

SHREE PUSHKAR CHEMICALS & FERTILISERS LIMITED

Q2 FY24 Investor Presentation

2023

www.shreepushkar.com



**SCALABLE &
SUSTAINABLE**

Unique Zero Waste Company



Commenting on the recent performance, Mr. Punit Makharia, Chairman and Managing Director said:

“I am pleased to share the financial results for Q2 FY24, reflecting our commitment to growth and resilience amid challenging external factors. In this quarter, our company achieved a 2% revenue increase, reaching Rs. 185 crore compared to FY23 Q2. Notably, our EBITDA also grew by 2% to Rs. 14 crore, with a sustainable 7.5% margin. Furthermore, our PAT surged by 74% to Rs. 8.5 crore YoY, a remarkable achievement given geopolitical tensions, global demand pressure, supply chain disruptions, and inflationary pressures.

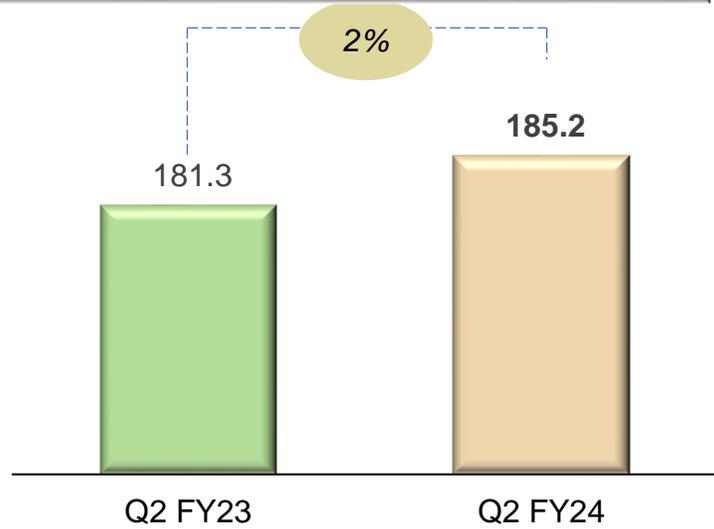
We maintained a prudent approach, avoiding costly inventory accumulation and bad debts. We prioritized sustainability over rapid top-line growth, kept working capital in check, and closely monitored commodity prices and market trends. Our chemical division showed impressive volume growth of 15% in Q2 FY24 and 26% in H1 FY24. Though our fertilizer division saw a slight volume reduction, realizations in Q2 FY24 were higher compared to FY23 Q2.

We remain optimistic about our future growth, driven by improved capacity utilization and enhanced operational efficiencies.”

