



August 13, 2024

To,

<b>National Stock Exchange of India Ltd.</b> Exchange Plaza Bldg. 5 <sup>th</sup> Floor, Plot No.C-1 'G' Block, Near Wockhardt, Bandra Kurla Complex Mumbai 400 051 Fax: 26598237/38 Symbol: DCW	<b>BSE Limited</b> Department of Corporate Services, 1 <sup>st</sup> floor, New Trading Ring Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Fax : 22723121/3719/2037/2039 Scrip Code : 500117
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Dear Sir(s)/Madam,

**Sub: Investors' Presentation**

Pursuant to Regulation 30 and Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting herewith the presentation of DCW Limited ("the Company") for the First Quarter ended June 30, 2024, to be made to investors and analysts.

The same is also being uploaded on the Company's website at <https://www.dcwlimited.com> in compliance with regulations 46(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to take the aforesaid information on your record.

Thanking You,

Yours faithfully,

For DCW Limited



**Dilip Darji**  
**Sr. General Manager (Legal) & Company Secretary**  
Membership No. ACS-22527

Encl: A/a

**DCW LIMITED**

HEAD OFFICE :

"NIRMAL" 3RD FLOOR, NARIMAN POINT, MUMBAI-400 021.

TEL.: 4957 3000, 4957 3001

REGISTERED OFFICE : DHRANGADHRA - 363 315 (GUJRAT STATE)

Email: ho@dcwlimited.com, Website: www.dcwlimited.com, CIN-L24110GJ1939PLC000748



# DCW Limited

## Earning Presentation

Q1-FY25

# Snapshot



## BUSINESS

**8+**  
Decades of  
Experience

**2**  
State-of-the-Art  
Integrated  
Manufacturing Units

**Pioneer**  
In India Soda Ash, C-PVC,  
Synthetic Rutile &  
SIOP

**Leading**  
Manufacturer of  
C-PVC and SIOP  
in India

**Largest and Unique**  
Commercial scale  
manufacturer of SIOP in  
the Asia

## OPERATIONS

**12+**  
Chemicals with  
**3**  
Specialty Chemicals

**2,000+**  
Employees

**Zero**  
Effluent and waste  
Process

**58 MW**  
Captive  
Power Capacity

**~2,500**  
Acres of land  
available

## FINANCIALS

**8.5%**  
3 year Revenue  
CAGR

**60%**  
3 year EBITDA  
CAGR

**20%**  
Specialty Chemicals  
Revenue contribution  
from 0.5% in FY16

**0.26x**  
Net Debt to Equity Ratio  
**1.52x**  
Net Debt to EBITDA Ratio

**6.1%**  
FY24 ROCE

# | Business Overview

Financial Highlights

Historical Financial Overview

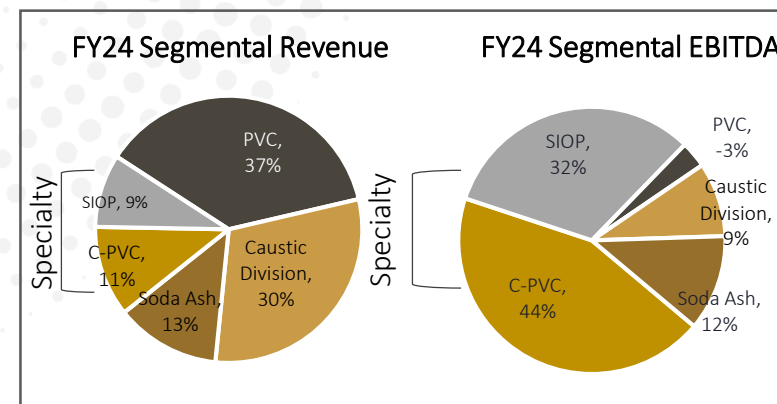
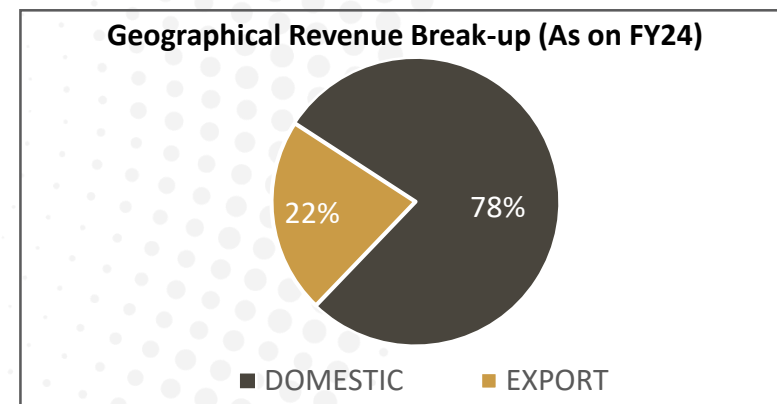
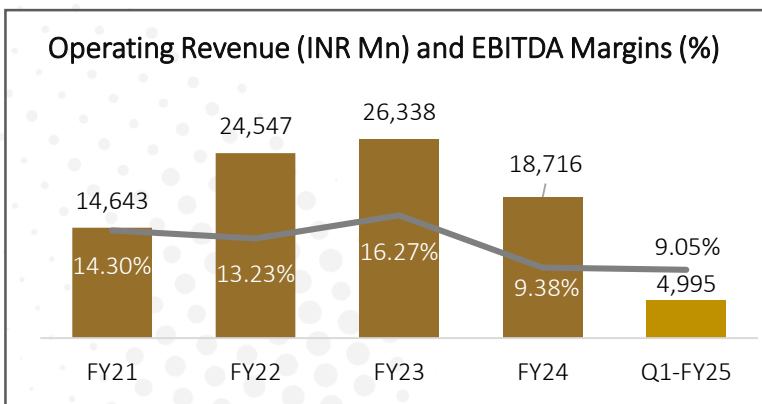
# Company Overview



