



# **Chemcon Speciality Chemicals Limited**

## **Investor Presentation – August 2022**



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# Q1 FY23 Highlights



*“We are delighted to report the highest ever quarterly performance led by healthy demand across the product portfolio. For Q1FY23, we have registered a revenue of Rs 89.4 crores, a growth of 56% on YoY basis. Both HMDS and CMIC are gaining traction and are currently performing satisfactorily. CMIC's newly expanded capacity is also contributing to the growth, and production is expected to ramp up in the coming quarters. On the other hand, the Bromide chemicals have recorded a strong performance on the back of a high-order book. We anticipate consistent performance from these chemicals in the coming months.*

*Commercial production of P9 unit is expected to commercialize by end of Q2FY23 whereas we are targeting P10 unit to commence by end of this financial year. Post expansion program, we will be well prepared to arrest the upcoming opportunities not only for existing products but also for new products. Some of the new products which we are targeting are primarily imported substitutions.*

*Our technological expertise has propelled us to the forefront throughout the years, and we are well positioned to capitalize on prospects in pharmaceutical chemicals. We are persistently working to restore business growth and extend our product offering to our clients. India is still a net importer of numerous pharmaceutical chemicals, so there is vast headroom for a manufacturer like us to establish ourselves as a long-term trusted and sustainable partner.”*

**Mr. Kamal Aggarwal,**

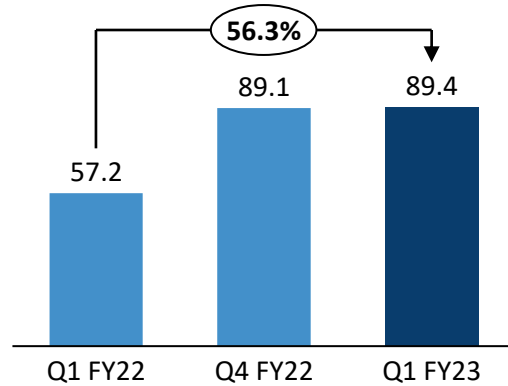
**Chairman & Managing Director**

- *Board of Directors has approved the payment of Interim dividend of Rs. 4/- per share of face value of Rs. 10/- each (@ 40% of face value of share) for the financial year 2022-23.*

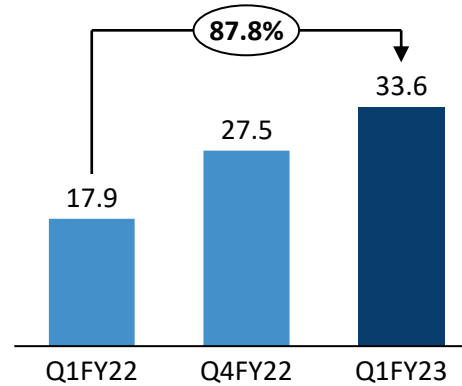


# Performance Highlights

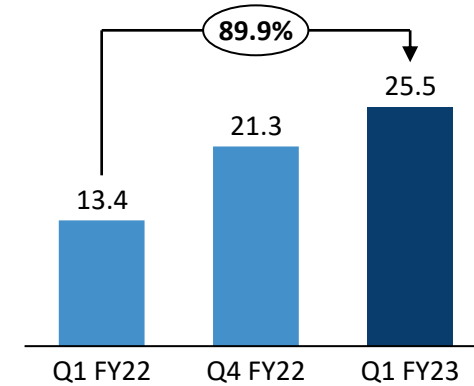
Total Revenue (Rs. Cr)



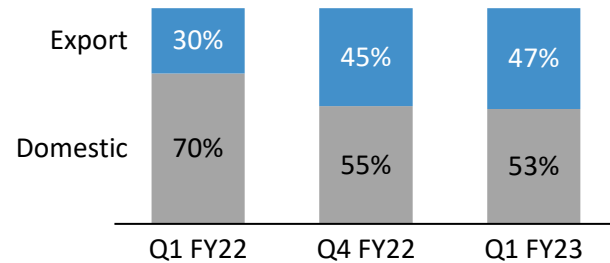
EBITDA (Rs. Cr)



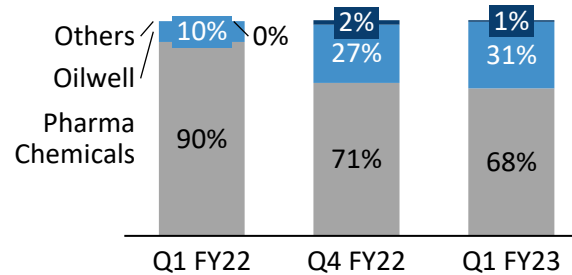
PAT (Rs. Cr)



