

Transpek Industry Limited
Reg. Office:
4th Floor, Lilleria 1038
Gotri - Sevasi Road
Vadodara - 390021. Gujarat, (India)

Date: 20th February, 2025

To,
BSE Limited
P.J. Towers,
Dalal Street, Mumbai – 400 001

Ref: Scrip Code: 506687

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith Investor presentation for February, 2025.

The aforementioned presentation will also be uploaded on the Company's website viz. www.transpek.com.

We request you to take the above on your records and acknowledge receipt.

Thanking you,

Yours faithfully, For Transpek Industry Limited

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Bimal V. Mehta Managing Director DIN: 00081171







Transpek Industry Limited

Investor Presentation February 2025

Safe Harbour



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Q3 & 9M FY25 - Financial Highlights

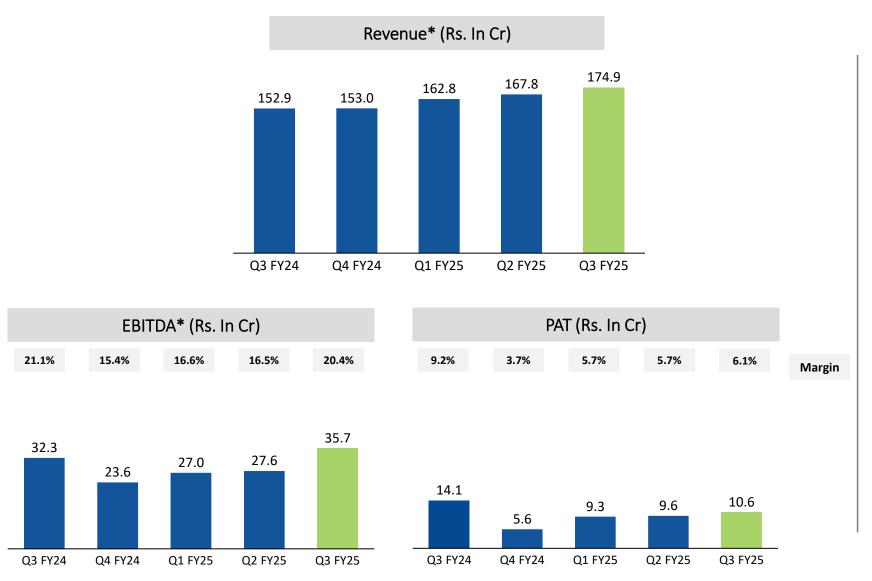
Business Highlights

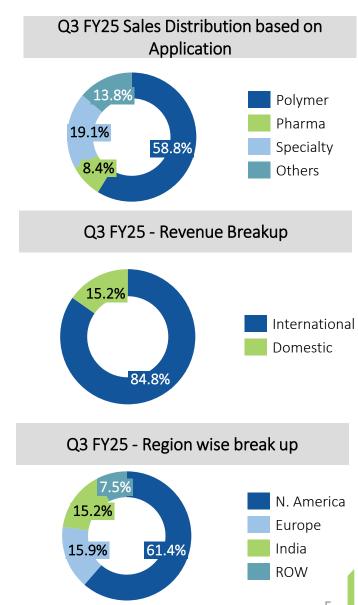


- The company's revenue for the quarter reached Rs. 174.9 crores, reflecting a 14.4% year-on-year growth. For the nine-month period, revenues came in at Rs. 505.6 crores, signaling a recovery in demand from the end-user industry.
- The company is working to launch few complex products and are currently awaiting client approval, contributing to greater business sustainability.
- As part of strategy to diversify the product range, the company plans to incorporate additional non-acid chloride products into the product portfolio.
- Actively pursuing opportunities to expand into newer geographies, like Africa, the Middle East, Mexico, Brazil and Eurasia, to cater
 to unique customer requirements.
- The product pipeline remains strong, company remains proactive in capitalizing on the robust opportunities in various application areas.
- For the quarter, took a write off loss worth Rs. 6.9 crores by discarding old items of old plant which are no longer operatable as this
 was part of the oldest acid chloride plant on the site. There is no reduction in capacity as a replacement plant has already been
 built.