- Incorporated in 1939, DCW Ltd. was established as Dhrangadhra Chemical Works at Dhrangadhra, Gujarat as India's first Soda Ash plant.
- Since then DCW has pioneered and created a strong presence in the Chlor-Alkali, Synthetic Rutile and PVC business segments, with a successful record of innovation in new products and processes.
- Over the years the company has expanded, diversified and modernized its operations with a diversified range of products for supply to customers in both, domestic and international markets with a conscious strategic shift towards specialty chemicals.
- DCW has an extensive distribution network spanning over 12 countries across USA, Europe, Japan, Malaysia and Netherlands catering to over 100+ customers.
- Today it has two state of the art manufacturing facilities located in Dhrangadhra, Gujarat and Sahupuram, Tamil Nadu.

## Product Basket

- **Specialty Chemicals:** Synthetic Rutile (SR), Synthetic Iron Oxide Pigments (SIOP) and Chlorinated Poly Vinyl Chloride (C-PVC)
- **Commodity Chemicals:** Soda Ash, Caustic Soda, Poly Vinyl Chloride (PVC)
- **Intermediate Chemicals:** Liquid Chlorine, Hydrochloric Acid, Trichloroethylene, Utox, Ferric Chloride, and Sodium Hypochlorite, Sodium Bicarbonate and Ammonium Bicarbonate.

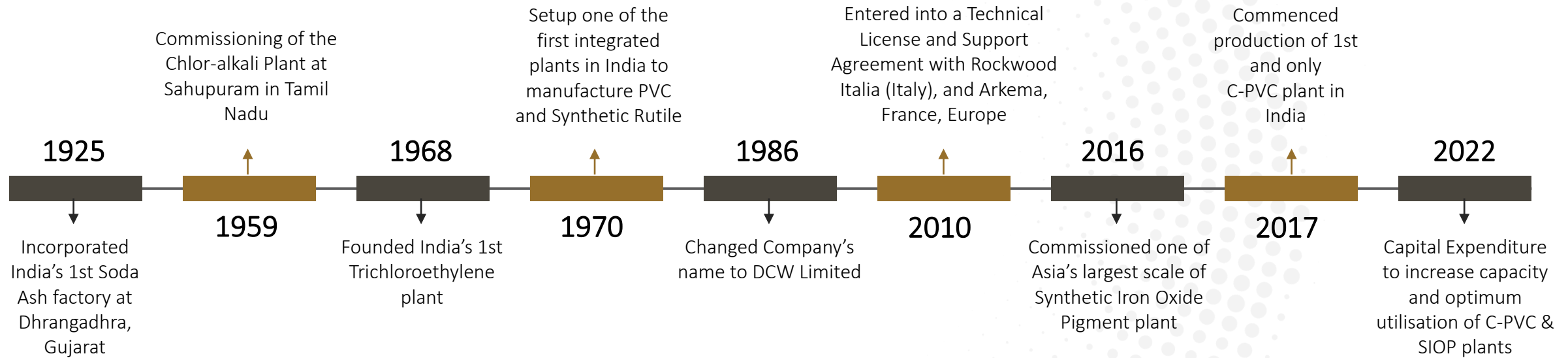


# Key Milestones



Growth in Commodity Chemicals

Expansion towards Specialty Chemicals



Moving up the value chain by pioneering various chemical products and processes in India

# Marquee Customers



## Commodity Chemicals



## Specialty Chemicals



## Significant Scale-up Opportunities

Over 2,500- acre land bank available at Sahupuram facility provides easy scale-up opportunity without incurring additional capex for land.