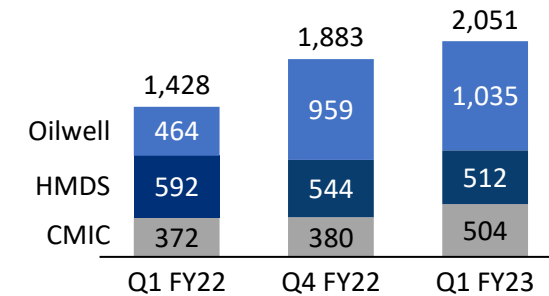
Geographic-Wise (%)



Business-wise (%)

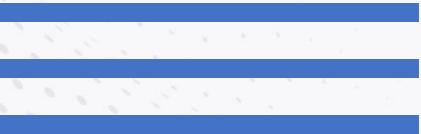


Production Volume (MT)



# Profit & Loss Statement

Particulars (Rs. Crs)	Q1 FY23	Q1 FY22	Y-o-Y
<b>Revenue from Operations</b>	<b>89.4</b>	<b>57.2</b>	<b>56.3%</b>
Cost of Goods Sold	38.2	28.7	
Employee Cost	5.6	4.3	
Other Expenses	12.0	6.4	
<b>EBITDA</b>	<b>33.6</b>	<b>17.9</b>	<b>87.8%</b>
<b>EBITDA Margin</b>	<b>37.5%</b>	<b>31.2%</b>	
Other Income	2.7	1.9	
Depreciation	1.9	1.5	
<b>EBIT</b>	<b>34.3</b>	<b>18.3</b>	
Finance Cost	0.2	0.2	
<b>Profit before Tax</b>	<b>34.1</b>	<b>18.1</b>	
Tax	8.7	4.6	
<b>PAT</b>	<b>25.5</b>	<b>13.4</b>	<b>89.9%</b>
<b>PAT Margin %</b>	<b>28.5%</b>	<b>23.4%</b>	
Basic EPS (In Rs.)	6.95	3.66	



# Company Overview



# Company Snapshot

Incorporated in 1988

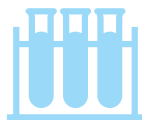
Manufacturer of Speciality  
Chemicals

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

Business Verticals: Pharmaceuticals  
& Oilwell Completion Chemicals

Manufacturing Facilities near  
Manjusar, Vadodara, Gujarat

8 Operational Plants, 6 Owned and 2  
lease 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

**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**

- » First sale of **CMIC**

**FY15-16**

- » 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 upto 600 MTPA of Hi-Purity HMDS
- » Product development of **New Chemicals 4 CBC and 2,5DHT completed**
- » Commercial supplies of 4CBC started

**FY22**

- » **Increase in CMIC & TMCS Capacity** by commissioning of plant P8



## Global Presence

FY22 Export  
Contribution\*:

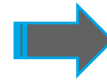
**~37%**

## 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**

# Entry Barriers

## Complex Chemistry

- » The involvement of complex chemistry in the manufacture of the Products, which is difficult to commercialize on a large scale

## Stringent Impurity Measure

- » Our processes and products are subject to, and measured against, high quality standards and stringent impurity specifications

## Long Gestation Period

- » Customer acquisition involves a long gestation period, resulting in a very few players being involved in manufacturing of the products

## Entry Barriers

## Technical Know-how

- » Handling chemicals requires a high degree of technical skill and expertise and operations involving such hazardous chemicals ought to be undertaken only by personnel who are well trained to handle such chemicals

## Regulatory Norms

- » To comply with all regulatory norms and filings with various agencies

## High Replacement Cost

- » Any change in the vendor of the product may require significant time and cost for the customer

