February 13, 2025

To,	To,
BSE Limited	**National Stock Exchange of India Limited**
Listing Compliance & Legal Regulatory	Listing & Compliance
Phiroze Jeejeebhoy Towers,	Exchange Plaza, Bandra-Kurla Complex,
Dalal Street, Mumbai - 400 001	Bandra East, Mumbai 400 051
Stock Code: 543233	**Stock Symbol: CHEMCON**

Dear Sir/Madam,

Sub: Investor Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing obligations and Disclosure Requirements), Regulations, 2015, please find enclose herewith the "Investor Presentation" for February 2025.

The aforementioned presentation is also being uploaded on the Company's website at www.cscpl.com.

We request you to take the above on your records.

Thanking you,
Yours faithfully,
For Chemcon Speciality Chemicals Limited

SHAHILKUMAR M KAPATEL
Digitally signed by SHAHILKUMAR M KAPATEL
Date: 2025.02.13 18:11:13 +05'30'

Shahilkumar Kapatel
Company Secretary & Compliance Officer
Membership No.: A52211

Chemcon Speciality Chemicals Limited
Investor Presentation – February 2025

Safe Harbor

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Q3 & 9M FY25 Performance Highlights

Q3 & 9M FY25 Performance Highlights

"Despite global challenges and subdued demand, we recorded a total revenue of Rs. 54.4 crores, marking a 3% year-on-year growth. Our key organic chemicals, including HMDC, CMIC, and Bromobenzene, were impacted by lower realizations and weak demand from pharmaceutical and agrochemical clients. Meanwhile, our inorganic chemicals division experienced volatility due to fluctuating crude oil prices amid ongoing global uncertainties. Our other newly introduced organic chemicals products have received multiple enquiries and are still in approval stage. These approvals are anticipated in the coming quarters and will cater to the import substitution market in India.

We are also in the process of expanding our product portfolio as part of our strategy to mitigate risks and diversify. Significant investments have been made in these new products, which will be manufactured at our upcoming P10 and P11 facilities. These additions will enable us to better serve our clients and enhance our product offerings in next financial year."

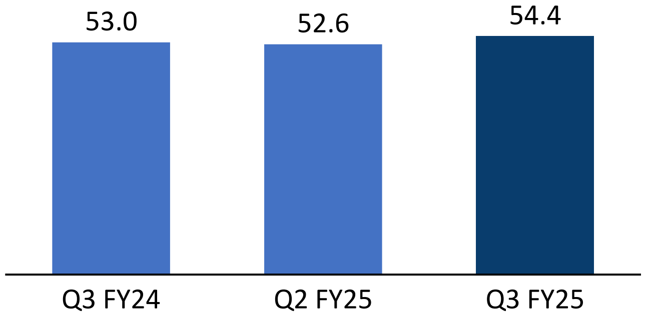
Mr. Kamal Aggarwal,

Chairman & Managing Director

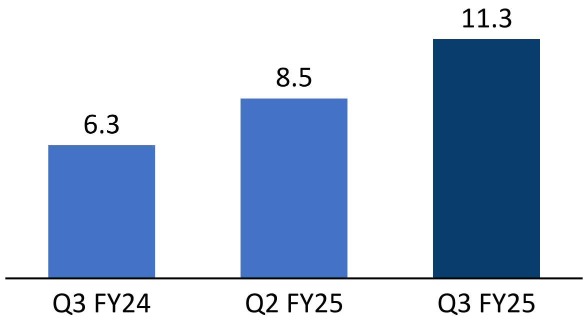
Organic chemicals refers to HMDS, CMIC, Bromobenzene and 2 Bromo whereas Inorganic chemicals refer to Bromides

Financial Highlights

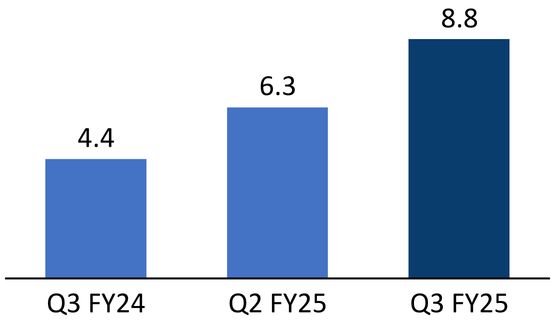
Total Revenue (Rs. Cr)