## Technology Tie-ups

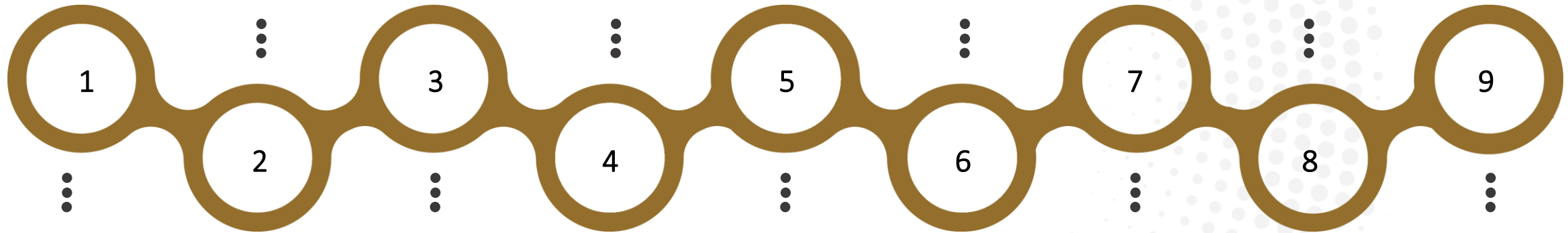
Licensed technology from Arkema & technical assistance from Rockwood Pigments for SIOF

## Diversified Application Base

Catering to over 15 industries with high end-user growing markets

## Niche & Diversified Product Mix

Diversified product mix of Commodity, Intermediate and Specialty Chemicals



## Strategic Location

Sahupuram Facility situated in the vicinity of the port providing logistical advantage for the export markets and tactical raw material procurement

## Moving up the Value Chain

Increasing the contribution from high value, high margin Specialty Chemicals Segments.

## Self Sufficiency

58 MW Co-Generation power plant ensures cost-effective, uninterrupted power supply. And major raw materials like Salt, Liquid Chlorine, Hydrogen, Hydrochloric Acid, etc. are captively produced to make value added products.

## Well Established Relationships

With over 8 decades of existence DCW has built strong client and supplier relationships across domestic and international markets

## Planned Capital Expenditure

Next growth phase led by Specialty Chemicals to boost revenue & margins with planned Capex to double C-PVC capacity and increase SIOF throughput



# Capital Expenditure Update



Product	Planned Date of Capitalisation	Actual Date of Capitalisation	Change in Capacity	Remarks
SIOF Line Balancing Capex	Q4-FY24	Q1-FY25	Capacity enhanced from 18,000 TPA to 30,000 TPA	Production Ramp-up started in Q1-FY25
CPVC Phase II	Q3-FY24	Q3-FY24	Capacity doubled from 10,800 TPA to 21,600 TPA	Production maxed out from Q1 FY25
Investment in Renewable Power Project	Expected Project Completion H2-FY25		44.5MW group captive power to substitute 25% of power requirements at Sahupuram.	Project on track.

Business Overview

| Financial Highlights

Historical Financial Overview

## Q1-FY25 Financial Performance

Revenue from Operations <b>INR 4,995 Mn</b> <i>14.0% Y-o-Y</i>	EBITDA <b>INR 452 Mn</b> <i>(11.5) % Y-o-Y</i>	EBITDA Margins <b>9.05%</b> <i>(262) Bps Y-o-Y</i>
PAT <b>INR 67 Mn</b> <i>(33.0) % Y-o-Y</i>	PAT Margins <b>1.34 %</b> <i>(94) Bps Y-o-Y</i>	Diluted EPS <b>INR 0.23</b> <i>(32.4) % Y-o-Y</i>