# Key Long-Term Relationships



## Pharmaceutical Chemicals

HMDS

CMIC



## Oilwell Completion Chemicals

Inorganic  
Bromides



Shree Radha  
Overseas

CC Gran Limited  
Liability Company

Longstanding  
Clients

Strong Base

New Product  
Development

New Customer  
Reach

Top 5 customers  
contribute < 50%

Top 10 customers  
contribute < 65%

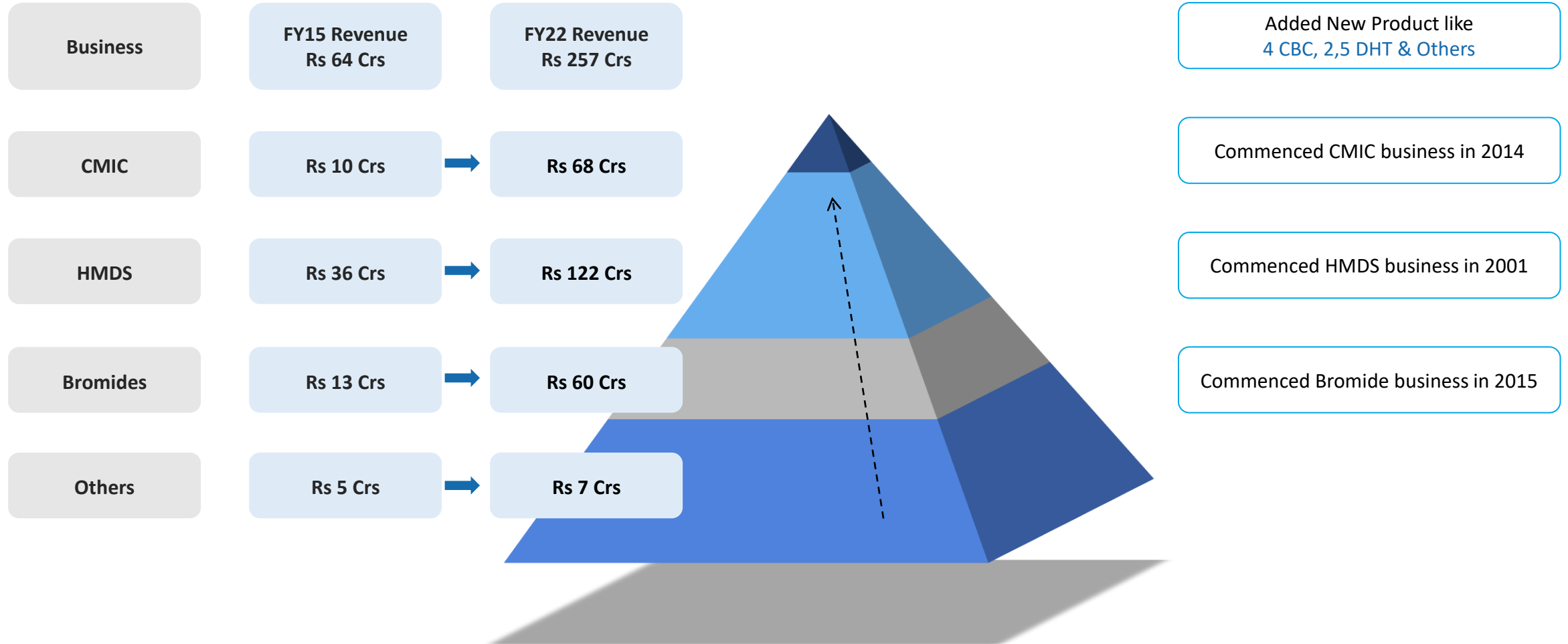
Few customers age  
more than 2  
decades with us

Top 7 customers  
have been with us  
for more than 4  
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



# Board of Directors : Experienced Team



## Kamalkumar Rajendra Aggarwal

Chairman and Managing Director

- » Holds Diploma in Petrochemical Technology (Plastic Technology) from the Maharaja Sayajirao University of Baroda, Gujarat
- » He has more than 26 years of experience in the specialized chemicals industry. He has been on our Board since January 19, 2004



## Navdeep Naresh Goyal

Deputy Managing Director

- » He has more than 11 years of experience in operations. He has been on the Board since April 1, 2015.
- » He is actively involved in the decision making and management of day-to-day operations.



## Rajesh Chimanlal Gandhi

Whole-time Director and Chief Financial Officer

- » Holds a Bachelor's Degree in Commerce from Gujarat University
- » He has more than 23 years of experience in finance & accounts and related operations. He has been on our Board since May 1, 2012



## Himanshu Purohit

Whole-time Director

- » He holds a Master's Degree in Science in Inorganic Chemistry from the Sardar Patel University, Gujarat
- » He has more than 23 years of experience in production related operations. He has been on our Board since May 1, 2012



## Rajveer Aggarwal

Whole-time Director

- » He holds a bachelor's degree in chemical engineering from the Gujarat Technological University, Gujarat
- » He has more than six years of experience in operations. He has been on the Board since Oct 2017

# Board of Directors : Independent Directors



**Lalit Chaudhary**

Independent Director

- » He holds a bachelors' degree in commerce from the Sardar Patel University, Gujarat Limited as a director since 1993.
- » He has more than 21 years of experience as an entrepreneur. He has been on the Board since April 29, 2019



**Pradeep Agarwal**

Independent Director

- » Qualified as Chartered Accountant and Company Secretary
- » He is also an Independent Director of Bharat Petroleum Corporation Limited and also engaged in social activities
- » He has more than 25 years of experience. He also acts as a Trustee of the various Trusts



**Bharat Shah**

Independent Director

- » He holds a bachelor's degree in science from the Maharaja Sayajirao University of Baroda, Gujarat.
- » In the past, he has been associated with Bank of Baroda in various roles
- » He has more than 38 years of experience in the financial services sector. He has been on the Board since April 29, 2019