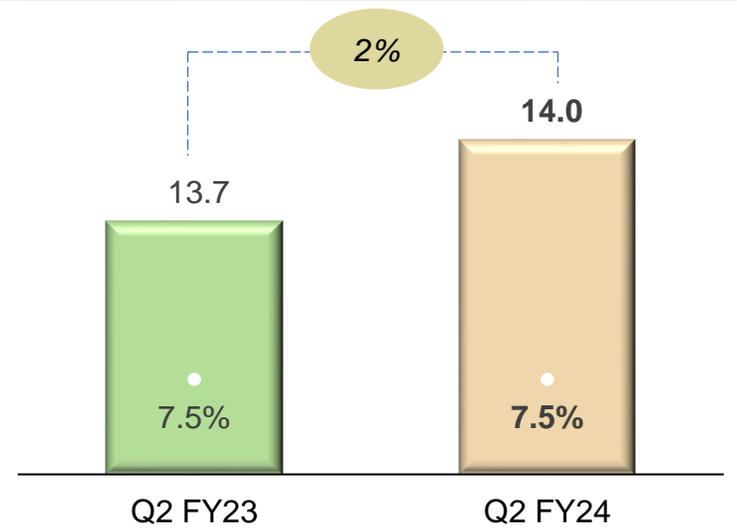


Q2 and H1 FY24 Consolidated Financial Highlights

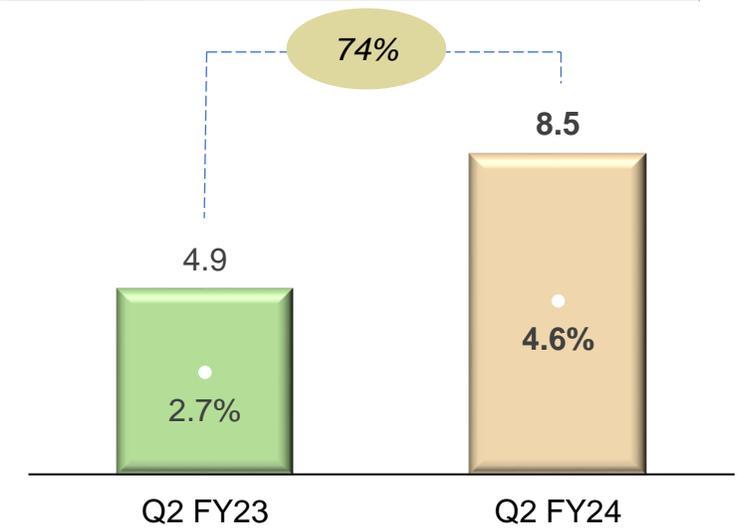
Revenue



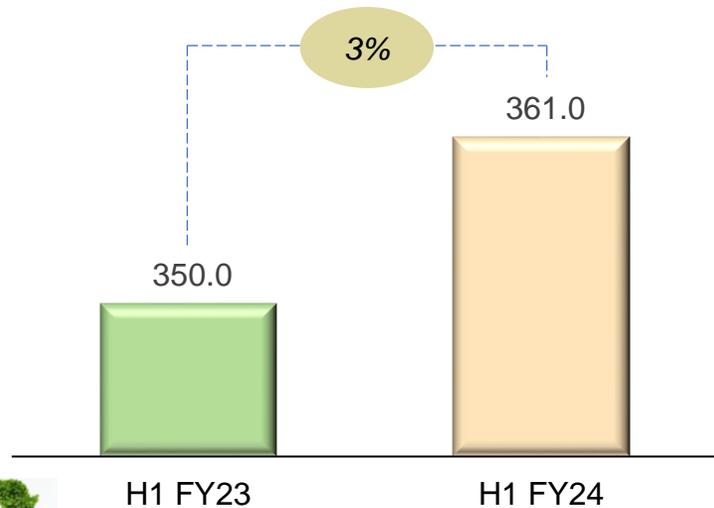
EBITDA and EBITDA Margins



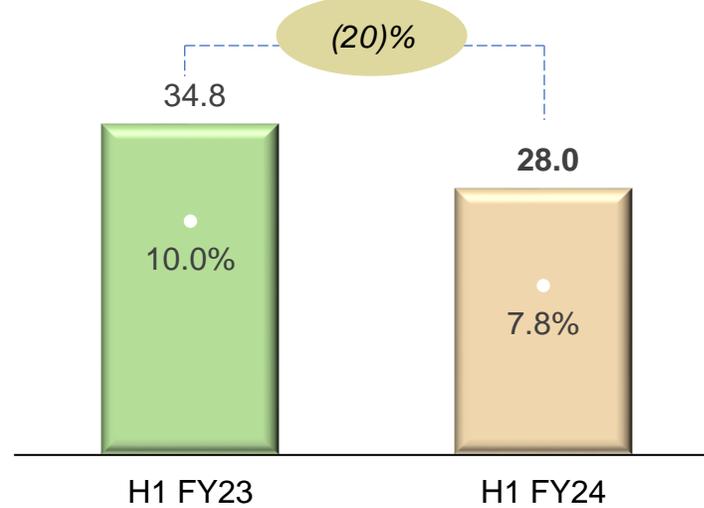
PAT and PAT Margins



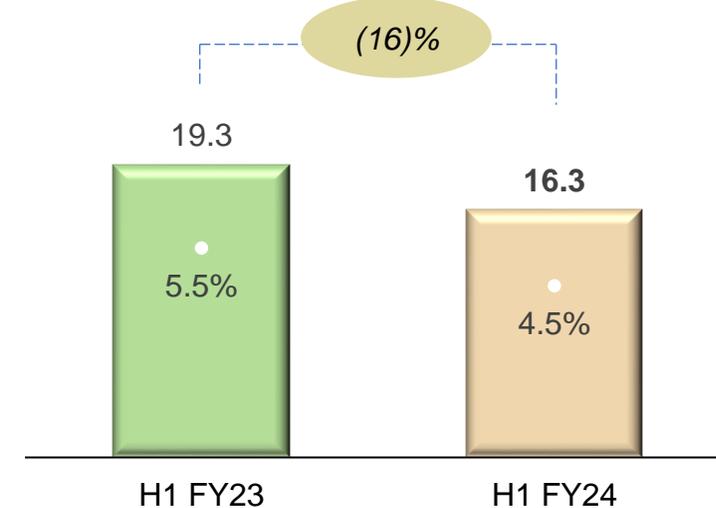
3%



(20)%

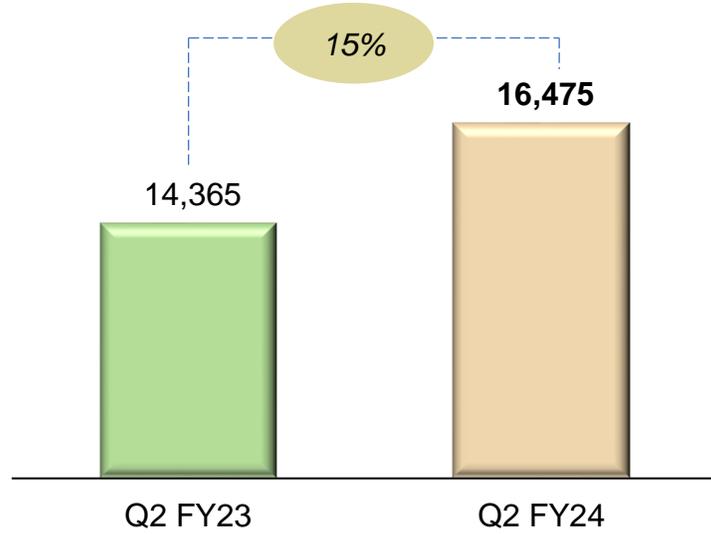


(16)%

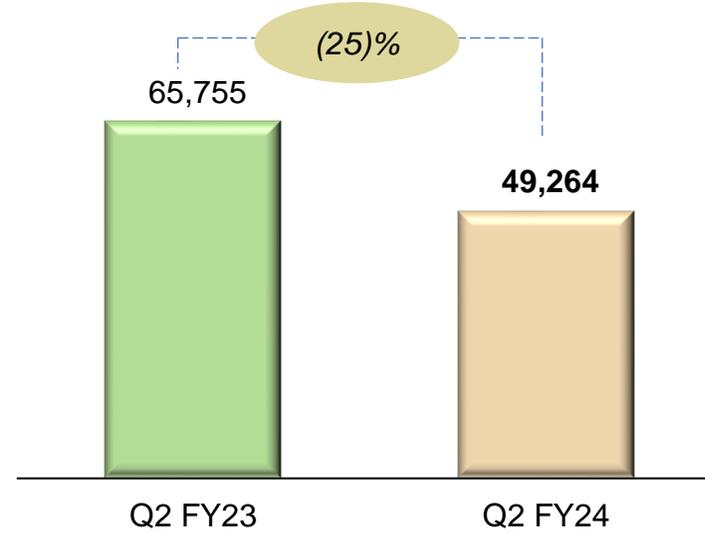


Q2 and H1 FY24 Consolidated Operational Highlights

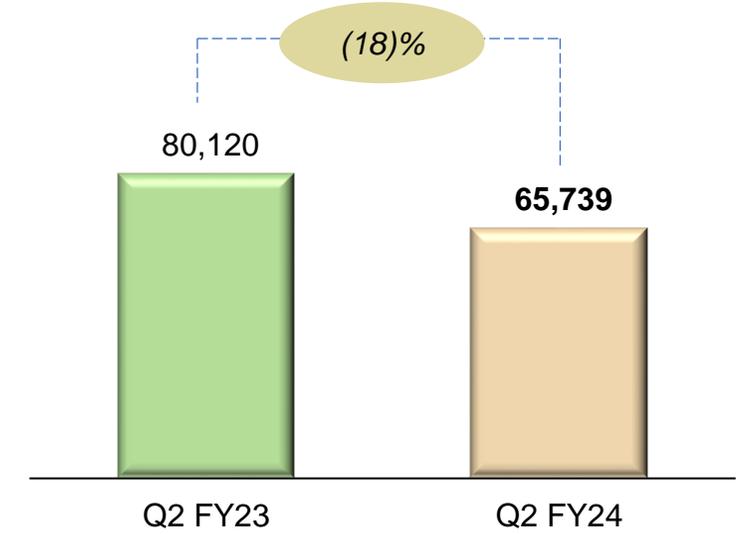
Chemicals



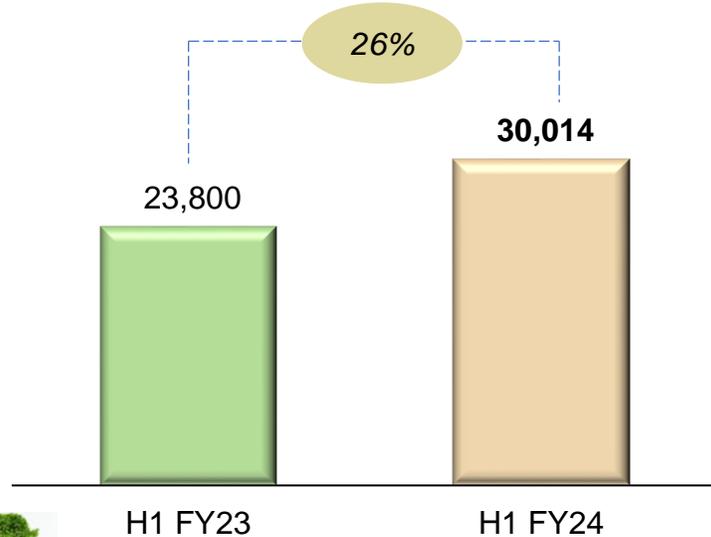