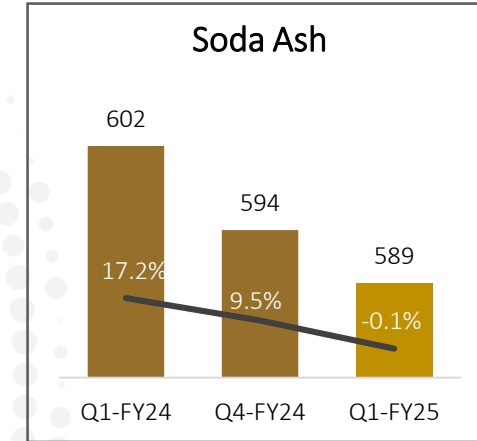
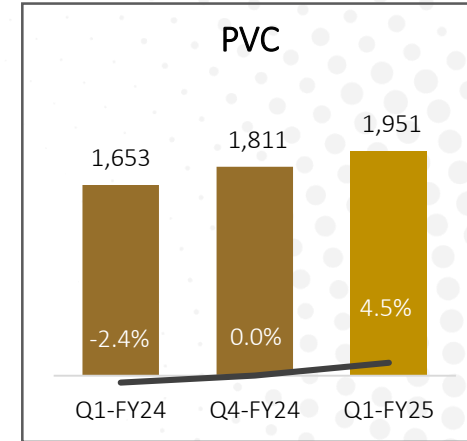
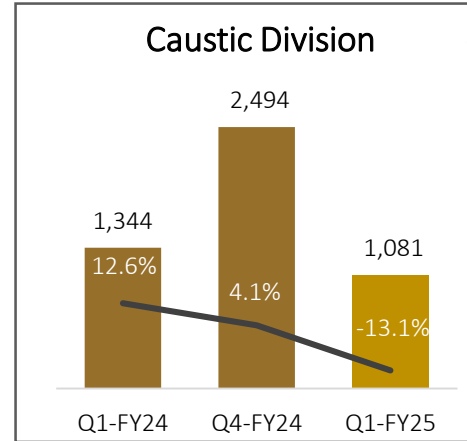
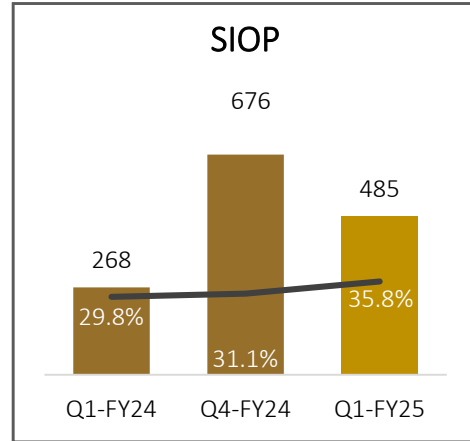
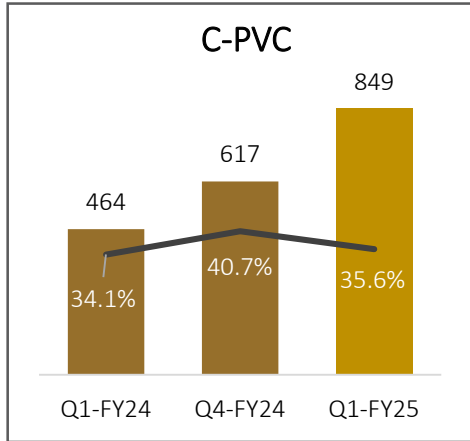
## Q1-FY25 Operational Highlights:

- Revenue from Operations increased by 14% YOY despite price erosion across all product segments except in PVC.
- Commodity segment volumes across most products showed marginal growth, except in Synthetic Rutile due to sluggish export demand.
- Specialty segment experienced a sales volume growth of 80% in both Synthetic Iron Oxide (SIOP) and CPVC, supported by enhanced capacity from recent Capex.
- Net realization across products saw price corrections: Caustic, Soda Ash, and Synthetic Rutile decreased by 12% to 30%, specialty segment prices decreased by 5% to 10%, while PVC prices remained firm due to higher inward container freight.
- Investment and increased capacity in specialty chemicals over the past years have provided stability to the bottom line. EBITDA for Specialty segment for Q1-FY25 was Rs. 48 Crs, compared to Rs. 24 Crs in Q1-FY24.
- The company expects commodity chemical prices to remain subdued due to excessive dumping at low prices.
- Specialty chemicals are anticipated to perform strongly with a stable pricing situation.

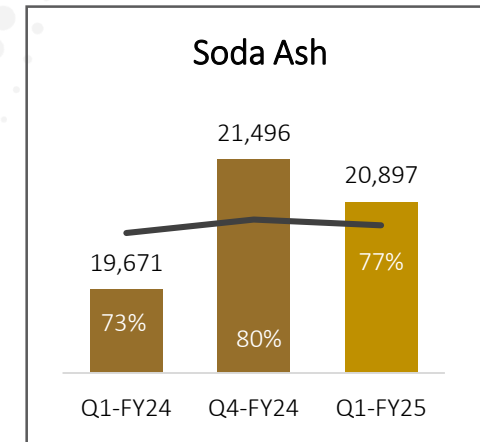
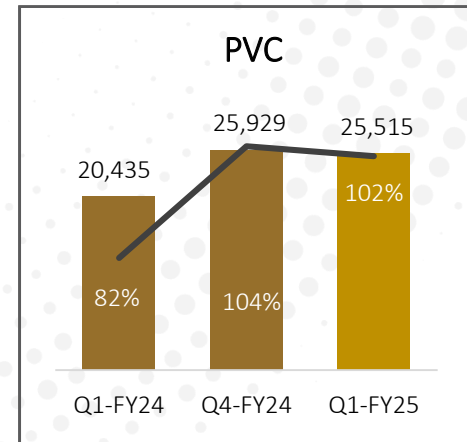
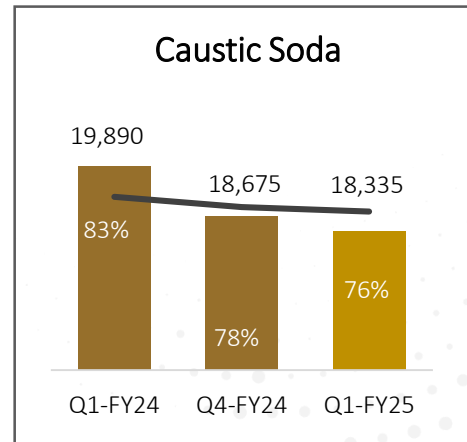
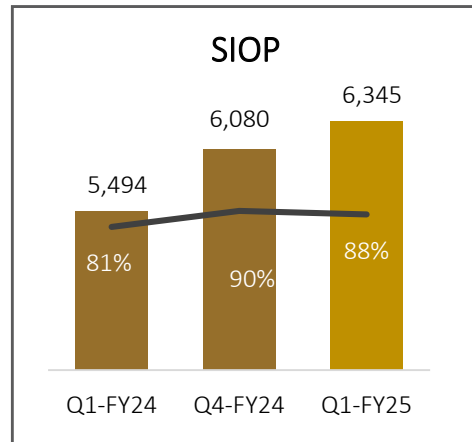
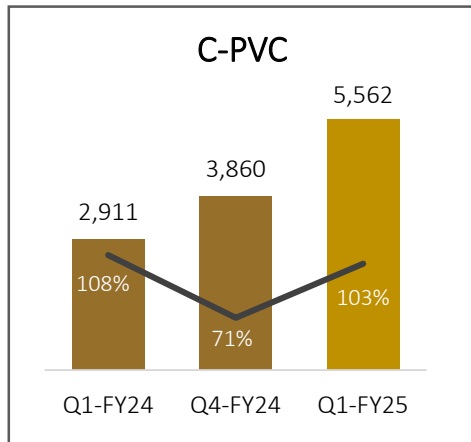
# Quarterly Key Segmental Performance