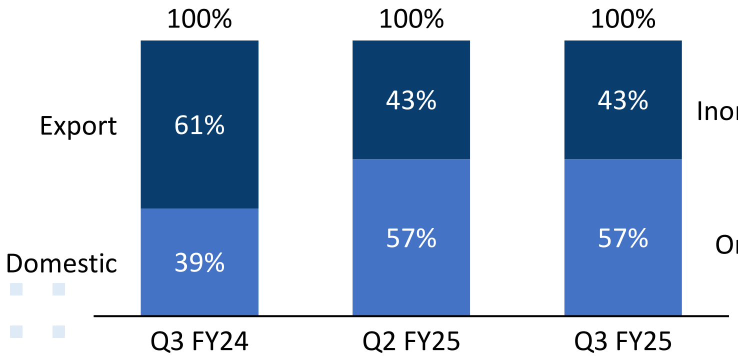
EBITDA (Rs. Cr)



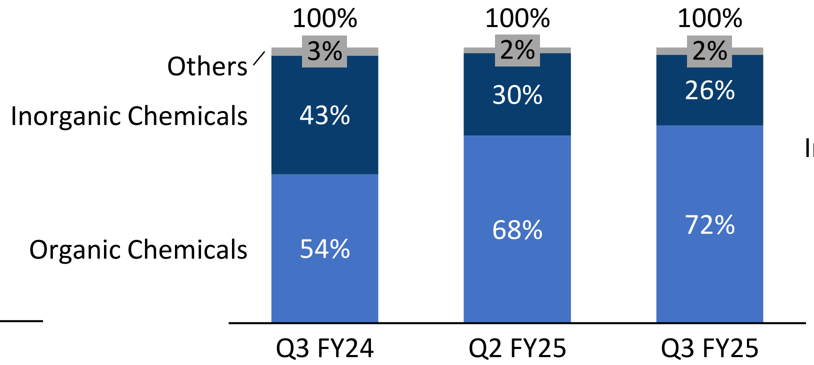
PAT (Rs. Cr)



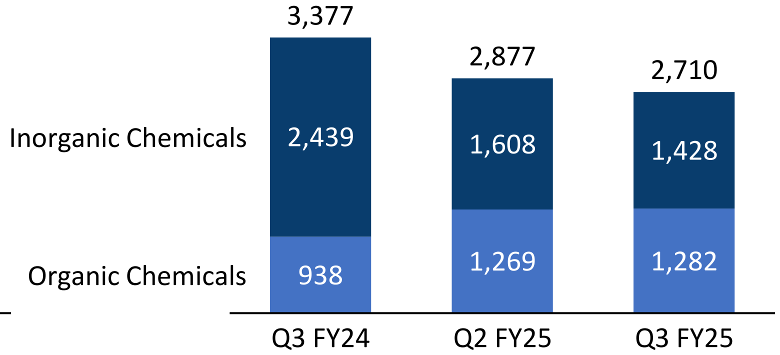
Geographic-Wise (%)



Business-wise (%)



Sales Volume (MT)

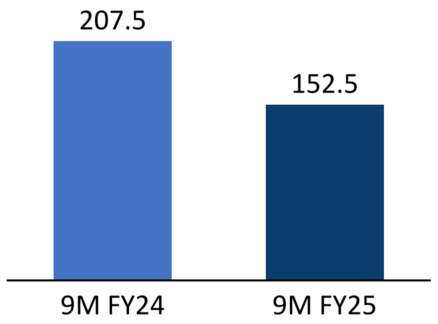


Organic chemicals refers to HMDS, CMIC, Bromobenzene and 2 Bromo whereas Inorganic chemicals refer to Bromides

Export data are inclusive of Deemed Exports

Financial Highlights

Total Revenue (Rs. Cr)



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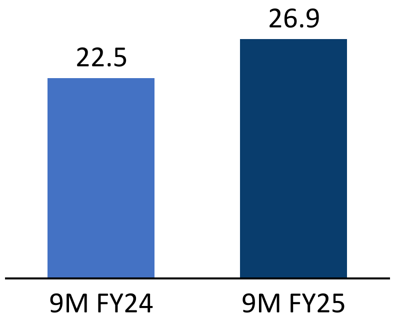
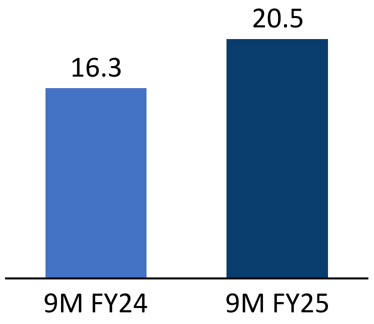
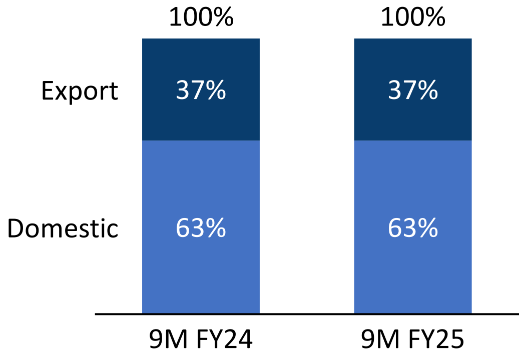