Performance Highlights



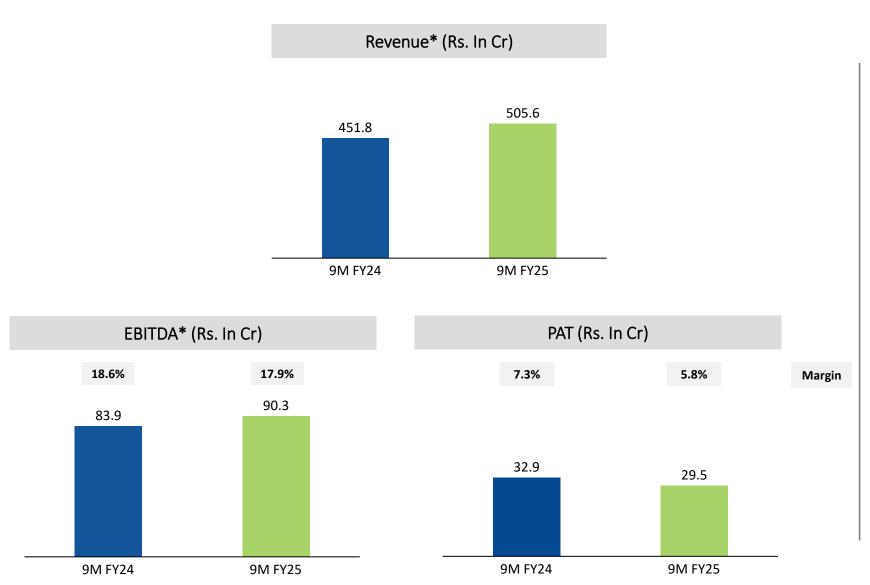


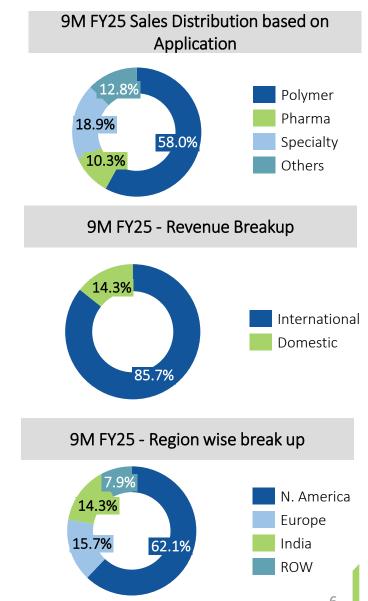


^{*}Excluding Exceptional Item of Rs. 6.9 Crores on Loss of discarding of items of Property, Plant and Equipment of an Old Plant which is no longer in operation and including other income as major part of TIL's other income consists of Export incentives and duty drawbacks that are directly linked to the export sales

Performance Highlights







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Q3 & 9MFY25 - Consolidated Profit & Loss Account



Particulars (Rs. Crores)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Revenue from Operations	170.0	148.3		162.7		484.6	431.4	
Other Income	4.9	4.6		5.1		21.0	20.4	
Total Revenue from operations	174.9	152.9	14.4%	167.8	4.3%	505.6	451.8	11.9%
Cost of materials consumed	92.0	78.9		86.5		246.8	213.7	
Purchases of stock-in-trade	0.0	0.0		0.0		0.0	0.0	
Changes in inventories	-8.8	-13.0		-1.2		0.5	-2.3	
Total Raw Material	83.2	65.9		85.3		247.2	211.4	
Employee Expenses	17.3	15.6		16.8		50.8	45.7	
Other Expenses	38.8	39.1		38.1		117.3	110.7	
EBITDA (Including Other Income)	35.7	32.3	10.5%	27.6	29.3%	90.3	83.9	7.6%
EBITDA Margin (%)	20.4%	21.1%		16.5%		17.9%	18.6%	
Exceptional Item*	6.9	0.0		0.0		6.9	0.0	
EBITDA (After Exceptional Item)	28.8	32.3	-10.7%	27.6	4.4%	83.4	83.9	-0.6%
EBITDA Margin (%)	16.5%	21.1%		16.5%		16.5%	18.6%	
Depreciation	12.1	8.7		12.9		37.3	26.3	
EBIT	16.7	23.6	-29.4%	14.7	13.5%	46.1	57.6	-20.1%
EBIT Margin (%)	9.5%	15.5%		8.8%		9.1%	12.8%	
Finance Cost	3.1	3.7		2.8		9.0	10.9	
Profit before Tax	13.6	20.0	-32.0%	11.9	14.1%	37.1	46.8	-20.6%
Tax	2.9	5.9		2.3		7.6	13.8	
Profit After Tax	10.6	14.1	-24.4%	9.6	11.5%	29.5	32.9	-10.4%
PAT Margin (%)	6.1%	9.2%		5.7%		5.8%	7.3%	
EPS (in Rs.)	19.06	25.21		17.10		52.79	58.95	

^{*}Includes Rs. 6.9 Crores on Loss of discarding of items of Property, Plant and Equipment of an Old Plant which is no longer in operation.