## Revenue (INR Mn) & EBITDA Margin (%)



## Production (in MT) & Capacity Utilisation (%)



# Quarterly Consolidated Financial Performance



Particulars (INR Mn)	Q1-FY25	Q1-FY24	Y-o-Y	Q4-FY24	Q-o-Q
Operational Income	4,995	4,380	14.0%	6,217	(19.7)%
Total Expenses	4,543	3,869	17.4%	5,584	(18.6)%
EBITDA	452	511	(11.5)%	633	(28.6)%
<i>EBITDA Margins (%)</i>	<i>9.05%</i>	<i>11.67%</i>	<i>(262) Bps</i>	<i>10.18%</i>	<i>(113) Bps</i>
Other Income	64	40	60.0%	56	14.3%
Depreciation	246	227	8.4%	244	0.8%
Interest	169	171	(1.2)%	199	(15.1)%
Profit before Exceptional Items	101	153	(34.0)%	246	(58.9)%
Exceptional Items	-	-	NA	-	NA
PBT	101	153	(34.0)%	246	(58.9)%
Tax	34	53	(35.8)%	93	(63.4)%
Profit After tax	67	100	(33.0)%	153	(56.2)%
<i>PAT Margins (%)</i>	<i>1.34%</i>	<i>2.28%</i>	<i>(94) Bps</i>	<i>2.46%</i>	<i>(112) Bps</i>
Other Comprehensive Income	-	-	NA	(2)	NA
Total Comprehensive Income	67	100	(33.0)%	151	(55.6)%
Diluted EPS (INR)	0.23	0.34	(32.4)%	0.52	(55.8)%

Business Overview

Financial Highlights

| Historical Financial Overview

# Historical Income Statement



Particulars (INR Mn)	FY22	FY23	FY24	Q1-FY25
Operational Income	24,547	26,338	18,716	4,995
Total Expenses	21,299	22,053	16,961	4,543
<b>EBITDA</b>	<b>3,248</b>	<b>4,285</b>	<b>1,755</b>	<b>452</b>
<i>EBITDA Margins (%)</i>	<i>13.23%</i>	<i>16.27%</i>	<i>9.38%</i>	<i>9.05%</i>
Other Income	61	153	183	64
Depreciation	885	902	938	246
Interest	1,131	1,261	735	169
<b>Profit before exceptional items</b>	<b>1,293</b>	<b>2,275</b>	<b>265</b>	<b>101</b>
Exceptional Item	139	469	(12)	-
<b>PBT</b>	<b>1,432</b>	<b>2,744</b>	<b>253</b>	<b>101</b>
Tax	357	824	97	34
<b>Profit After tax</b>	<b>1,075</b>	<b>1,920</b>	<b>157</b>	<b>67</b>
<i>PAT Margins (%)</i>	<i>4.38%</i>	<i>7.29%</i>	<i>0.84%</i>	<i>1.34%</i>
Other Comprehensive Income	(4)	(41)	(2)	-
<b>Total Comprehensive Income</b>	<b>1,071</b>	<b>1,879</b>	<b>155</b>	<b>67</b>
Diluted EPS (INR)	3.78	6.50	0.53	0.23

