



LAXMI ORGANIC INDUSTRIES LTD

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July 31, 2023

BSE Limited

Corporate Relationship Department,
1st Floor, New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort,
Mumbai – 400 001

Scrip Code: 543277

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Bandra (E),
Mumbai – 400 051

Trading Symbol: LXCHEM

Dear Sir / Madam,

Sub: Presentation for Analyst / Institutional Investors' meeting for the quarter ended June 30, 2023

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company had informed that it will hold Investor & Analyst Meet to discuss performance for the quarter ended June 30, 2023, on Monday, July 31, 2023, at 16:00 hours (IST).

In this regard, please see enclosed investors presentation for the aforementioned meet.

We request you to take this intimation on record.

For **Laxmi Organic Industries Limited**

Aniket Hirpara

Company Secretary and Compliance Officer

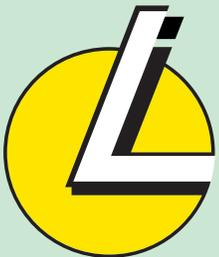
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Geared to Win – Analyst Presentation

Investor Presentation – Q1 FY24

31 July 2023



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Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risk and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The Company does not undertake to update any forward -looking statement that may be made from time to time by or on behalf of the Company.

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Who we are?

AI

Acetyl
Intermediaries

- #1 in India
- #3 globally (excluding China)
- Capacity > 232 kTPA
- **Lead in Quality, Safety & Reliability**

SI

Specialty
Intermediaries

- #1 in India
- Top 5 globally
- >30 products via R&D
- High & growing contracted revenue
- **Lead in innovation, Quality, Safety & Reliability**

FI

Fluorine
Intermediaries

- USD 2.5 bn market
- World class technology
- **Innovation, Safety & Diversification**