Fertilizers



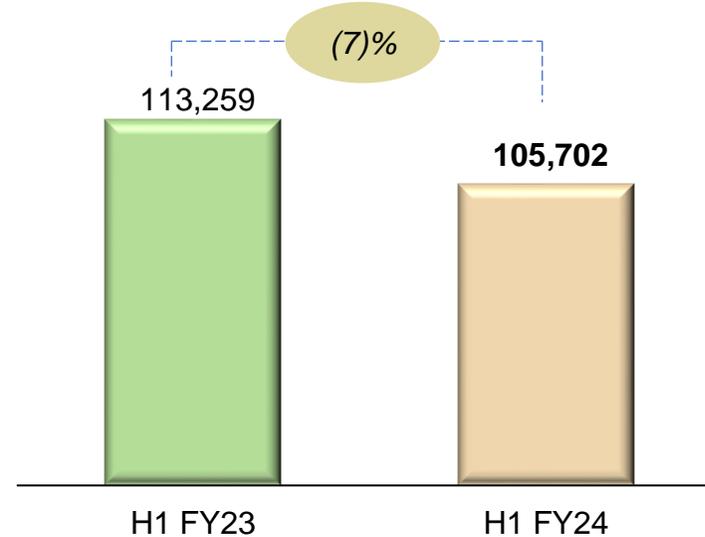
Total



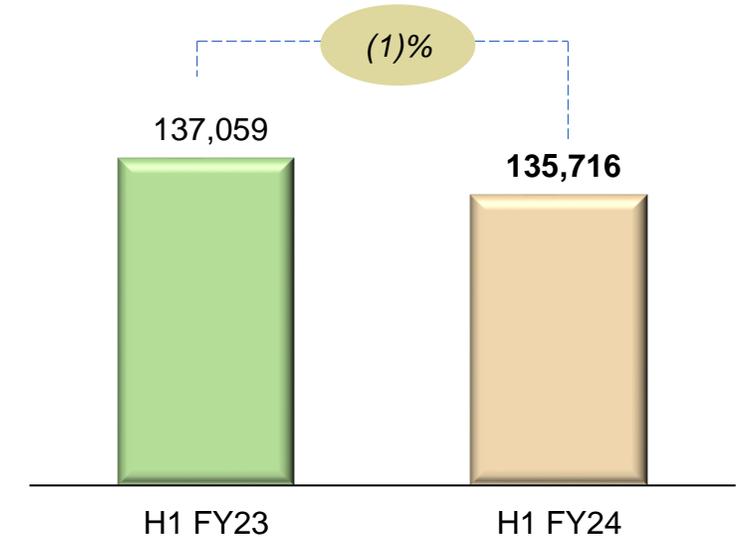
26%



(7)%



(1)%



Q2 FY24 Consolidated Profit and Loss Statement

Profit & Loss Statement (Rs. in Cr)	Q2 FY24	Q2 FY23	Y-o-Y %	Q1 FY24	Q-o-Q %	H1 FY24	H1 FY23	Y-o-Y %
Revenue from Operations	185.2	181.3	2%	175.5	6%	360.7	350.0	3%
Cost of Materials Consumed	123.0	122.6		112.3		235.3	220.7	
Changes in Inventories	(0.7)	0.2		3.3		2.6	7.7	
Gross Profit	62.9	58.5	8%	59.9	5%	122.9	121.6	1%
GP Margin %	34.0%	32.3%		34.1%		34.1%	34.7%	
Employee Benefits Expense	12.3	10.4		9.8		22.1	19.0	
Other Expenses	36.6	34.4		36.1		72.7	67.8	
EBITDA	14.0	13.7	2%	14.0	(0.1)%	28.0	34.8	(20)%
EBITDA Margin %	7.5%	7.5%		7.9%		7.8%	10.0%	
Other Income	2.9	2.6		1.9		4.8	3.5	
Depreciation and Amortisation Expense	5.4	4.8		5.4		10.8	8.7	
EBIT	11.4	11.5	(1)%	10.5	8%	21.9	29.7	(26)%
Finance Costs	0.2	0.5		0.5		0.7	0.8	
PBT	11.2	10.9	3%	10.0	12%	21.2	28.9	(27)%
Total Tax Expense	2.7	6.1		2.1		4.8	9.6	
Profit for the year	8.5	4.9	73%	7.9	8%	16.3	19.30	(16)%
PAT Margin %	4.6%	2.7%		4.5%		4.5%	5.5%	