# Historical Balance Sheet

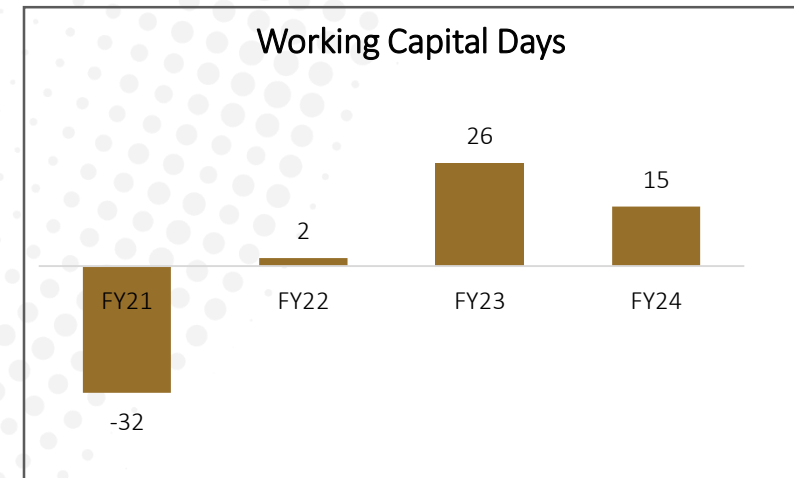
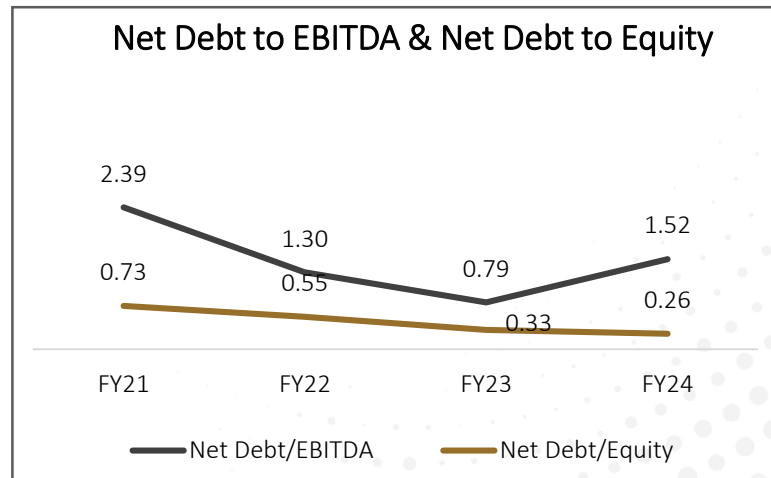
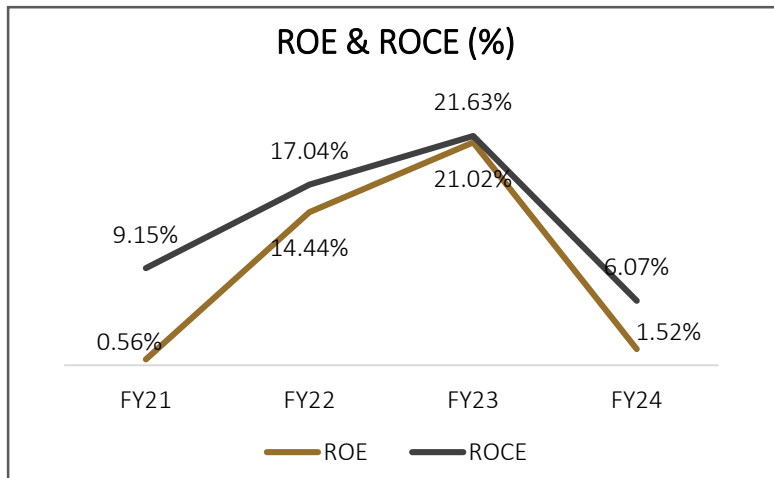
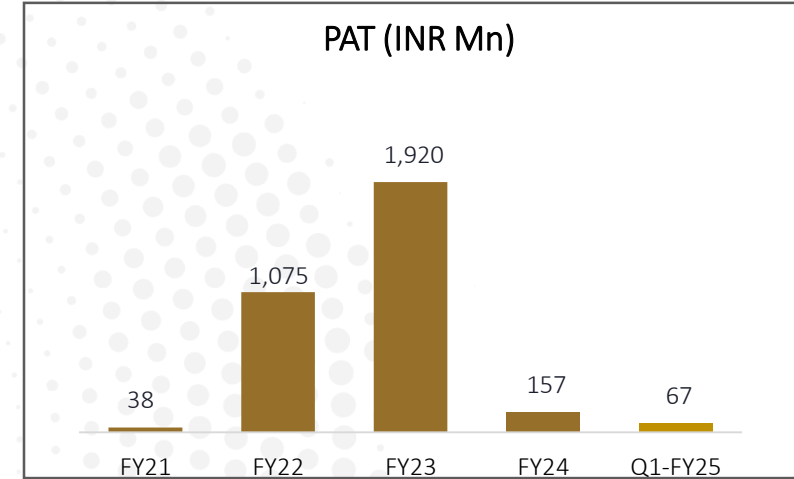
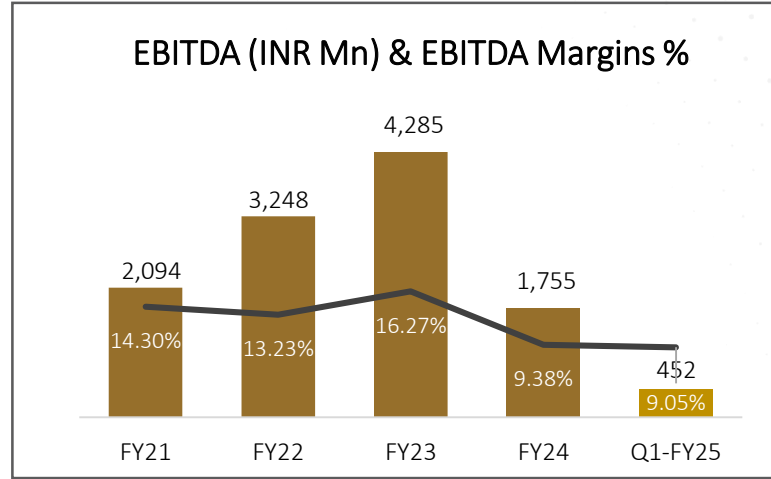
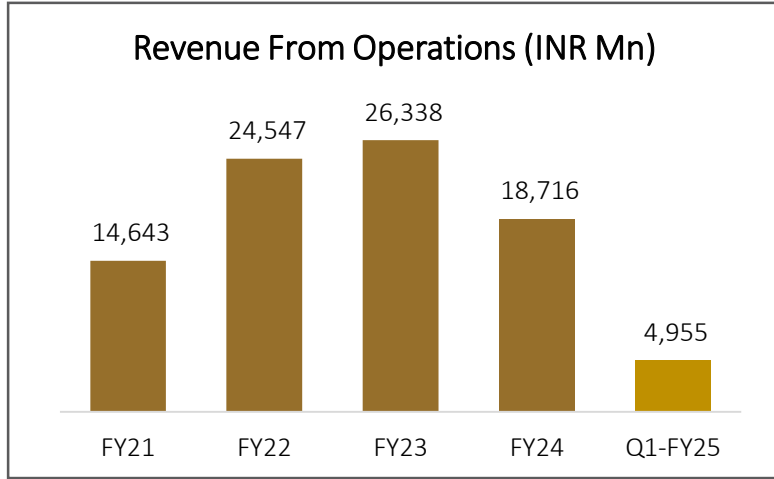