End Use Applications

Essentials



Pharmaceuticals



Agrochemical

Lifestyle



Dyes & Pigments



Paints & Coatings



Flavour & Fragrance

Opportunities



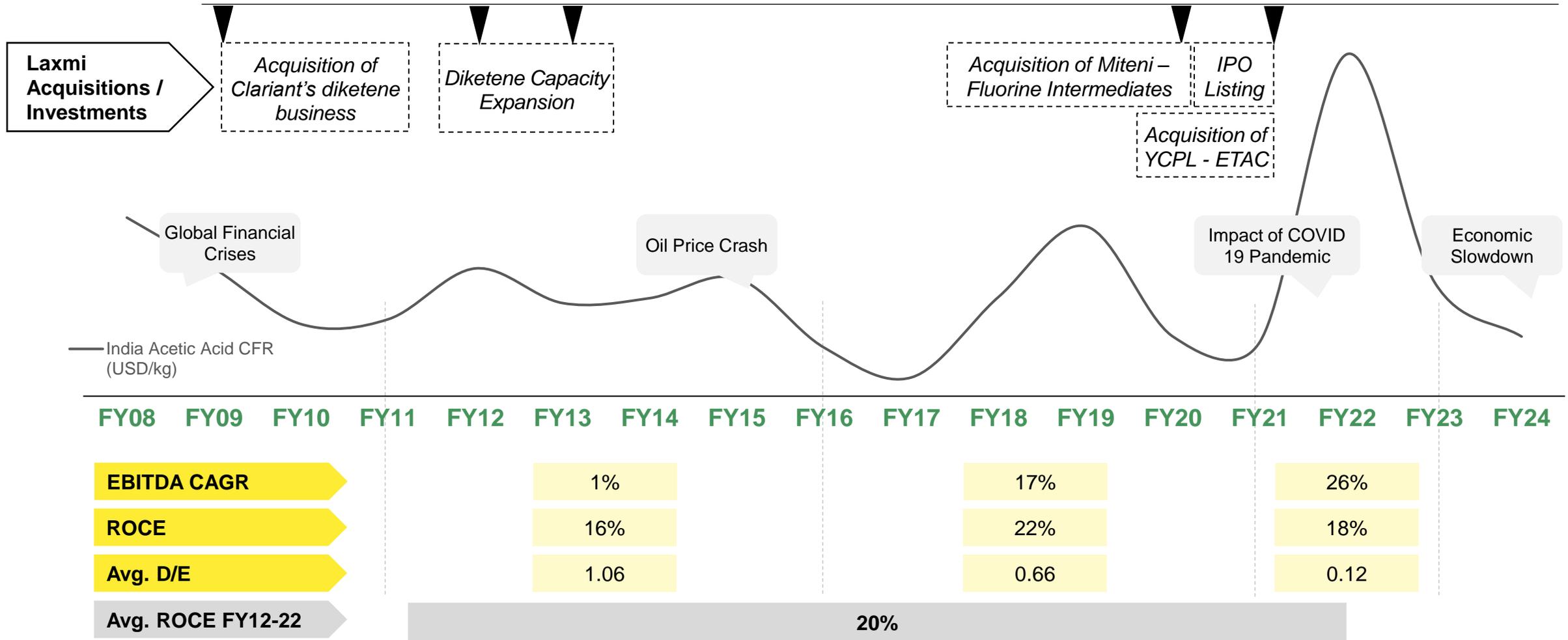
Electronics



Automobile



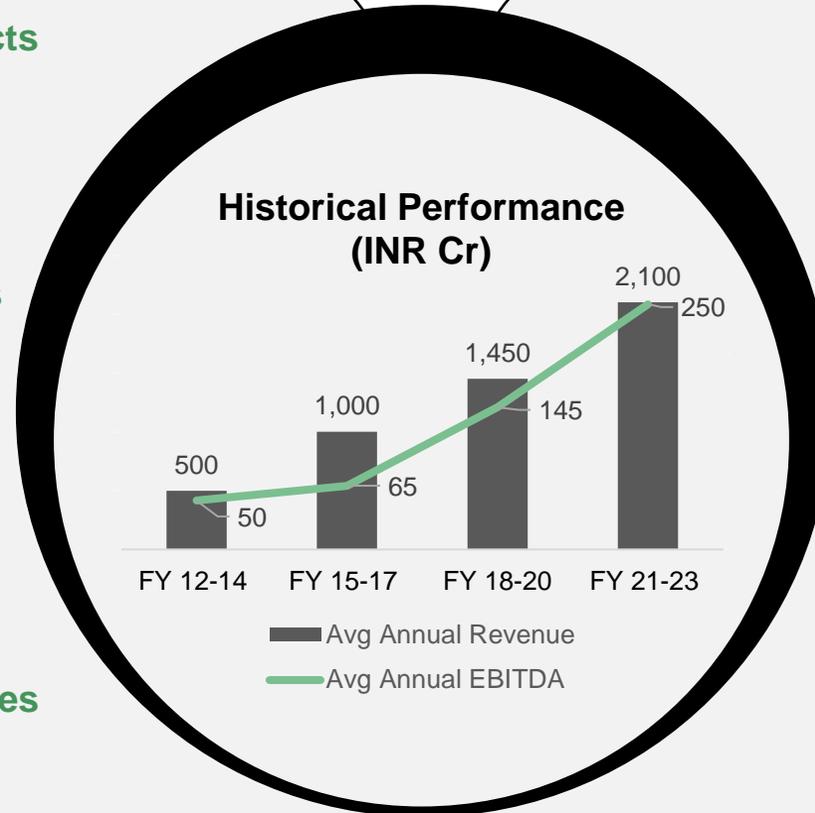
Our Journey Over Business Cycles



Source: Company Data

Geared to Win!

- 1 Global leadership in our range of products
- 2 Cost leadership across the technology platforms
- 3 Large-scale, flexible and safe operations
- 4 Multiple sites for expansion and business continuity
- 5 Well diversified customer industries and geographies
- 6 Solid balance sheet, low leverage & strong cash flow from existing businesses
- 7 Experienced leadership team and independent eminent Board
- 8 Trusted partners to our customers with differentiated business model



Ambitions...

- 1 Top 5 in our segments globally
- 2 Continued leading cost positions
- 3 Healthy balance of exports and domestic sales*
- 4 Continued trusted partner of choice for our customers