**Neelu Shah**

Independent Director

- » She holds a bachelor's degree in science from Kanpur University, UP and an MBA from the Jiwaji University, Gwalior
- » She has 6 years of experience in sales and has been on the Board since April 29, 2019



**Samir Chandrakant Patel**

Independent Director

- » He holds a master's degree in science from the Sardar Patel University, Gujarat.
- » He has more than 31 years of experience. He has been on the Board since April 29, 2019

# 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



# Market Overview



	HMDS	CMIC	Oilwell Completion Chemicals
Global Market Capacity (CY19)	~35,700 MT	~6,880 MT	~362,000 MT
Global Market Production (CY19)	~25,390 MT	~3,927 MT	~246,000 MT
Chemcon Production (FY22)	2,068 MT	1,295 MT	2,703 MT
Chemcon Share in Global Market	> 5%	> 30%	~1%
Domestic Import (CY19)	~1,622 MT	~1,574 MT	-

**We are well positioned to substitute imports and maintain growth trajectory**

Source: Frost & Sullivan

## Hexamethyldisilazane / Hexamethyldisilane

- » 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 and may also be used in the semiconductor electronics industry and in vinyl silicone rubber to improve their tearing strength

### Key Attributes\*

Only Manufacturer in India

3rd Largest Manufacturer Worldwide

### Capacity

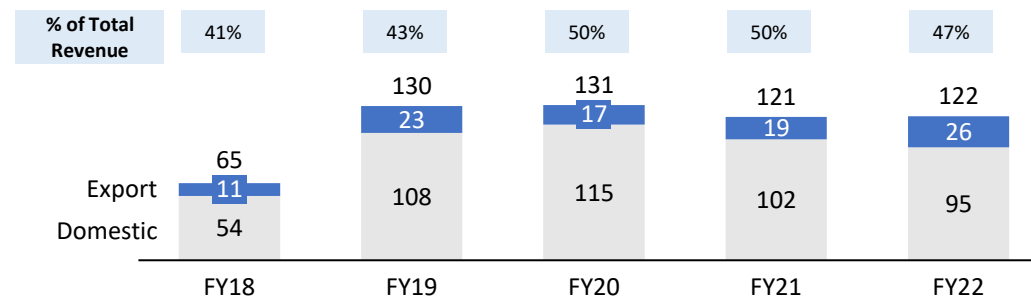
Product	Period	Capacity	Production	Utilisation
HMDS	FY22	4,200	2,068^	49%
Hi-Purity HMDS	FY22	600	-	

^Includes Outsource Capacity

### End Applications

- » **Pharmaceutical:** As a silylating agent in the process of manufacture of pharmaceutical drugs of the Penicillin group
- » **Semiconductor:** Surface treatment agent of diatomite, white carbon black, titanium and blond additives of photoresist
- » **Organic Synthesis:** Precursor to many bases common in organic synthesis and organometallic chemistry
- » **Others:** Photolithography, electron microscopy and pyrolysis gas chromatography-mass spectrometry

### Business Performance (Rs in Cr)



Source: Frost & Sullivan \*Above data are as per CY19  
Export data are inclusive of Deemed Exports

## Chloromethyl Isopropyl Carbonate

- » CMIC (chloromethyl isopropyl carbonate) is an antiviral drug intermediate product, which is a key intermediate for anti-AIDS and anti-hepatitis B drug Tenofovir
- » The downstream product of chloromethyl isopropyl carbonate, Tenofovir is a nucleotide antiviral drug developed by Gilead Corporation of the United States. Tenofovir and its combination preparations have become the largest sales of anti-AIDS drugs

### Key Attributes\*

Largest Manufacturer  
Worldwide

### Capacity

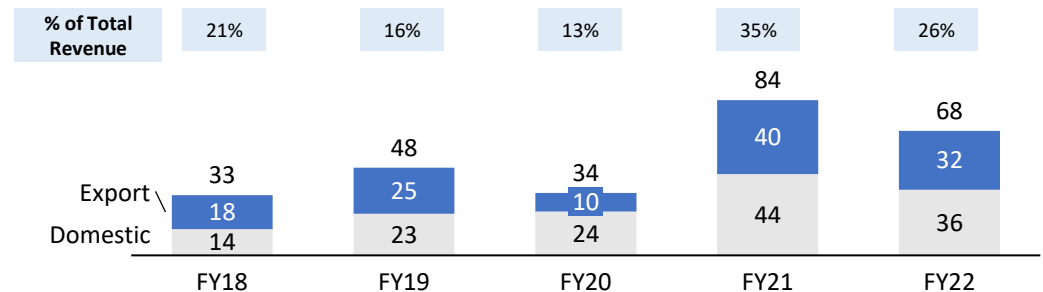
Product	Period	Capacity^	Production	Utilisation
CMIC	FY22	1,800	1,295	~72%