Balance sheet

Equity & Liabilities (Cr)	Sep 23	Mar 23
Equity		
(a) Equity Share Capital	31.6	31.6
(b) Other Equity	422.3	406
Total Equity	453.9	437.6
Non-Current Liabilities		
(a) Financial Liabilities		
(i) Lease liabilities	0.1	0.2
(ii) Borrowings	0.3	1.9
(b) Provisions	1.2	1
(c) Deferred tax Liabilities (Net)	35.2	33.6
(c) Other Non-current liabilities	1.3	1.2
Total Non-Current Liabilities	38.2	37.8
Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	123.8	63.3
(ii) Lease Liabilities	1.0	1.8
(iii) Trade Payables	82.4	95.8
(iv) Other Financial Liabilities	0.4	2.9
Other current liabilities	11.5	16.0
Provisions	0.4	0.4
Current tax liabilities (net)	1.2	1.4
Total Current Liabilities	220.7	181.5
Total Equity & Liabilities	712.8	657.0

Assets (Cr)	Sep 23	Mar 23
Non-Current Assets		
(a) Property, plant and equipment	300.4	307.7
(b) Capital Work in Progress	7.5	0
(c) Goodwill	4.9	4.9
(d) Intangible assets under development	0.0	0
(e) Financial Assets		
(i) Investments	7.5	6.3
(ii) Others Financial Assets	4.1	3.9
Other Non-Current Assets	9.2	1.7
Total Non-Current Assets	333.5	324.5
Current Assets		
(a) Inventories	86.9	82.7
(b) Financial Assets		
(i) Investments	105.2	88.6
(ii) Trade Receivable	141.0	127.9
(iii) Cash and Cash Equivalents	22.6	3.6
(iv) Bank balances other than above	0.3	1.5
(iv) Loans	0.3	0.3
(iv) Other Financial Assets	0.0	1.1
(c) Other Current assets	22.9	26.6
Total Current Assets	379.2	332.4
Total Assets	712.8	657.0

Cash Flow Statement (Rs. Cr)	Sep 23	Sep 22
Cash Flow from Operating Activities		
Profit before Tax	21.2	28.9
Adjustment for Non-Operating Items	6.6	6.3
Operating Profit before Working Capital Changes	27.9	35.2
Changes in Working Capital	(40.4)	9.2
Cash Generated from Operations	(12.5)	26.0
Less: Direct Taxes paid	(3.1)	(5.6)
Net Cash from Operating Activities	(15.6)	20.4
Cash Flow from Investing Activities	(22.8)	(46.4)
Cash Flow from Financing Activities	57.3	13.2
Net increase/ (decrease) in Cash & Cash equivalent	19.0	(12.9)
Cash and cash equivalents at the beginning of the year	3.6	13.0
Cash and cash equivalents at the end of the period	22.6	0.2



Historical Consolidated Profit and Loss Statement

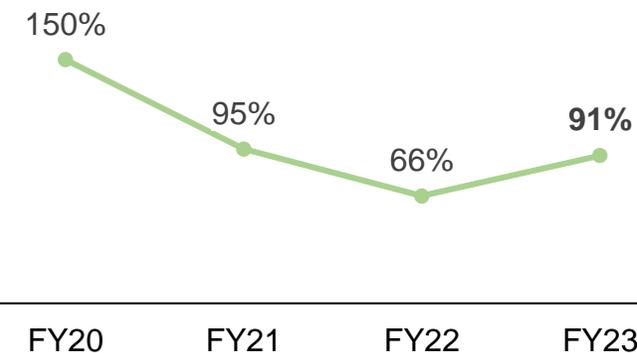
Profit & Loss Statement (Rs. in Crs)	FY23	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	684.0	584.0	354.9	346.3	451.9	395.3
Cost of Materials Consumed	431.1	375.5	199.6	209.6	290.0	295.9
Changes in Inventories	(0.1)	(17.7)	12.4	4.8	12.6	(23.8)
Gross Profit	253.1	226.2	142.9	131.9	149.3	123.2
GP Margin %	37.0%	38.7%	40.3%	38.1%	33.0%	31.2%
Employee Benefits Expense	42.4	38.2	27.0	24.9	30.1	18.7
Other Expenses	142.3	108.3	72.7	56.7	52.1	43.3
EBITDA	68.4	79.7	43.2	50.3	67.1	61.2
EBITDA Margin %	10.0%	13.6%	12.2%	14.5%	14.8%	15.5%
Other Income	7.9	7.2	6.7	3.3	2.4	1.7
Depreciation and Amortisation Expense	18.5	14.1	12.6	11.5	10.0	7.8
EBIT	57.8	72.7	37.3	42.1	59.5	55.1
Finance Costs	2.2	2.0	1.5	2.1	3.7	2.9
PBT	55.6	70.8	35.9	40.0	55.8	52.2
Total Tax Expense	18.3	15.2	7.3	4.3	15.0	15.7
Profit for the year	37.2	55.5	28.5	35.7	40.8	36.5
PAT Margin %	5.4%	9.5%	8.0%	10.3%	9.0%	9.2%



