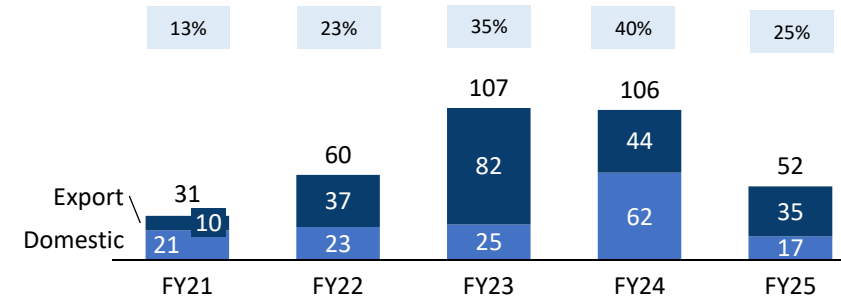
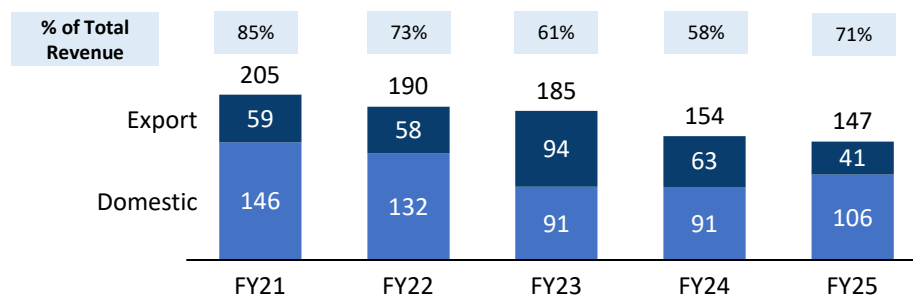
Pharmaceuticals & Others

Pharmaceuticals

Agrochemicals

Oil Drilling & Fluids

## Business Performance (Rs in cr)



Export data are inclusive of Deemed Exports

# Manufacturing Facilities



Sr No	Product categories	Key Products	Installed Capacity (MTPA)
1	Organic Chemicals	HMDS, CMIC, Bromobenzene, 2 Bromo and other ancillary products	11,400
2		Proposed P-10 unit	H1FY26e
3		Proposed P-11 unit	H1FY26e
4	Inorganic Chemicals	Range of Inorganic Bromides	15,000

Located at Manjusar near Vadodara, Gujarat

9 Operational Plants

2 Proposed Expansion Plant under process

In-House R&D Laboratory

6 Owned Warehouses



Located at Manjusar near Vadodara, Gujarat



## Capacity Expansion

- » We plan to add additional manufacturing capacity P10 unit and P11 unit. These additional capacity will manufacture organic chemicals

## Import Substitution

- » Aims to capitalize on the potential growth of Organic Chemicals in India and to substitute imports

## Exploring New Applications

- » Plan to expand the new products to have diversified product portfolio with diversified client base

## Cost Efficiencies

- » Ongoing improvement in cost-efficiencies in the production process through Process re-engineering for efficient raw material consumption and through economies of scale