^Exclude recently added capacity of 1,200 MT

### End Applications

- » CMIC is mainly used in pharmaceutical industry as a key intermediate for anti-AIDS anti-hepatitis B drug Tenofovir
- » CMIC can also be used in synthesis of other antiviral drugs

### Business Performance (Rs in Cr)



Source: Frost & Sullivan \*Above data are as per CY19  
Export data are inclusive of Deemed Exports

## Inorganic Bromides: Calcium Bromide, Zinc Bromide and Sodium Bromide

- » Oilwell Completion Chemicals are used to complete the well and is normally a salty solution made up of chlorides or bromides
- » In addition to cleaning the wellbore, after the drilling is finished, completion chemical is used to control the pressure down-hole, prior to and while well completion operations are in progress
- » We manufacture a range of inorganic bromides, namely: Calcium Bromide (solution and powder), Zinc Bromide (solution) & Sodium Bromide (solution and powder)

### Key Attributes\*

Only Manufacturer of  
Zinc Bromide in India

Largest Manufacturer of  
Calcium Bromide in India

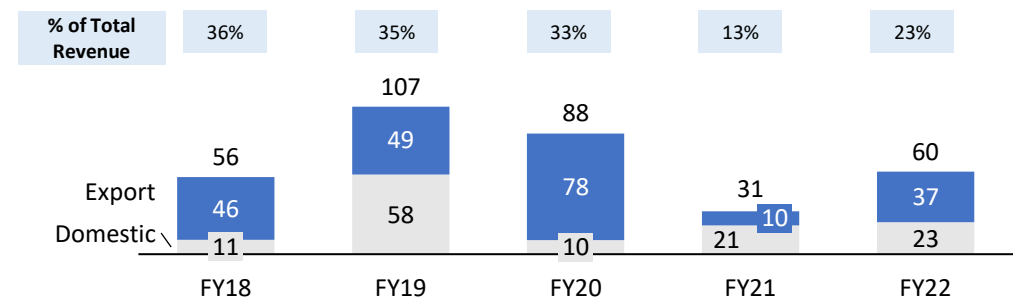
### Capacity

Product	Period	Capacity	Production	Utilisation
Bromides (Total)	FY22	15,000	2,703	~18%

### End Applications

- » **Sodium Bromide (NaBr)** : Used alone or in a combination with sodium chloride or zinc bromide to form clear workarround and drilling fluids; useful when used in formations that are known to have sensitivity towards calcium
- » **Zinc Bromide (ZnBr<sub>2</sub>)**: Clear, solid-free brine fluid; it can be used with other bromides and chlorides to prepare non-damaging liquids
- » **Calcium Bromide (CaBr<sub>2</sub>)**: Used as a completion and work-over fluid to control wellbore pressures in upstream oil & gas operations

### Business Performance (Rs in Cr)



Source: Frost & Sullivan \*Above data are as per CY19  
Export data are inclusive of Deemed Exports



# Manufacturing Facilities



Dedicated Plants



Multipurpose Plants



In-house Laboratory



Warehouses

Improving  
Efficiencies

# Manufacturing Facilities

Plant No	Product categories	Product Manufactured	Installed Capacity (MT P.A)	Volume Reactor Capacity (In KL)
P-3 & P-7	Pharmaceutical Chemicals	HMDS and ancillary products	4,200	177.80
P-2		HMDS (hi-purity)	600	13.00
P-4		CMIC	3,200	121.75
P-6		Multipurpose Capacity - CMIC, 4 CBC & 2,5 DHT		
P-8		Multipurpose Capacity - TMCS, CMIC	3,600	
P-9		Proposed Multipurpose Capacity (Pharma Intermediate Chemicals)	Q2FY23e	
P-10		Proposed Multipurpose Capacity (Pharma Intermediate Chemicals)	Q4FY23e	
P-5	Oilwell Completion Chemicals	Calcium Bromide (solution), Zinc Bromide (solution) and Sodium Bromide (solution)	14,400	57.30
P-1		Calcium Bromide (powder)	600	5.00
Total Capacity (MTPA)			26,600	374.85

Located at Manjusar near Vadodara, Gujarat

8 Operational Plants

2 Proposed Expansion Plants under process

In-House R&D Laboratory

6 Owned + 2 Lease Warehouses

2 Marketing Offices in Mohali & Hyderabad

- » eHMDS (also known as hi purity HMDS) capacity can be used for HMDS
- » CMIC capacity can be used for HMDS purpose
- » P7 has the flexibility to manufacture 4 CBC & 2,5 DHT products

## Capacity Expansion

- » We intend to build two additional plants P9 & P10 unit in FY23
- » These additional plants will manufacture chemicals which are principally used in the pharmaceutical industry