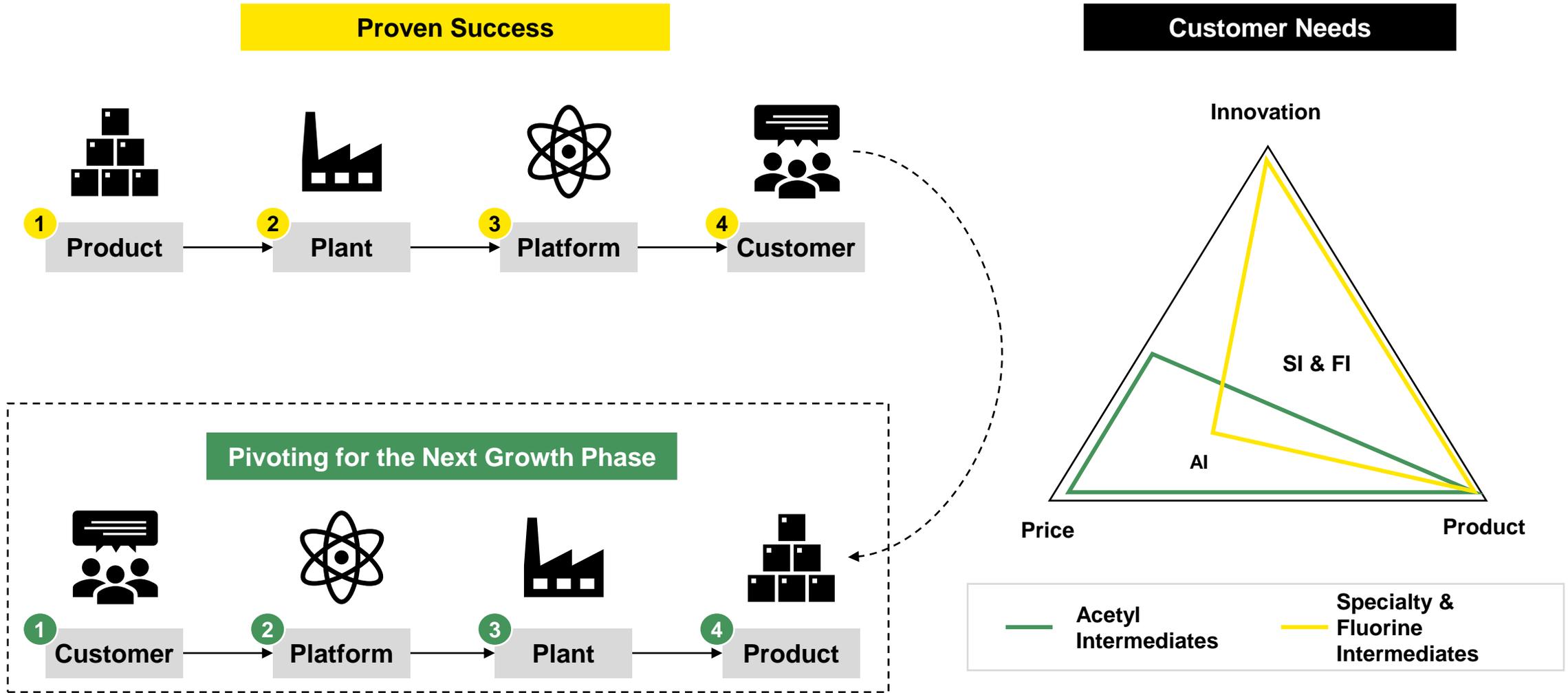
Leveraging...

- Shifting of supply chains
- Growing end products markets
- Growth of Indian market



* Historically 30-40% share of exports

Positioning for the next Growth Phase



Sharpening Business Focus

Various Customer Interaction Models (CIM)

Business	Trader / Transactional Supplier	Lean/ reliable basics supplier	Standard package provider	Product/ process innovator	Customized solution provider	Value chain integrator
Acetyl Intermediates						
Specialty Intermediates						
Fluorine Intermediates						

Essentials

Acetyl Intermediates including Anhydrides

- Lean & reliable supplier
- Large addressable market > USD 12 billion
- Economy of scale and cost leadership