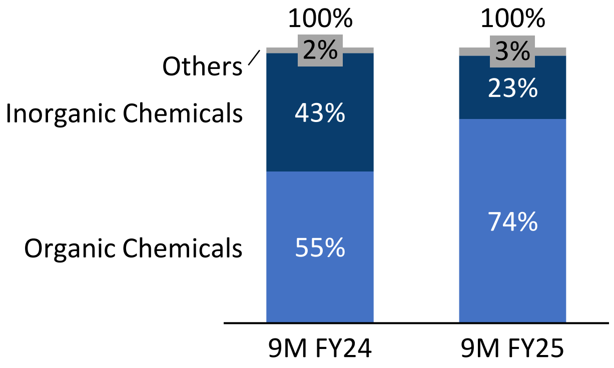
PAT (Rs. Cr)



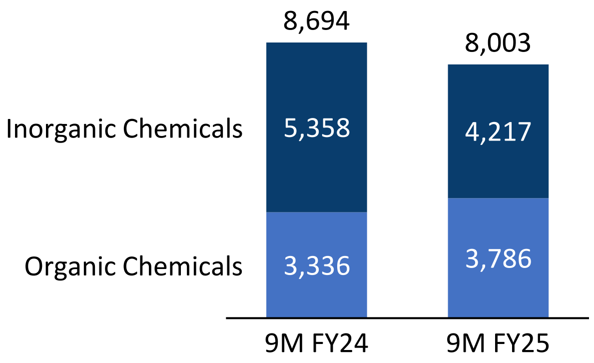
Geographic-Wise (%)



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

Profit & Loss Statement

Particulars (Rs. Crs)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Y-o-Y	9M FY25	9M FY24	Y-o-Y
Revenue from Operations	**54.4**	**53.0**	3%	**52.6**	3%	**152.5**	**207.5**	-26%
Cost of Goods Sold	28.8	34.3		31.6		86.5	147.6	
Employee Cost	4.9	4.2		4.7		14.4	13.2	
Other Expenses	9.4	8.2		7.7		24.7	24.2	
EBITDA	**11.3**	**6.3**	78%	**8.5**	33%	**26.9**	**22.5**	20%
EBITDA Margin	**20.8%**	**12.0%**		**16.2%**		**17.6%**	**10.8%**	
Other Income	4.0	3.3		3.5		11.3	9.8	
Depreciation	2.7	2.6		2.5		7.8	7.8	
EBIT	**12.6**	**7.1**	77%	**9.5**	33%	**30.4**	**24.5**	24%
Finance Cost	0.7	1.0		0.9		2.7	2.4	
Profit before Tax	**11.9**	**6.1**	95%	**8.5**	39%	**27.7**	**22.1**	26%
Tax	3.0	1.6		2.2		7.2	5.8	
PAT	**8.8**	**4.4**	98%	**6.3**	39%	**20.5**	**16.3**	26%
PAT Margin %	**16.2%**	**8.4%**		**12.0%**		**13.4%**	**7.9%**	
Basic EPS	2.40	1.21		1.73		5.60	4.45	

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

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

Evolution

FY89

- Company was incorporated as Gujarat Quinone Private Limited

FY95-98

- First sale of few chemical products
  - Pyridine Hydrobromide
  - Para Nitro Benzyl Bromide
  - Methyl Iodide
  - GA-1

FY01-03

- Commenced **HMDS** Business in 2001
- Discontinued few products due to lower demand

FY05

- First export shipment of **HMDS**
- Amalgamation of Chemcon Engineers Private Limited with Gujarat Quinone Private Limited; name changed to "Chemcon Speciality Chemicals Private Limited"

FY14-16

- First sale of **CMIC**
- First sale of **Calcium Bromide** (Solution)
- First sale of **Zinc Bromide** (Solution)