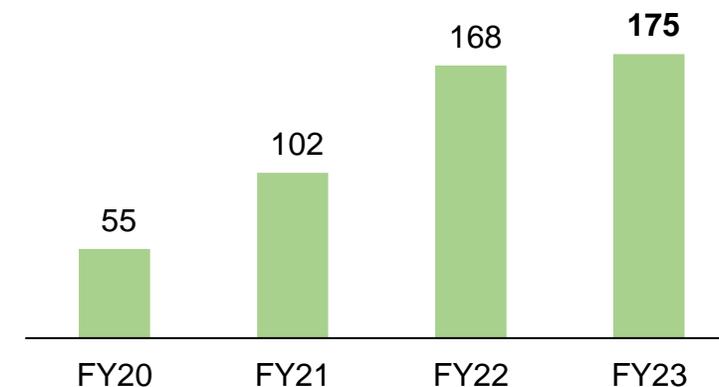
Strong Operating Cash Flow and Net Cash Company

Rs. Crore`	FY20	FY21	FY22	FY23
Long Term Debt	3.9	8.4	7.7	1.9
Short Term Debt	45.1	45.4	80.6	63.3
Total Debt	49.0	53.8	88.3	65.1
Cash & Investments	60.2	68.3	90.4	100.1
Net Debt / (Net Cash)	(11.3)	(14.6)	(2.1)	(35.0)
Total Equity	306.2	339.0	395.5	437.6
Total Debt / Equity (X)	0.16x	0.16x	0.22x	0.15x
Operating Cash Flows	75.6	46.0	53.0	62.0

OCF / EBITDA (%)



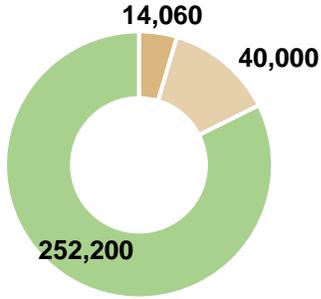
Capex in Crore



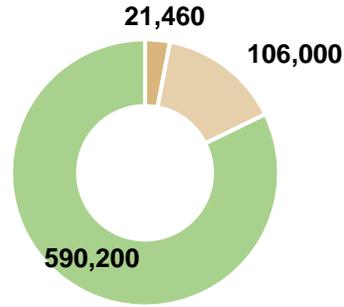
Shree Pushkar Chemicals & Fertilisers at a Glance (1/3)

Capacity Build up (MTPA)

FY20: 306,260



FY23: 717,660



Chemicals Acids Fertilizers

Net Cash Company



In-house Funding of Capex plans



Non-Lien Deposits of Rs. 112.72 crs

1

Fully Backward and Forward Integrated

2

Unique Zero Waste Company

3

Sustainable Backbone

4

Among the Top manufacturers of SSP in India

5

Presence in key states and near to major raw material suppliers

6

Near to End-use market –Customers for fertilizers and crop protection from our 14 offices across India

7

Marketing through 600+ dealers of our own brand & our own distribution channels

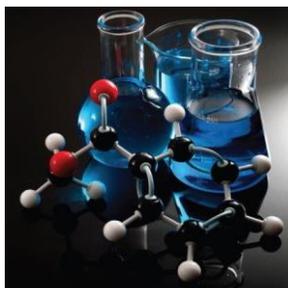
8

Strategic located manufacturing units offering numerous logistics and management control advantages

9

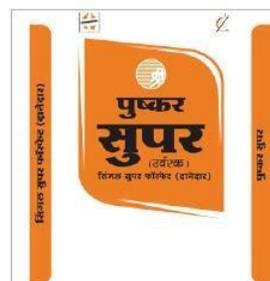
Multi-location Manufacturing facilities for efficient supplies



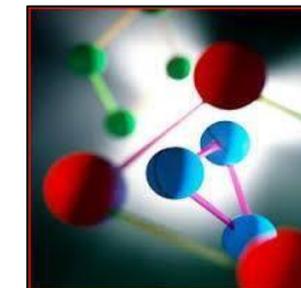


Acid Complex

Compound capable of neutralizing alkalis

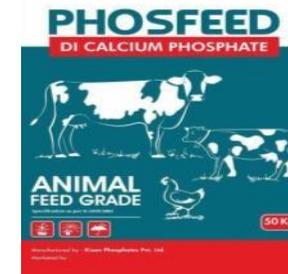


Fertilisers



Dye Intermediates

Single product in 2001 to over 10 products now



Animal Health and Nutrition

Product used as an additive for the feed given to livestock and domestic fowls as supplementary to their requirement of phosphorus and calcium