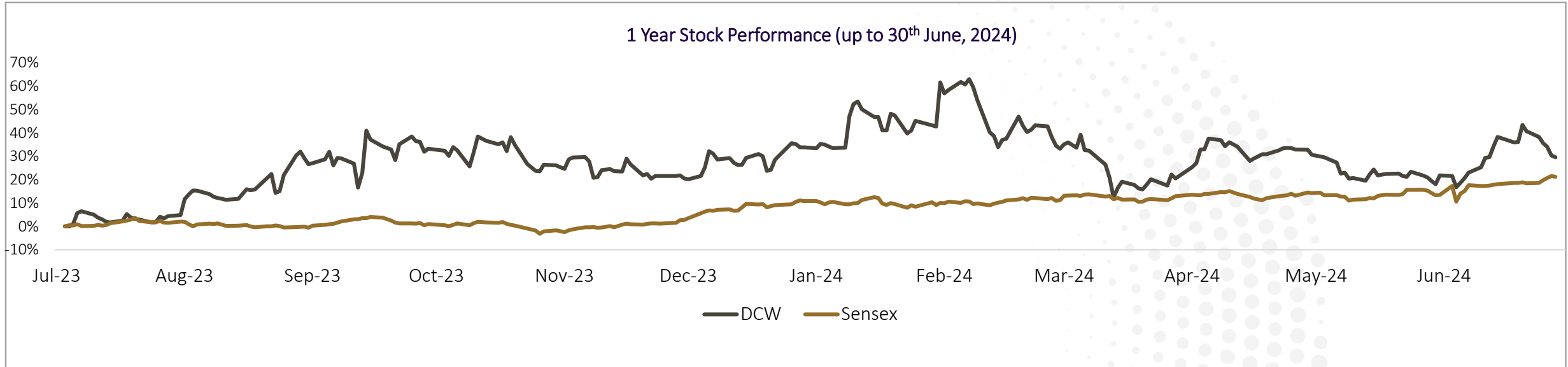
Particulars (INR Mn)	FY22	FY23	FY24
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
Property, Plant & Equipment	13,386	12,839	13,005
Capital Work in progress	81	597	410
Right - of - use Assets	135	121	110
<b>Financial Assets</b>			
(i)Investments	0	0	195
(ii)Other Financial assets	96	113	133
Income tax assets (net)	-	10	93
Other Non- Current Assets	58	77	32
<b>Total Non- Current Assets</b>	<b>13,755</b>	<b>13,757</b>	<b>13,978</b>
<b>Current Assets</b>			
Inventories	2,471	3,446	3,765
<b>Financial Assets</b>			
(i)Investments	-	-	2
(ii)Trade Receivables	1,165	1,329	1,142
(iii)Cash and Cash Equivalentents	877	99	107
(iv)Other Bank Balances	248	1,585	1,587
(v) Loans	11	12	13
Other Current Assets	506	405	291
<b>Total Current Assets</b>	<b>5,277</b>	<b>6,876</b>	<b>6,907</b>
<b>TOTAL ASSETS</b>	<b>19,033</b>	<b>20,633</b>	<b>20,885</b>