FY17

- First sale of **Calcium Bromide** (Powder)
- First sale of **Sodium Bromide** (Solution)

FY18

- Increase in annual installed production capacity for
  - **CMIC** from 600 to 1,200 MTPA;
  - **Oilwell Completion** Chemicals from 7,200 to 14,400 MTPA

FY19

- Increase in annual installed production capacity for CMIC from 1,200 MTPA to 1,800 MTPA

FY20

- **Increase in HMDS Capacity** by commissioning of plant P7

FY21

- **Plant P2 commissioned** with a capacity to manufacture ancillary product of HMDS

FY22–24

- **Increase in CMIC & TMCS** Capacity by commissioning of plant **P8**
- Increase in bromobenzene capacity by commissioning plant P-9

FY25

- Added new product, **2 Bromo** with a capacity of **600 MTPA**

Global Market Presence

Global Presence

FY24 Export Contribution*:

~41%

Key Countries

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

Over Two Decades of Experience in Chemicals

- Manufacturing
- Exports

Well Equipped to Seize Upcoming Opportunities

*Export data are inclusive of Deemed Exports

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 ~40%

Top 10 customers contribute ~55%

Few customers age more than 2 decades with us

Major customers have been with us for more than 5 years

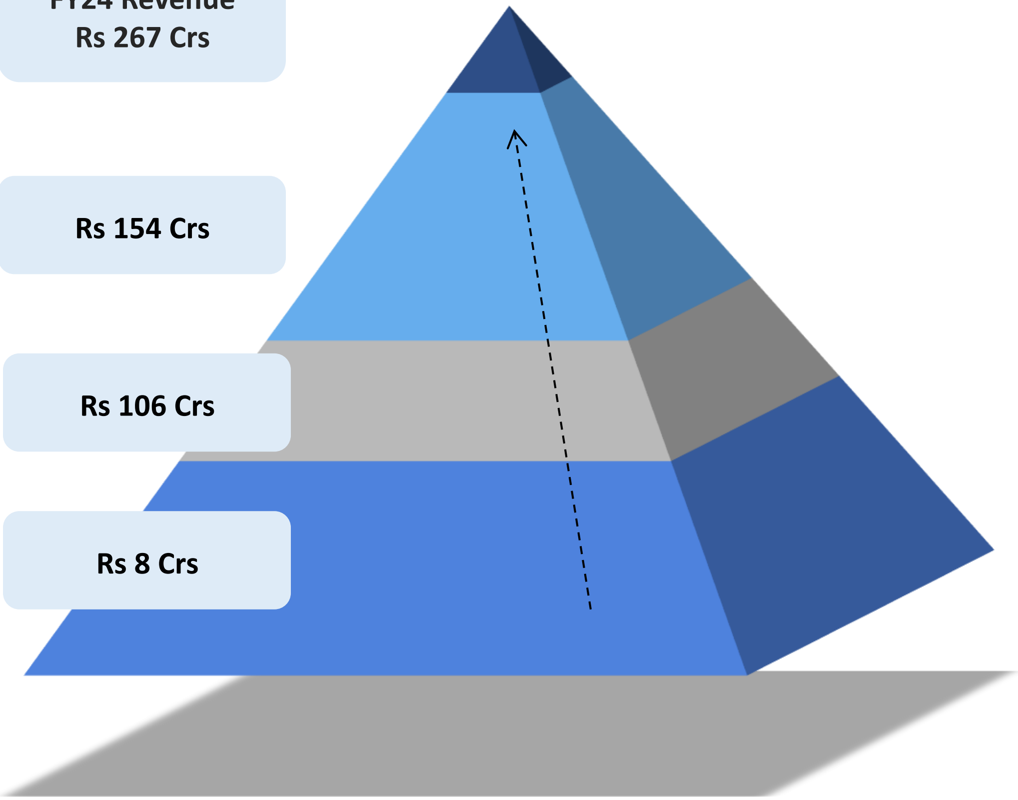
Well equipped to retain market presence

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

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

Moving up the Value Chain

Business	FY15 Revenue Rs 64 Crs	FY24 Revenue Rs 267 Crs
Organic Chemicals	Rs 46 Crs	Rs 154 Crs
Inorganic Chemicals	Rs 13 Crs	Rs 106 Crs
Others	Rs 5 Crs	Rs 8 Crs



- Commenced Bromobenzene business in 2023
- Commenced Bromide business in 2015
- Commenced CMIC business in 2014
- Commenced HMDS business in 2001

Key Certifications

Key Certificates

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

CHEMCON

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.