## Import Substitution

- » India's current domestic demand is being catered by imports for HMDS and CMIC
- » We are the only manufacturer of HMDS in India and the largest manufacturer of CMIC in India in terms of production in the calendar year 2019, aims to capitalize on the potential growth in the demand for CMIC and HMDS in India and to substitute imports

## Exploring New Applications

- » Aim to expand the sale of our products to other industries where our products have an application
- » For instance, for HMDS, we aim to market our products for end-use applications in other industries including the rubber and semiconductor manufacturing industry
- » Company has recently commissioned a new plant specifically to produce high purity HMDS which finds usage in semiconductor industry

## Cost Efficiencies

- » We intend to continue to be cost-efficient in the production of our products. This efficiency is achieved through strategies like –
  - Having a large single-location manufacturing facility
  - Dedicated plants for each product
  - Process re-engineering for efficient raw material consumption
  - Being a sizeable player in the industry in each of our products



# Way Forward

**Strong Growth in**

**Pharma Industry**



**Moderate Recovery  
in**

**Oil Industry**



**Exploring  
Opportunities in**

**New Products**



**Leading to Long Term Sustainable Growth**

**New Products, New Clients, New Applications, New Opportunities**

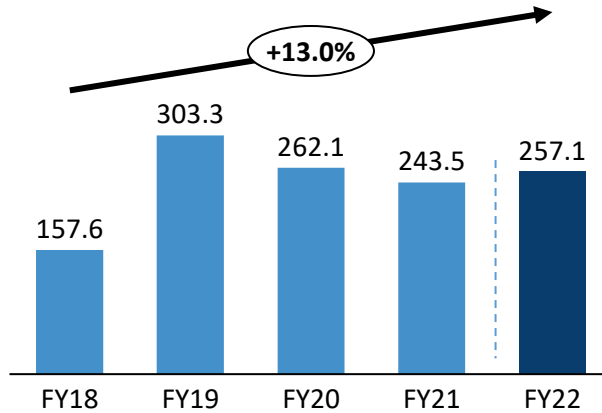


# Financial Highlights

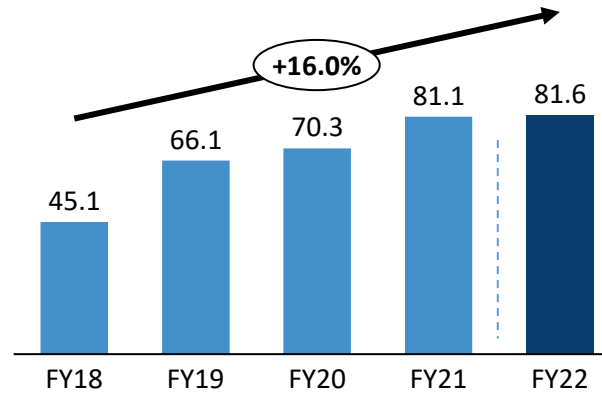


# Financial Trends

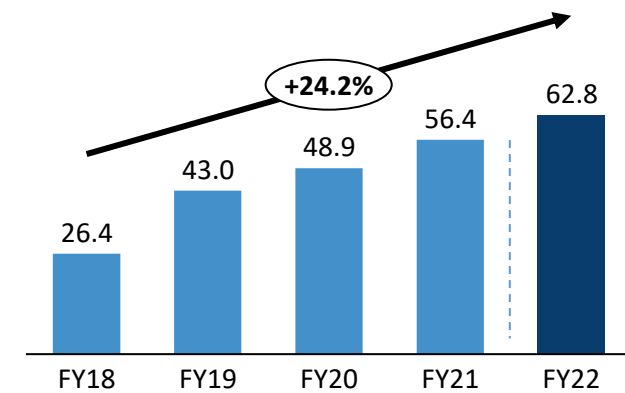
Total Revenue (Rs. Cr)



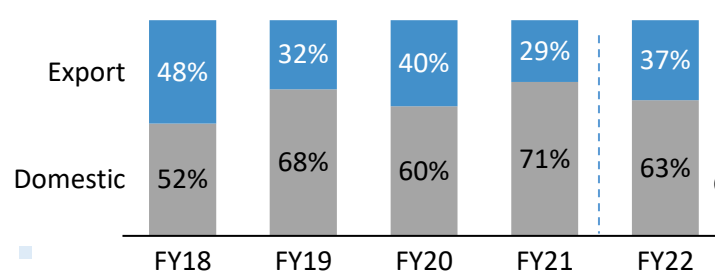
EBITDA (Rs. Cr)