FAQ's



Capex

• The Capex for next two years will be based on the timing of the introduction of new products and any significant investment will be announced appropriately. Evaluating a couple of new products for investment in manufacturing capacity.

Logistic & Sourcing

• The cost of freight & logistics have been stabilizing while uncertainty continues. The Company has been actively managing the issues with good outcomes. At the same time, a significant part of logistics cost is borne by the customers directly.

Business Volumes

• While the overall business, economic & political situation continues to have significant uncertainties at present, the Company does not expect any major change in demand structure of its products in the long run.

EBITDA

• Average expected EBITDA is about 16% to 20%. However, this can go beyond this range up or down as it is dependent on product mix (based on the demand), pricing and volumes. Also, it can vary from quarter to quarter due to product mix, raw material prices and numerator/denominator effect.





Transpek at Glance

About us





Environment Protection

Founded by Shri. Govindji Shroff in 1965



Over three decades of presence in the international market

Part of Excel group of companies

Over 5 decades experience in Sulphur and Chlorine Chemistry





Exploring every possible compound from Sulphur and Chlorine

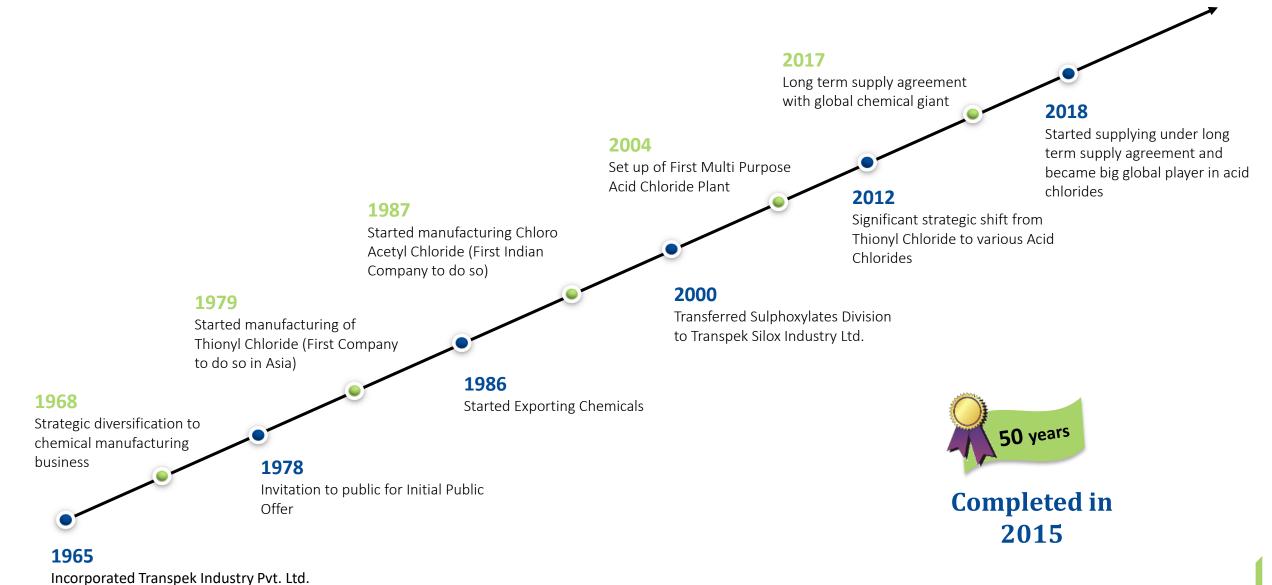
Headquartered in Vadodara, approximately 400 kms from Nhava Sheva



Our journey over five decades

for manufacturing Acrylic Sheets



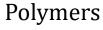


Our products are supplied to varied industries



Leading global supplier for 'Chlorinated Products' to various industry sectors ranging from Pharmaceuticals, Agrochemicals and dyes to pigments.

FY24 Sales Distribution based on Application





Pharma



Specialty Chemicals



Agro Chemicals

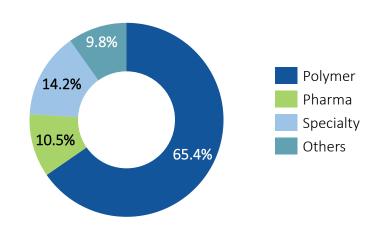


Cosmetics



Dyes





Our products have multiple applications



Diversified Products Across India's Fastest Growing Industries

- 2, 4, 6 Trimethyl Benzoyl Chloride
- Octanoyl chloride
- Propargyl Chloride Solution

Specialty Chemicals

- Cocoyl Chloride
- Diethylene Glycol Dichloride
- Isononanoyl Chloride
- Lauroyl chloride