Particulars (INR Mn)	FY22	FY23	FY24
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share Capital	522	590	590
Other Equity	7,496	9,661	9,727
<b>Total Equity</b>	<b>8,018</b>	<b>10,251</b>	<b>10,317</b>
<b>Non-Current Liabilities</b>			
(i)Borrowings	4,409	3,807	2,817
(ii)Lease Liability	29	17	13
(iii)Other Financial Liabilities	408	200	200
Provisions	185	235	230
Deferred Tax Liabilities (Net)	727	1,044	1,096
Other Non-Current Liabilities	91	84	77
<b>Total Non-Current Liabilities</b>	<b>5,848</b>	<b>5,387</b>	<b>4,433</b>
<b>Current Liabilities</b>			
(i)Borrowings	1,106	1,242	1,547
(i)Trade Payables	2,958	2,750	3,366
(ii)Other Financial Liabilities	458	749	503
(iii)Lease Liabilities	14	17	13
Other current Liabilities	560	166	591
Provisions	69	71	115
Income Tax Liabilities (Net)	2	-	-
<b>Total Current Liabilities</b>	<b>5,166</b>	<b>4,995</b>	<b>6,135</b>
<b>Total Liabilities</b>	<b>11,014</b>	<b>10,382</b>	<b>10,568</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>19,033</b>	<b>20,633</b>	<b>20,885</b>

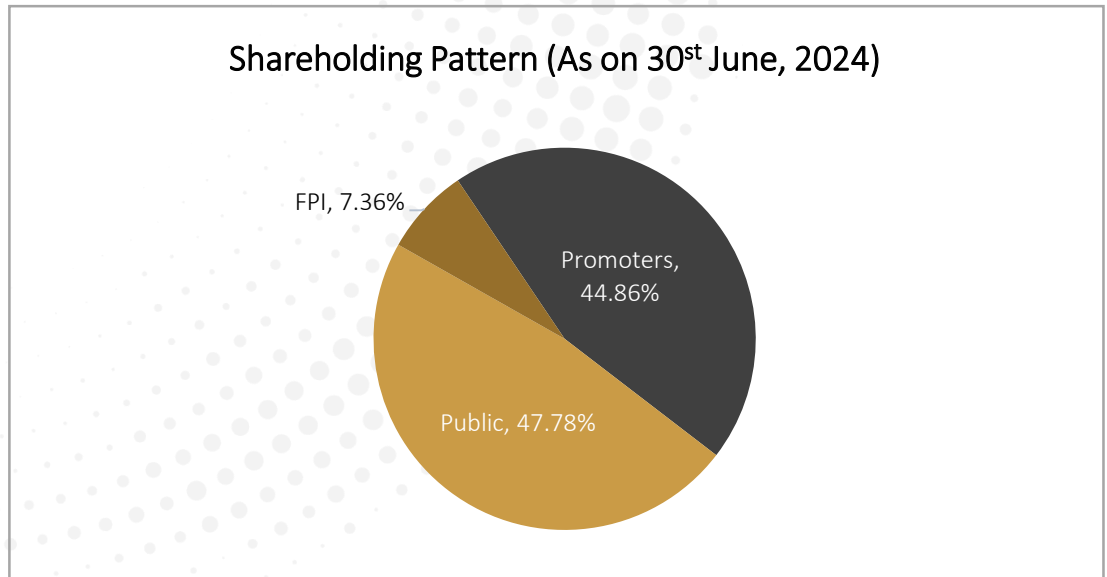


# Financial Performance





Price Data (As on 30 <sup>th</sup> June, 2024)	INR
Face Value	2.00
CMP	55.28
52 Week H/L	72.40/42.5
Market Cap. (Mn)	16,316.16
No. of Share outstanding (Mn)	295.16
Avg. Trading Volume ('000)	5,309.33
Avg. Net Turnover (Mn)	306.22



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THANK YOU