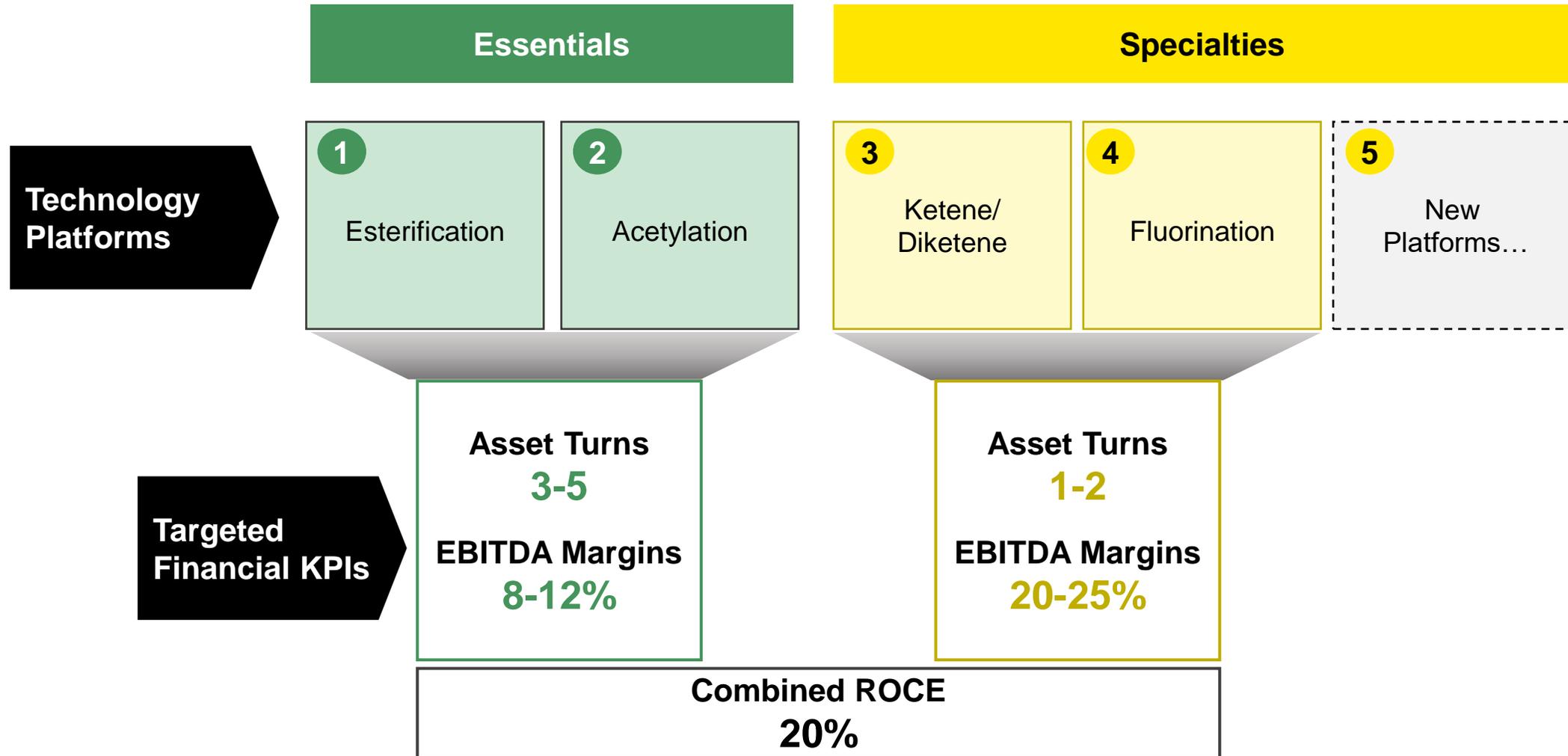
Specialties

Fluorine & Specialty Intermediates

- Worldclass technology platforms
- Large addressable market > USD 3.5 billion
- Innovation – lever for profitable growth



Differentiated financial steering



Growth Enablers – Innovation pipeline

1

- 1 Continue to invest 2% of Specialties revenues for Innovation
- 2 Continue >20% Revenue Contribution from New Products in Specialities*
- 3 Strong Innovation Pipeline – 11 products are in pilot and capex approval stage
- 4 Infrastructure - Miteni piloting assets already in place
- 5 New Innovation Campus startup by Mar'24



Growth Enablers – Strategically located manufacturing sites

2

1 Mahad (2 units)

- **Land parcel:** 40 acres
- **Land Occupancy:** 90%
- **Product Mix:**
 - Essentials – 60%
 - Specialties – 40%

2 Lote

- **Land parcel:** 30 acres
- **Land Occupancy:** 50%
- **Product Mix:**
 - Specialties

3 Dahej

- **Land parcel:** 86 acres
- **Land Occupancy:** 0% (To be built)
- **Product Mix (proposed):**
 - Specialties – 65%
 - Essentials – 35%

Dahej and Lote are scalable brownfield sites...