Surfactants

- 2-Methoxyethyl chloride
 - 2-Propoxyethyl chloride
 - Methoxyacetyl chloride
 - n-Butyryl chloride
 - n-Valeroyl Chloride
 - Octanoyl chloride
 - Propargyl Chloride Solution
 - Sulphur Dichloride
 - Thionyl Chloride

Agrochemicals

- 2-Chloroethylamine Hydrochloride Solution
- Isophthaloyl Chloride
- m-Nitrobenzoyl chloride
- p-Nitrobenzoyl Chloride
- Sulphur Dichloride
- Sulphur Monochloride
- Terephthaloyl chloride
- Thionyl Chloride

- 2-Ethylhexanoyl chloride
- Isononanoyl Chloride
- Isophthaloyl Chloride
- Neodecanoyl Chloride
- Octanovl chloride
- Pivalovl chloride
- Terephthaloyl chloride

- 2-Chloroethylamine Hydrochloride Solution
- 4-Chlorobutyryl Chloride
- 2-Methoxyethyl chloride
- Diethylene Glycol Dichloride
- Isobutyryl chloride
- Lauroyl chloride
- Methoxyacetyl chloride
- n-Butyryl chloride
- n-Decanoyl chloride
- n-Octyl chloride
- n-Valeroyl Chloride
- o-Toluoyl chloride
- Octanoyl chloride
- Pivaloyl chloride
- p-Nitrobenzoyl Chloride
- Propargyl Chloride Solution
- Sulphur Dichloride
- Triethyleneglycol Dichloride
- Thionyl Chloride

Dyes

Polymers



"The company has a **strong experience** in manufacturing of products using chlorinated chemistry presenting **unending opportunities for supply of intermediates and specialty chemicals** suitable for **multiple applications**".

Pharma

Our capabilities developed over years



Research & Development

- ♦ In house development of products
- ♦ DSIR approved R&D Facility
- ♦ R&D Lab approved by MS University of Baroda for PhD research
- ♦ Kilo lab and Pilot plants for trials before commercializing plants

Logistics

 Over 600 ISO tank management with own ISO tank repairs and cleaning stations

Customer Base

 Long lasting and strong relationship with domestic and international buyers



- ♦ ECOVADIS Sustainability platform the company is rated very high with 'Silver Badge'
- One of those few Indian companies to have a separate Process safety function which was set up many years back.

Business Sustainability Ratings

Manufacturing Capabilities

- ♦ Over 50 years of experience
- ♦ Unique recycling system with closed loop chemistry
- ♦ Expertise in chlorination chemistry

Supply Chain

Stable association with vendors and service providers



Our clients trust in our capabilities & chemistries



Company has built an excellent reputation globally – Testament to our Reliability and Trustworthiness



10 years Exclusive contract with a 'MNC Giant'



Supply of 'Acid Chlorides'



'Global Recognition and Visibility'

- Long-term supply agreement commenced from 1st January
 2018
- High performance product with dedicated manufacturing facility
- Positive effect on the turnover of the Company
- Augmented already solid reputation among Global Chemical Giants.
- EPS accretive

Our plants are multipurpose and multiproduct









Located ~25 km away from the headquarter location at Vadodara, Gujarat.

- Dedicated multipurpose and multiproduct plants spread over 100 acres with total production capacity of 66,000 MTPA.
- 🛨 Having an expert team of engineers for Process Scale-up, Plant Design, Erection, and Commissioning
- Having a facility to take up contract manufacturing as well as job work facility for our customers to provide them economically viable solutions.
- → Handle projects for global clients in the areas of pharmaceuticals, agrochemicals and specialty chemicals by deploying our expertise in chlorination technology along with other core technologies

- Strategically located in largest chemical manufacturing zone
- ~ 400 kms away from Nhava Sheva Seaport, Mumbai
- Mundra, Pipavav and Hazira seaports are also well in reach
- Vadodara is also having ICD (Inland Container Depot) which is well connected to rail network with different regional ports

Our R & D facility is recognized by Government of India





Research & Development

Developed a comprehensive in-house R&D facility recognized by the Department of Science & Technology, Government of India, which is equipped with latest technology and equipment

Every new and existing product undergoes a constant research at our lab

Derived competitive edge in manufacturing of Acid Chlorides and Alkyl Chlorides, which have wide applications. We have developed several products and started its commercial production and supply.

We have the facility of gram lab, kilo lab and pilot plant to scale up the process.

It also approved by Maharaja Sayajirao University of Vadodara for allowing students pursuing Doctorate of Philosophy (Ph. D) to conduct research and experiments.