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)

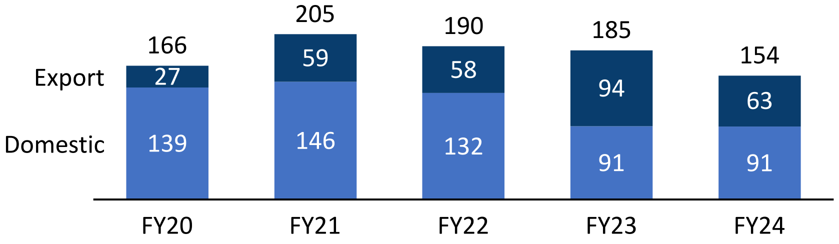
Key Products

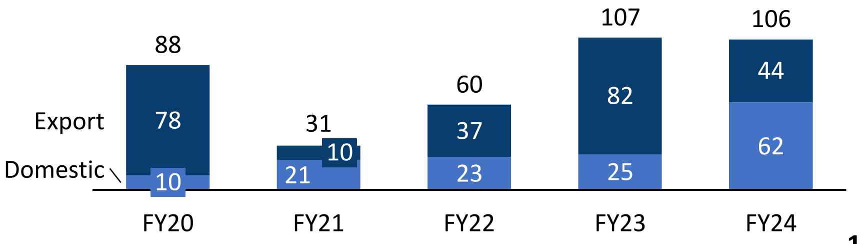
End User Industry

HMDS	CMIC	Bromobenzene	Bromides
Pharmaceuticals & Others	*Pharmaceuticals*	*Agrochemicals*	*Oil Drilling & Fluids*

Business Performance (Rs in cr)

% of Total Revenue	FY20	FY21	FY22	FY23	FY24
Organic Chemicals	63%	85%	73%	61%	58%
Inorganic Chemicals	33%	13%	23%	35%	40%





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

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Located at Manjusar near Vadodara, Gujarat

Growth Drivers

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

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Way Forward

Moderate Growth in

Organic Chemicals

Healthy Growth in

Inorganic Chemicals

Exploring Opportunities in

New Products

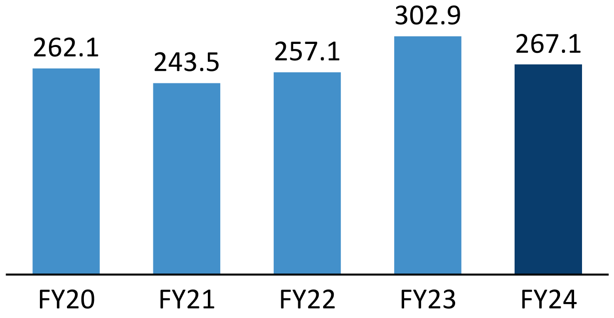
Leading to Long Term Sustainable Growth

New Products, New Clients, New Applications, New Opportunities

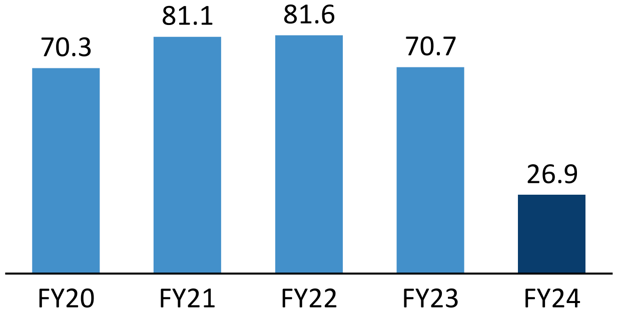
Financial Highlights

Financial Trends

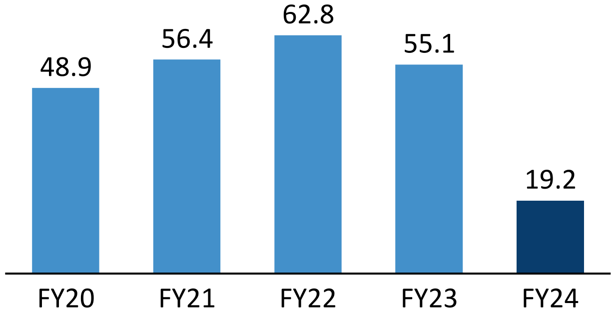
Total Revenue (Rs. Cr)