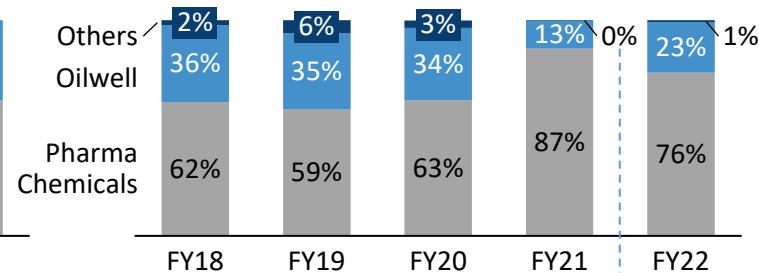
PAT (Rs. Cr)



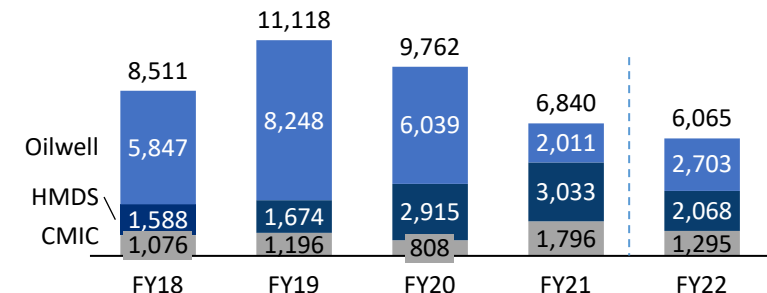
Geographic-Wise (%)



Business-wise (%)

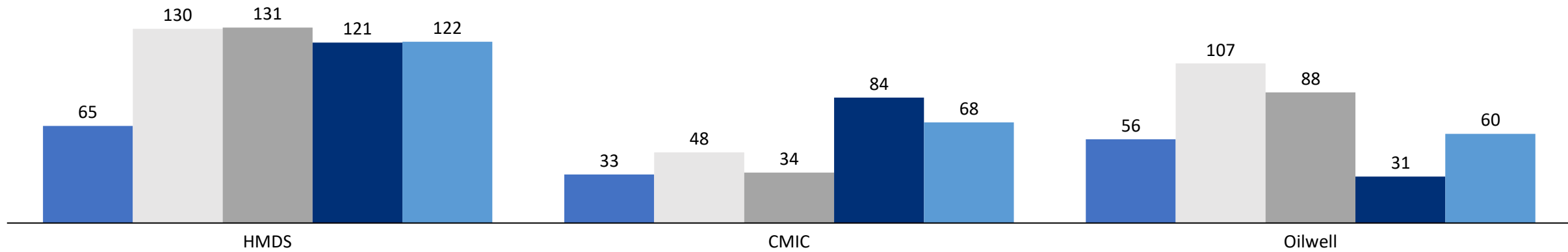


Production Volume (MT)



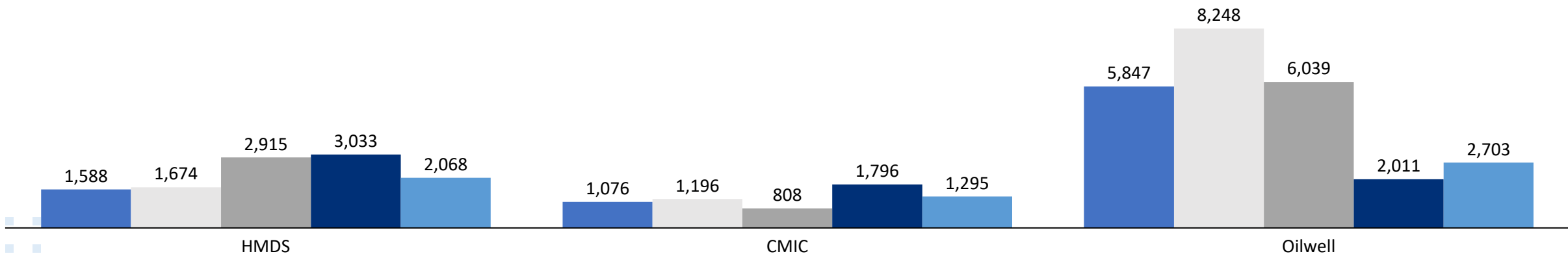
# Performance Highlights

Total Revenue (Rs. Cr)



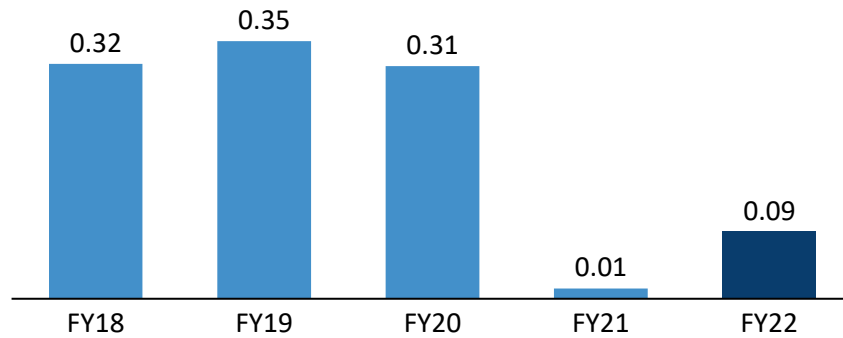
FY18 FY19 FY20 FY21 FY22

Production Volume (MTPA)