Our top management is committed to process safety



PHA

 Process Hazard Analysis conducted for all products and processes

Top Management

 Total commitment and involvement of the top management in process safety

Compliance

- Frequent and Regular Audits
- Time bound corrective and preventive actions



Chemical Release

- Dispersion Modeling Studies
- Storage Quantity Reduction
- Mechanical Integrity of Equipment

PSSR

Pre-Startup safety revisions for new and changed processes

Management of Change

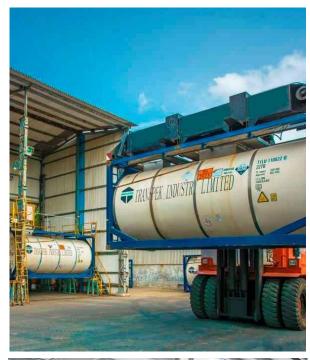
- Well defined process for change
- Comprehensive Review for changes and pre implementation studies

Separate Process Safety Management Team

- Chemical Engineers
- Chemists
- Safety Professionals
- Automation Professionals

Our transportation is safe, systematic and sustainable







- Safe, systematic and sustainable transportation is a key challenge to ever changing global chemical industry
- Pioneers in developing in-house ISO Tank station which is well equipped with state-of-the-art technology
- We manage over 600 ISO Tanks for safe and secure transportation of our products
- Each tank is closely monitored for its efficient utilization and periodically inspected by competent authority
- Our team provides end to end support to deliver the material in ISO Tanks
- Facilitated many customers in transitioning to use ISO Tanks using our technological competence



Packaging

- We offer different sizes of drum packing for our products which are UN approved and certified by Indian Institute
 of Packaging
- All packing, marking and labeling are prepare & ship as per IMDG and IATA guidelines

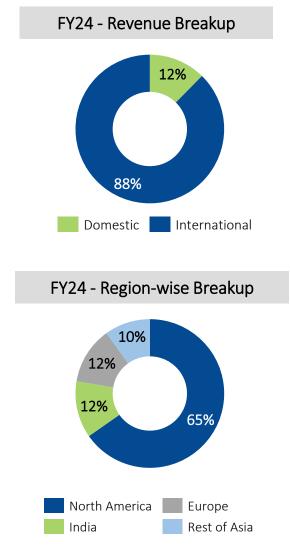
Our products are delivered across the globe



One of the Pioneering Global Exporters from India since 1986

Long term relations with Leading Global Chemical Giants





Our board has vast industry experience





Mr. Ashwin C. Shroff | Chairman

A science graduate, Mr. Shroff has played a pivotal role in advancing the growth of industrial chemicals, agrochemicals, and environmental businesses. He served as the President of the Indian Chemical Council from 1996 to 1998 and is a current member of both the FICCI Environment Committee and the FICCI Chemicals Committee.



Mr. Anandmohan Tiwari | Independent Director

Mr. Tiwari has served for 34 years as a member of the Indian Administrative Service, dedicating 20 of those years to the social sector, focussing on women's empowerment, rural and tribal development, education, and CSR. His executive roles include serving as Managing Director at Gujarat Narmada Valley Fertilizers Company, Gujarat Alkalies and Chemicals Limited, Vadodara, and Gujarat State Fertilizers & Chemicals Limited, Vadodara.



Mr. Bimal Mehta | Managing Director

Professionally qualified as a CA, Mr. Mehta has held senior level positions in both Indian and multinational companies. With 33 years of experience, he brings expertise in business strategy, market growth, customer relationships, and finance.



Mr. Vijay Maniar | Independent Director

Shri Vijay Maniar, a fellow member of the Institute of Chartered Accountants of India with over 39 years of experience, ran his practice from 1985 to 1999. He then served with S.R. Batliboi & Co. LLP until 2021, specializing in statutory audits of large companies. Since January 2022, he has been an advisor and mentor at ASA & Associates' Mumbai branch and serves as an Independent Director for India Infradebt Limited and FDC Limited.



Mr. Avtar Singh | Joint Managing Director

With 41 years of extensive experience in chemicals, pharmaceuticals, and agrochemical products, Mr. Singh began his career at Gharda Chemicals Private Limited. In 1981, he joined Punjab Chemicals and Crop Protection Limited (PCCPL), where he worked in operations and managed plants in various capacities.



Ms. Rita Teaotia | Independent Director

Ms. Rita Teaotia, a 1981 batch IAS officer of the Gujarat cadre, has over 40 years of experience. She served as Managing Director of GIPCL, Commerce Secretary (2015-2018), and later Chairperson of the Food Safety and Standards Authority of India from November 2018.