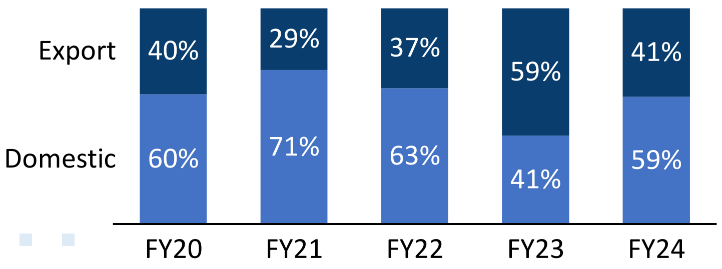
EBITDA (Rs. Cr)



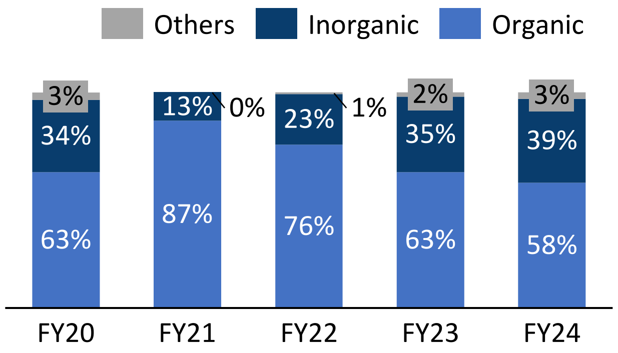
PAT (Rs. Cr)



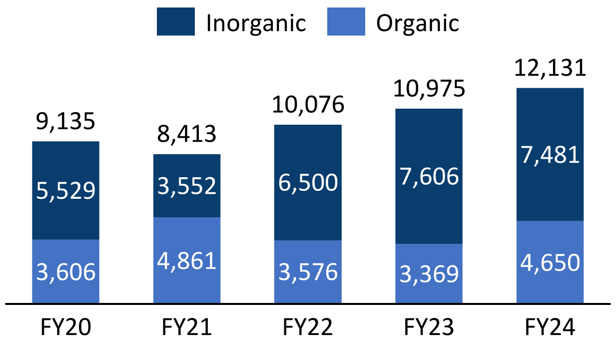
Geographic-Wise (%)



Business-wise (%)



Sales Volume (MT)



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Export data are inclusive of Deemed Exports

Balance Sheet

ASSETS (Rs. Crs)	Mar-24	Mar-23
Non-Current Assets		
a) Property, Plant And Equipment	146.5	141.4
b) Capital Work in Progress	42.4	13.6
c) Right Of Use Asset	0.0	0.0
d) Intangible Assets	0.0	0.0
e) Other Financial Assets	0.9	84.0
f) Other Non-Current Assets	2.3	3.0
Sub-Total - Non-Current Assets	**192.1**	**242.0**
Current Assets		
a) Inventories	61.6	79.0
b) Financial Assets		
i)Trade Receivables	81.9	67.6
ii) Cash And Cash Equivalents	7.1	44.4
iii) Bank Balances	163.5	86.4
iv) Other Financial Assets	9.6	4.3
c) Other Current Assets	21.8	24.4
d) Current tax assets	7.7	5.1
Sub-Total - Current Assets	**353.2**	**311.4**
Total - Assets	**545.2**	**553.4**

EQUITY AND LIABILITIES	Mar-24	Mar-23
EQUITY AND LIABILITIES		
Equity		
a) Equity Share Capital	36.6	36.6
b) Other Equity	439.8	420.7
Total Equity	**476.4**	**457.4**
Liabilities		
Non-Current Liabilities		
a) Financial Liabilities		
i) Borrowings	0.4	0.7
ii) Lease Liabilities	0.0	0.0
iii) Other financial liabilities	0.0	0.8
b) Non current Provisions	0.3	0.1
c) Deferred Tax Liabilities (Net)	4.4	3.1
Sub-Total - Non-Current Liabilities	**5.1**	**4.7**
Current Liabilities		
a) Financial Liabilities		
i) Borrowing	42.3	63.2
ii) Trade Payables	12.1	21.4
iii) Other Financial Liabilities	5.5	4.1
iv) Lease Liabilities	0.0	0.0
b) Other Current Liabilities	3.6	2.4
c) Short Term Provisions	0.2	0.0
d) Current tax Liabilities	0.0	0.0
Sub-Total - Current Liabilities	**63.7**	**91.3**
Total - Equity And Liabilities	**545.2**	**553.4**

Thank You

Chemcon Speciality Chemicals Ltd.
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