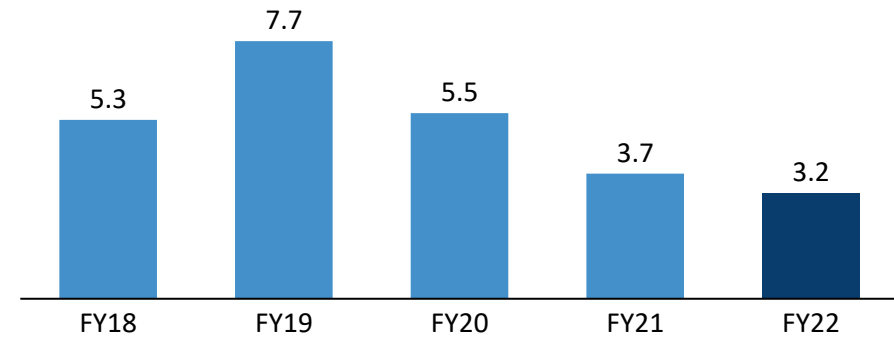


# Key Ratios

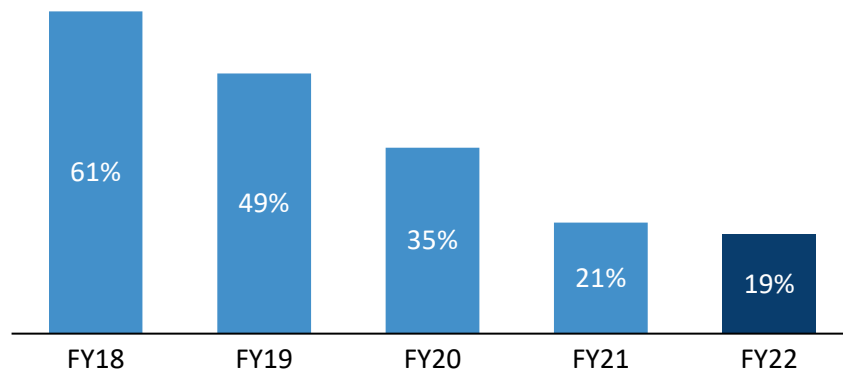
Net Debt/ equity (x)



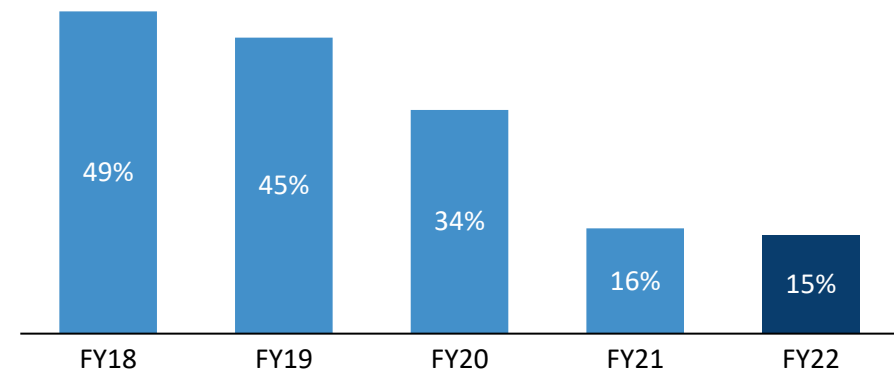
Fixed Asset  
Turnover(x)



ROCE (%)



ROE (%)



# Utilisation of the Net IPO Proceeds

Particulars	Original Cost (as per Prospectus)	Revised Cost	Utilisation Upto 30-06-2022	Unutilisation Amounts as on 30-06-2022
Capital expenditure towards expansion of Manufacturing Facility	41.0	41.0	41.0	-
Incremental working capital requirement	90.0	90.0	90.0	-
General corporate purposes*	18.8	19.3	15.8	3.5
<b>Total</b>	<b>149.8</b>	<b>150.3</b>	<b>146.8</b>	<b>3.5</b>

\*The revision in general corporate purposes expense is on account of reduction in offer expense as compared to estimated.  
IPO Proceeds which were unutilized as of June 30<sup>th</sup> 2022 were temporarily invested in deposits with scheduled commercial bank.

# Thank You



**Chemcon Speciality Chemicals Ltd.**

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Mr. Rajesh Gandhi - CFO

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**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Mr. Shrikant Sangani / Ms. Pankti Majithia

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