Growth Enablers – Network and alliances

3

Dr. Rajeev Vaidya

- 30 years at Dupont
- President Alpha Investments

Dr. Rajiv Banavali

- Ex CTO – Honeywell
- Ex R&D Director – Dow

Manish Chokhani

- Ex – MD and CEO Axis Capital, Dir. Ex Enam Securities, TPG Growth India

O.V. Bundellu

- Ex – Dy. Managing Director IDBI Bank, Indian Bank

Sangeeta Singh

- Ex – ED HR KPMG India

Laxmi's Senior Leadership Team led by Dr Rajan Venkatesh – A great mix of experience & execution

Dr. Rajan Venkatesh

- 20 years with BASF

Leadership Team with an average tenure of 5 years with Laxmi

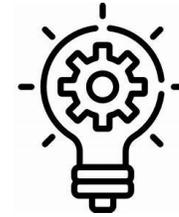


Living Our Values to Deliver our Ambitions



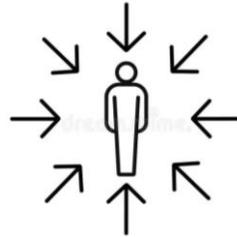
Integrity

To do what is right in the interest of all our stakeholders with an unwavering focus



Innovation

To create a culture where failure is the first step to success



Customer Centricity

To improve the lives of our customers through reliability, agility, empathy and quality



Sustainability

To make a positive impact in all interactions with the environment and communities



Business Update –Lote

Project Update

- Cost to complete – INR 550 Cr
 - Project had delays and cost overrun
 - COVID restrictions, rise in freight costs and EHS
 - Invested in infrastructure & utilities for future expansions
- 50% of the land available for expansion

Timelines

- FY 24 – Complete commissioning and sampling
- FY 25 – Ramp up production

The First Wins

- Successfully established quality and norms of our first product
- Qualification quantities of a new agro intermediate supplied to an Innovator company for their product launch in 2026
- Signed contract with MNC to add more technology beyond Miteni with buy-back supply agreement



Business Update– Board Approves Largest Investment at Dahej

Leveraging...

- Shifting of supply chains (China +1)
- Growing end products markets
- Growth of Indian market



Investment at Dahej

- INR 710 Cr over the next 3 years
- 20% of the land parcel to be occupied
- Support customers growth and business continuity needs
 - First customer led project signed
- Leverages economies of scale
- Product portfolio:
 - Specialties – Diketene and Ketene derivatives
 - Essentials – Esters, Anhydrides and Aldehydes derivatives



Financial Update: Highlights Q1 FY24

Consol Revenue

₹ 7,375m

0% QoQ
-3% YoY

Consol EBITDA

₹ 813m

26% QoQ
-21% YoY

Consol CFO

₹ 1,717m

37% QoQ
5% YoY

ROCE*

15%

Vs 12% for FY23
*annualised RoCE

Business Unit Revenue

Essentials: 67%

(vs 65% FY23)

Specialties: 33%

(vs. 35% FY23)

Business Unit EBITDA

Essentials: 32%

(vs. 31% FY23)

Specialties: 68%

(vs. 69% FY23)

Business Unit Export

Essentials: 21%

(vs. 32% FY23)

Specialties: 51%

(vs. 51% FY23)

Specialties CM% growth

18% growth in Q1
FY'24 over FY 23

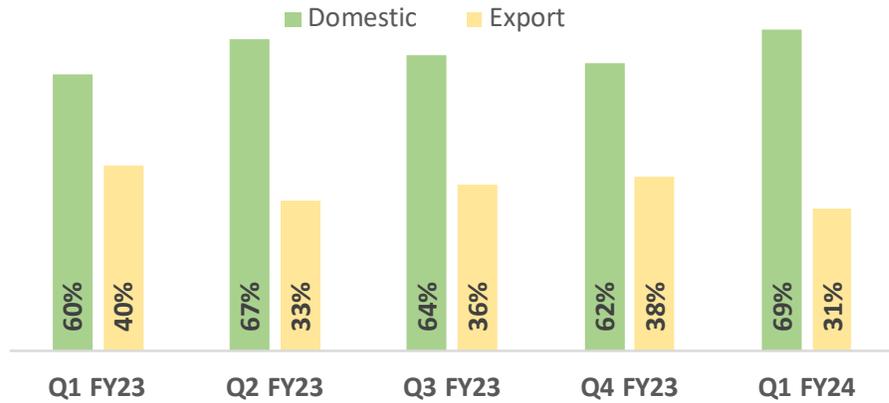
The Profitability and cashflow has improved QoQ. YoY lower realisations in Essentials impacting profitability but YoY & QoQ volume growth is cushioning the drop.