Mr. Dipesh K. Shroff | Director

Mr. Dipesh Shroff holds a Diploma in Civil Engineering, an M.E.P. from IIM Ahmedabad, and an OPM from Harvard Business School, Boston. He is currently the Managing Director of Agrocel Industries Private Limited.



Mr. Maulik D. Mehta | Independent Director

With over 16 years of experience, he holds a Bachelor of Business Administration, a Master's in Industrial and Organizational Psychology, and has completed the Owner/President Management executive MBA program at Harvard Business School. Since June 2020, he has been serving as the Executive Director & CEO of Deepak Nitrite Limited.



Mr. Ravi A. Shroff | Director

Mr. Ravi Shroff holds a B.E. in Chemical Engineering and an M.S. in Chemistry. He is a director in several private limited companies and one investment company, and he is also a partner in multiple partnerships. Currently, he is serving as the Managing Director of Excel Industries Limited.

Mr. Rajeev Pandia | Independent Director

A Chemical Engineering graduate from IIT Bombay with a master's from Stanford University, served as President of the Indian Chemical Council (2000–2002) and led Herdillia Chemicals Limited (later SI Group - India Limited) as Vice Chairman and Managing Director from 1992 to 2008. He is also an independent director for several companies.



Shri Ramkisan A. Devidaval | Independent Director

Mr. Ramkisan A. Devidayal, with a master's in commerce and management, has 36 vears of experience in agrochemicals, including 20 years in senior management roles. He has been Vice Chairman of Baroda Citizen Council, actively involved with NGOs, and associated with organizations like the Vadodara Chamber of Commerce and Gujarat 21 Pesticides Formulators. He also serves as a director in several companies.

Our company has adopted a sustainable method of doing business



Community Empowerment

Serving the society in various areas like health & hygiene, education, skill development, vocational training etc.

Biodiversity

Maintaining and enhancing green belt (flora and fauna) within the factory premises through afforestation and plantations

Human Rights & Gender Equality

Maintaining work culture that ensures right opportunities to all on basis of their abilities and values without any bias



Awareness about Environmental Footprint

Minimizing impact of our operations by creating sustainable value chain and conservation / recycle/ reuse of resources

Health and Safety

Conducting operations in manner that ensures safety, health & hygiene of the employees leading to better working environment



Water Conservation

Recycling and reusing water through various methods like Bio-Filter, Recharge well, etc

Well Established, Efficient & Effective Safety and Environmental Practices

Accredited with ISO 9001:2015, ISO 14001:2015, BS OHSAS 18001:2007 for Management System and ISO 50001:2011 for Energy Management System





ESG at the heart of all we do

Corporate social responsibility



Women Empowerment Workshops

Understanding the needs of communities, addressing them through need-based projects and making them work together to help create game changing development for sustainable growth



Strengthening the Foundation



Vocational Training

Our vision is to actively contribute towards creating innovative and sustainable solutions in the fields of health, education, vocational training and skill building and in doing so, build a better sustainable way of life for the weaker sections of the society



Solidifying the base

Focus on all round development of children with special teaching classes for academic purpose and workshops having various activities



Health Awareness

Several sessions arranged for creating health awareness on issues like HIV, Anemia, Women's Health and hygiene, Cancer etc. Special medical check up camps are also arranged for addressing their health issues and for providing medicines and guidance to everyone



Energy conservation award by Government of India







Company received an award from Ministry of Power for Energy Conservation Activities undertaken from 2018-2021.

This award was given by Hon'ble Minister of Power.

Awards and Recognitions – A glimpse



Government of Gujarat: Excellence in CSR Award



FGI Award for Excellence in the field of Environment Pollution Abatement & Preservation



Indian Chemical Council: Best in Social Responsibility Award



CSR Award for Outstanding contribution



Shri Atul Shroff, Director & Union Leader Shri Ashok Narsinh receiving the award at the hands of Hon. O. P. Kohli – Governor of Gujarat Shri Bimal V. Mehta, MD, receiving
Federation of Gujarat Industries Award at the
hands of Shri Manohar Parrikar, Minister of
Defence, Government of India

Vice President (Marketing) and Dy. General Manager (HRM) receiving the Indian Chemical Council Award for Social Responsibility Received award for Outstanding Contribution in the field of CSR by EXIM Club

Many Awards in Social Responsibility, Environment Protection & Water Conservation Recognition for Company's Values, Ethics and Social Commitment

Environment, health and safety









We have Full-fledged Effluent management system with a licensed discharge facility to the central Effluent channel Our company has 100 acres of land with a green belt of more than 30,000 trees within its premises