Dye stuff

Own established brand of Reactive Dyes

Details

Active acid reagent typically used for Sulphonation reaction

The portfolio includes over 15 distinct grades of fertilizers

Wide portfolio under one roof

Product used as an additive for the feed given to livestock and domestic fowls as supplementary to their requirement of phosphorus and calcium

One of the leading manufacturers of reactive dyes primarily

Products Portfolio

- Specialty Dyes

- Single Super Phosphate (SSP)
- Soil Conditioner
- Nitrogen Phosphorus Potassium (NPK)
- Sulphate Of Potash

- K- Acid
- Gamma Acid
- R-Salt
- Vinyl Sulphone
- Meta Ureido Aniline
- H- Acid

- Animal Feed Supplement

- Sulphuric Acid
- Oleum
- Chloro Sulphonic Acid (CSA)

End Customers

Used for Dying of Textile / Yarns commonly cellulosic material

Agriculture

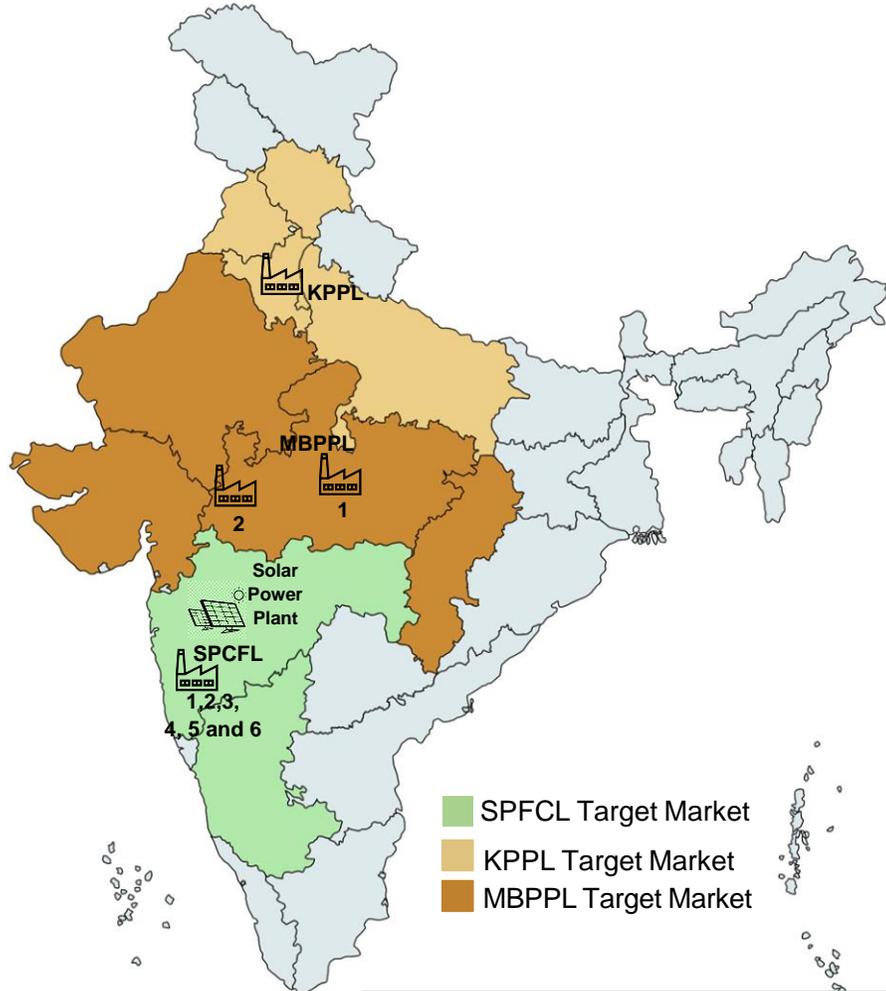
Manufacturers of Synthetic Dyes

Used by Cattle & Poultry Feed manufacturers

An acid reagent used for the sulphonation reaction is utilized in the dyeing of textiles, particularly for cellulosic fibers (cotton, flax, and wool)



Strategically Located Manufacturing Plants for catering to growing markets



Unit 1: Ratnagiri
Maharashtra



Unit 4: Ratnagiri
Maharashtra



MBPPL Unit 1:
Deewanganj Raisen,
Madhya Pradesh



Unit 2: Ratnagiri
Maharashtra



Unit 5: Ratnagiri
Maharashtra



MBPPL Unit 2:
Meghnagar, Jhabua,
Madhya Pradesh



Unit 3: Ratnagiri
Maharashtra



Solar Power Plant
Ahmednagar,
Maharashtra



KPPL
Hissar, Haryana



ZDHC gateway / Registered



The site development for Unit 6 in Ratnagiri, Maharashtra has commenced

1993 ———> 2010

- 1993 Commenced Trading:**
Importing of chemical products and dye intermediates
- 2001 Dye Intermediate:**
Change of focus from trading to manufacturing
- 2002 Backward Integration:**
Started manufacturing in-house Raw Materials and gained cost efficiencies
- 2010 Set up of Acid Complex:**
Started generating for own capacity consumption