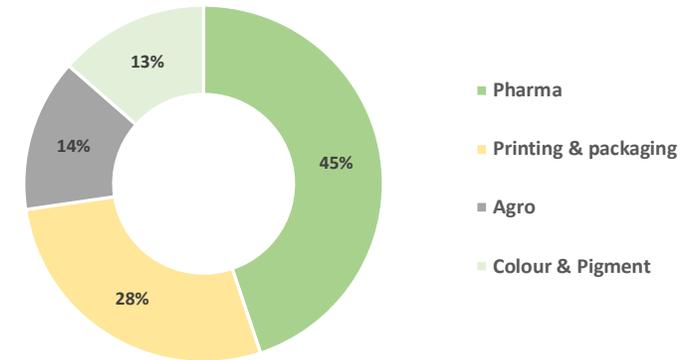
Financial Update: De-risked Business Model continues to Deliver

Exports continue to remain relevant

% of sales

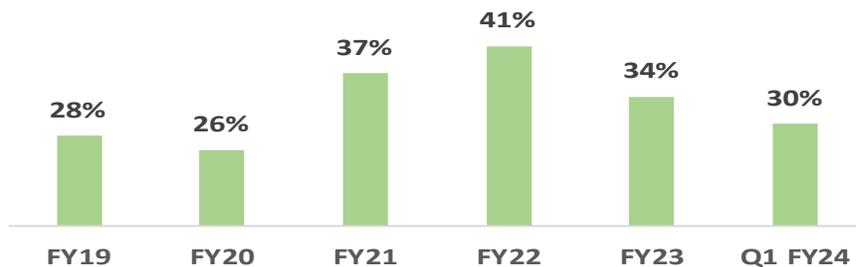


Diversified Industry Base Q1'24

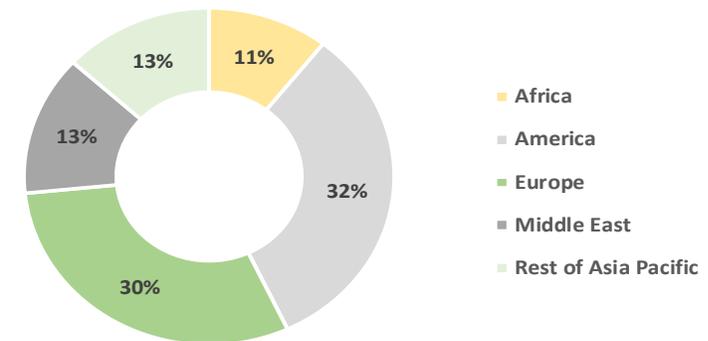


Contribution from top 10 customers

% of revenue from top 10 customers



Building Deeper Exports Q1'24



Financial Update– Consolidated Results Q1'24

INR Mn

<i>Particulars</i>	<i>Q1 FY24</i>	<i>Q4 FY23</i>	<i>QoQ (%)</i>	<i>Q1 FY23</i>	<i>YoY (%)</i>
Total Income	7,375	7,370	0%	7,587	-3%
Cost of Materials	4,778	4,880	-2%	4,580	4%
Gross Profits	2,597	2,490	4%	3,007	-14%
Gross Margin (%)	35%	34%	142 bps	40%	-442 bps
Employee Cost	347	292	19%	284	22%
Other Expenses	1,437	1,553	-7%	1,698	-15%
EBITDA	813	645	26%	1,025	-21%
EBITDA Margins	11%	9%	227 bps	14%	-249 bps
Depreciation	210	230	-9%	136	54%
EBIT	603	415	45%	889	-32%
EBIT Margin (%)	8%	6%	255 bps	12%	-354 bps
Interest & Other Finance Cost	46	-12	-472%	24	90%
PBT	557	427	30%	865	-36%
Tax	174	185	-6%	221	-21%
ETR (%)	31%	43%		26%	
PAT	383	243	58%	644	-41%
EPS	1.44	0.92	57%	2.44	-41%



Thank you!

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