Historical Financial Highlights

FY24 – Standalone Profit & Loss Account



Particulars (Rs. Crores)	FY24	FY23	Y-o-Y
Revenue from Operations	579.6	826.9	
Other Income	25.2	17.8	
Total Revenue from operations	604.8	844.7	-28.4%
Cost of materials consumed	293.9	441.5	
Purchases of stock-in-trade	0.0	0.0	
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-6.4	-3.5	
Total Raw Material	287.4	438.0	
Employee Expenses	61.6	60.3	
Other Expenses	148.3	181.4	
EBITDA (Including Other Income)	107.5	165.1	-34.9%
EBITDA Margin (%)	17.8%	19.5%	
Depreciation	37.6	33.0	
EBIT	69.9	132.0	-47.1%
EBIT Margin (%)	12.1%	15.6%	
Finance Cost	14.4	19.2	
Exceptional Item	0.0	0.0	
Profit before Tax	55.5	112.8	-50.8%
Тах	17.0	29.3	
Profit After Tax	38.6	83.5	-53.8%
PAT Margin (%)	6.4%	9.9%	
EPS (in Rs.)	69.03	149.45	

Mar'24 - Standalone Balance Sheet



Liabilities (Rs. Crores)	Mar-24	Mar-23
Equity		
Equity Share capital	5.6	5.6
Other Equity	667.8	581.1
Total Equity	673.4	586.6
Financial liabilities		
(i) Borrowings	19.7	27.6
(ii) Lease liabilities	52.6	53.8
Provisions	3.1	3.3
Deferred tax liabilities (Net)	104.4	80.0
Total Non Current Liabilities	179.8	164.6
Financial liabilities		
(i) Borrowings	24.5	50.8
(ii) Trade Payables	45.8	54.3
(iii) Other financial liabilities	13.1	15.4
(iv) Lease liabilities	26.1	12.8
Provisions	0.6	0.3
Other current liabilities	2.5	2.2
Current tax liabilities (Net)	0.0	0.0
Total Current Liabilities	112.5	135.6
Total Equity and Liabilities	965.7	886.9

Assets (Rs. Crores)	Mar-24	Mar-23
Non Current assets		
Property, Plant and Equipment	319.7	303.9
Capital work-in-progress	6.1	24.2
Right to use of lease assets	77.6	61.3
Other Intangible assets	0.0	0.0
Financial Assets		
Investments	320.5	237.6
(ii) Loans	0.0	0.0
(iil) Other financial assets	16.4	13.9
Other non-current assets	11.7	11.5
Total Non Current Assets	752.0	652.5
Current Assets		
Inventories	64.4	65.2
Financial Assets		
(i) Trade receivables	91.9	118.2
(ii) Cash and cash equivalents	8.1	5.5
(iii) Bank balances other than above	22.5	20.0
(iv) Loans	0.0	0.0
(v) Other financial assets	2.8	1.5
Other current assets	24.0	24.0
Total Current Assets		234.4
Total Assets	965.7	886.9