# Way Forward

Moderate Growth in

Organic Chemicals



Healthy Growth in

Inorganic Chemicals



Exploring  
Opportunities in

New Products



Leading to Long Term Sustainable Growth

New Products, New Clients, New Applications, New Opportunities



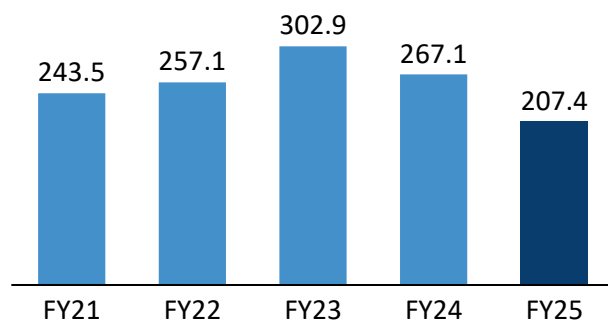


# Financial Highlights

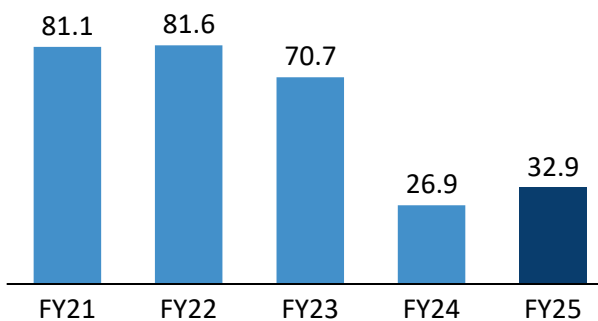


# Financial Trends

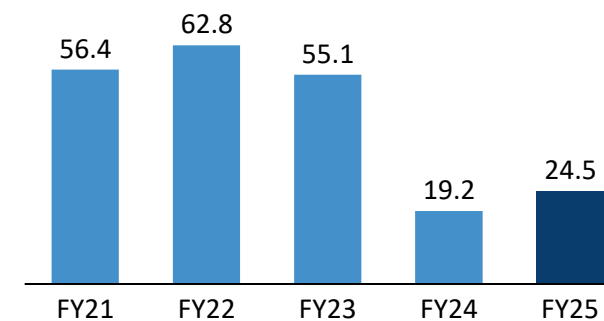
Total Revenue (Rs. Cr)



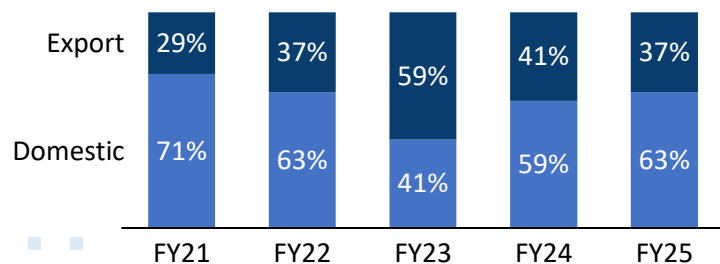
EBITDA (Rs. Cr)



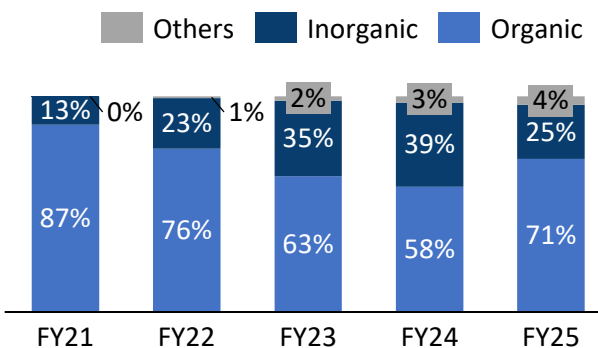
PAT (Rs. Cr)



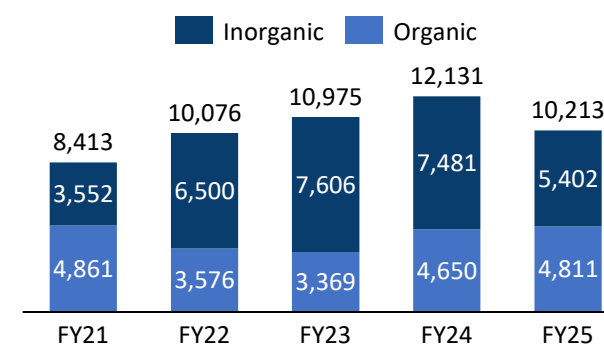
Geographic-Wise (%)



Business-wise (%)



Sales Volume (MT)





# Balance Sheet

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# Thank You



**Chemcon Speciality Chemicals Ltd.**

CIN – L24231GJ1988PLC011652

Mr. Rajesh Gandhi - CFO

Email – [rajesh@cscpl.com](mailto:rajesh@cscpl.com)

[www.cscpl.com](http://www.cscpl.com)

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Ms. Shaily Patwa / Mr. Om Kanadia

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