2011 ———> 2019

- 2011 Manufacturing SSP and Solid Conditioner:**
Used in-house Acid thereby reducing effluents
- 2015 Listed on NSE and BSE**
- 2016 Forward Integration:**
Up the product value chain with the manufacture of dyestuff
- 2017 Diversification in Product Mix:**
Fertilizers portfolio starting with the manufacturing of SOP 100% Equity Acquisition of Kisan Phosphates Pvt Ltd.
- 2018 Launched 'Dyecol':**
Our Range of Reactive Dyes
- 2019 Installed Sulphuric acid plant:**
In KPPL along with the captive power plant based on a waste heat boiler. Also commissioned a Granulation plant in KPPL of 200 TPD



2021 ———> Onwards

- 2021 Expansion and Acquisition:**
Acquisition of Madhya Bharat Phosphate Pvt Ltd Commenced production of A.H.N.F new plant at Madhya Bharat Phosphate Pvt Ltd unit 2 at Madhya Pradesh
- 2022 Expansion:**
Expansion of current Unit V facility & Solar Project
- 2023 Plant Commissioned:**
Commissioned the Deewanganj plant of MBPPL. Completed setting up of additional capacity of 32000 MTPA in KPPL



Investment Summary (₹ in Crores)						
Facility	Location	Division	Panned Capex	Capex Incurred	Status	Rationale
SPCF: Revamp Unit 1	Ratnagiri, Maharashtra	Acids, Dye Intermediates & Cattle Feed	5	5	Completed Q2FY21	Capacity Expansion
MBPPL: Unit 1 & 2	Meghnagar and Deewanganj, Madhya Pradesh	Single Super Phosphate and NPK	28	28	Completed Q4FY21	Diversification and Capacity Expansion
SPCF: 2 Solar Power of 5.2 MWDC each	Ahmednagar, Maharashtra	Captive Power Consumption	21	21	Completed Q1FY23	Under 'Open access scheme' for Unit 1 and 5
SPCF: Unit 5	Ratnagiri, Maharashtra	Dye Intermediaries and Animal Health & Nutrition	120	120	Completed Q1FY24	Capacity Expansion
SPCF: Unit 5	Ratnagiri, Maharashtra	Chemicals Vertical	106	8.4	Ongoing	Capacity Expansion
SPCF: Unit 4 and 6	Ratnagiri, Maharashtra	Fertilisers Vertical	89	-	Ongoing	Capacity Expansion
Solar Power Plant of 3.8 MWDC	Ahmednagar, Maharashtra	Captive Power Consumption	21	4.8	Ongoing	Under 'Open access scheme' for Unit

Capex of INR 390 Cr. to expand existing capacities, widen product portfolio and forward / backward integration

The combined solar power plants capacity of 5.2 MW_DC (existing) and 3.8 MW_DC (upcoming) will result in a total capacity of 9 MW_DC of electricity for the units located in Ratnagiri, Maharashtra

All planned Capex is funded through internal accruals

■ SPFC Capex
 ■ MBPPL Capex
 ■ Capex Status complete

We place sustainability high on our agenda as it is an integral part of our business strategy



8%

Female employees
in FY23

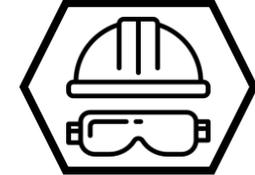
100%
Employees are
covered with health
and accident
insurance



100% employees

Were given safety
and skill up-
gradation training

No accidents
Reported in FY23



5,190,041 KVAH

Renewable
Electricity generated
by solar plant in
FY23

Rs 50.42 Lakhs
Spend on R&D for
developing
sustainable
products in FY22
and FY23



Rs 101.74 Lakhs

Spent on CSR
activities in FY23

Zero
Penalties,
punishment or
compounding of
offences in FY23





Mr. Punit Makharia
Chairman & Managing Director

A C R



Mr. Gautam Makharia
Joint Managing Director

C



Mr. Ramakant Nayak
Non-Executive Director

N S R



Mr. Ishtiaq Ali
Independent Director

A N S



Mr. Satpal Kumar Arora
Independent Director

A N S C



Mrs. Barkharani Nevatia
Independent Director

A R

-  Audit Committee
-  Nomination and Remuneration Committee
-  Stakeholder's Relationship Committee
-  Corporate Social Responsibility Committee
-  Risk Management Committee



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CHEMICALS & FERTILISERS LIMITED

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NSE: SHREEPUSHK

CIN: L24100MH1993PLC071376



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