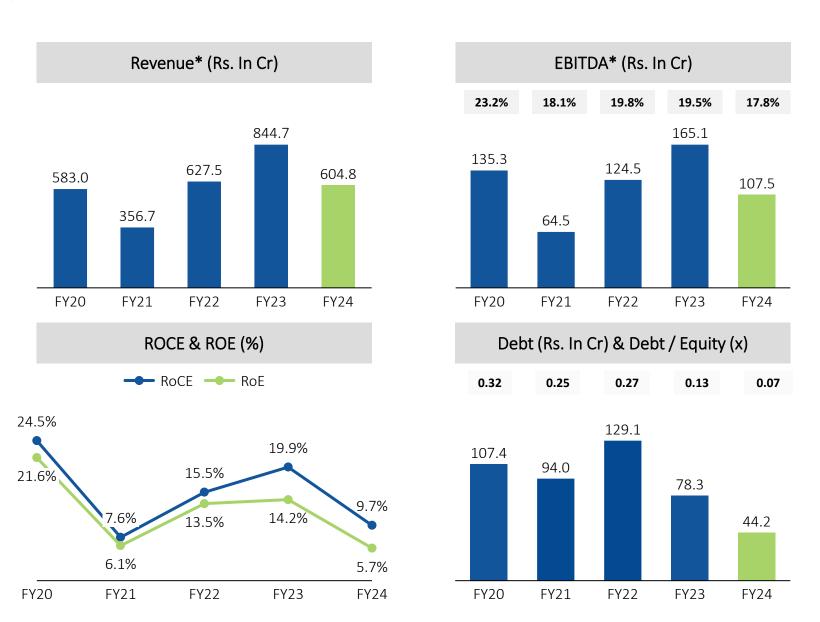
Mar'24 - Standalone Cash Flow Statement

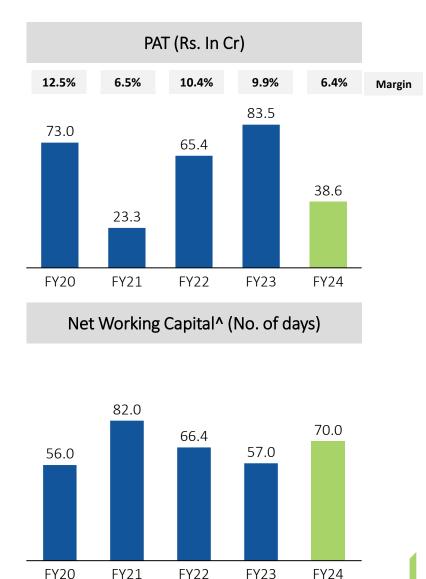


Particulars (Rs. Crores)	Mar-24	Mar-23
Net Profit Before Tax	55.5	112.8
Adjustments for: Non Cash Items / Other Investment or Financial Items	41.3	55.9
Operating profit before working capital changes	96.8	168.7
Changes in working capital	12.9	-22.1
Cash generated from Operations	109.7	146.6
Direct taxes paid (net of refund)	-11.9	35.7
Net Cash from Operating Activities	97.8	110.8
Net Cash from Investing Activities	-31.5	-13.0
Net Cash from Financing Activities	-63.7	-93.9
Net Decrease in Cash and Cash equivalents	2.6	3.9
Add: Cash & Cash equivalents at the beginning of the period	5.5	1.6
Cash & Cash equivalents at the end of the period	8.1	5.5

Standalone Financial Highlights







FY20

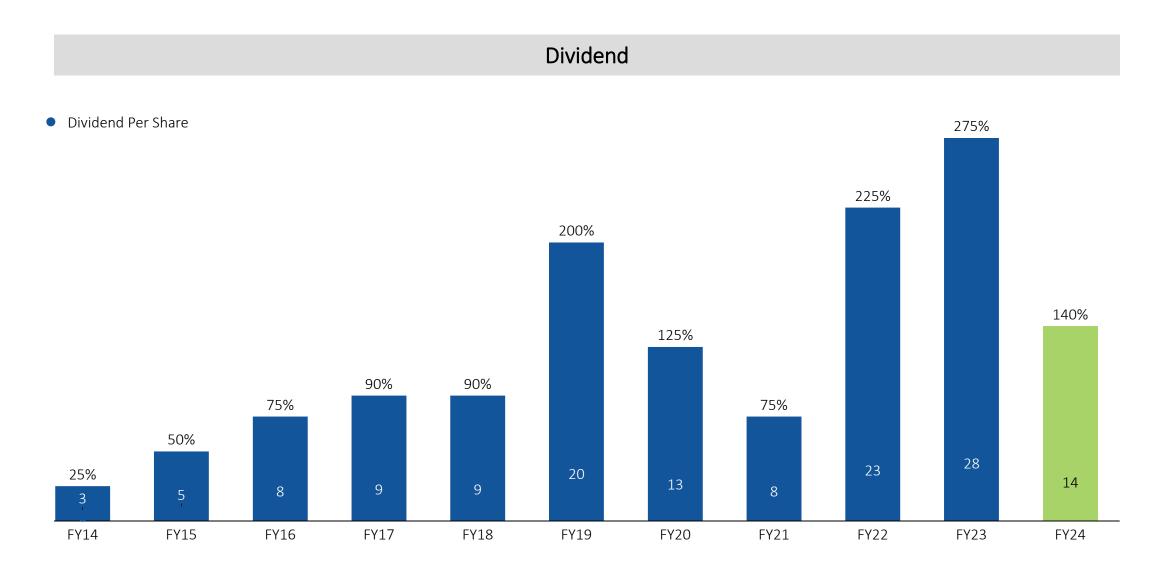
FY21

FY22

FY23

Consistent Dividend Performance









Way Forward

Strategic Growth



Product Development

While adding more Acid Chlorides, we have been focusing on other products that are under development at different stages. Once commercialized, these products shall provide further growth.

Geographic Expansion

The Company has been working to expand its customer base and geographical spread which will add to the overall business volumes in the coming period. Recently, business has been started with customers in Eurasia and South America.

Sustainability Practice

The Long-Term Strategic Growth shall be achieved through a combination of both the above, combined with intensive & continued focus on best sustainability practices and customer delight.



Contact Information

Company:

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THANK YOU

