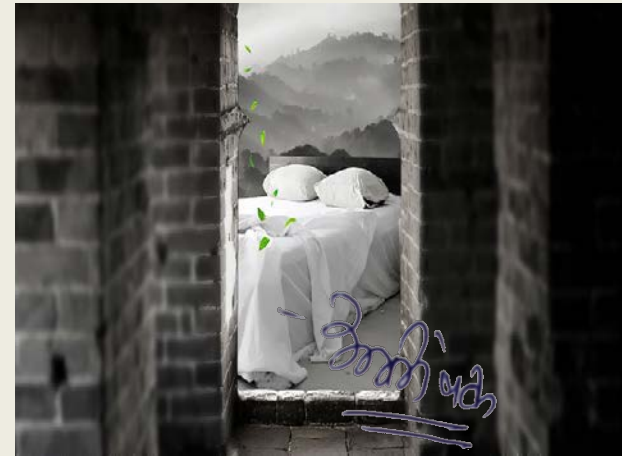


GHCL LIMITED

Q3 FY20 Investor Update - January 2020





Safe Harbour

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Agenda

Quarterly &
Annual Update

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Overview

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Inorganic
Chemicals
Segment

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Textiles
Segment

29

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Quarterly Update Q3 FY20



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Management Commentary

Commenting on the Q3 FY20 performance,

Mr. R. S. Jalan, MD said:



"Our REKOOP Initiative in Textiles has been chosen as a "Case Study" at HARVARD BUSINESS SCHOOL."

- Satisfactory performance during last 9 months, recorded 35% growth in PAT to Rs. 327 Crores despite challenging economic situations.
- Our PAT for Q3 FY 20 is Rs. 101 crore at Q3FY19 levels despite:
 - Impact of Rs. 10 crore due to retrospective withdrawal of MEIS of 4% on Home textiles exports by the government,
 - Drop in Soda Ash Realisation by about 7% due to slowdown resulting in lower demand growth and over supply,
 - Margin pressure in Spinning due to weakness in Domestic Spinning Industry.

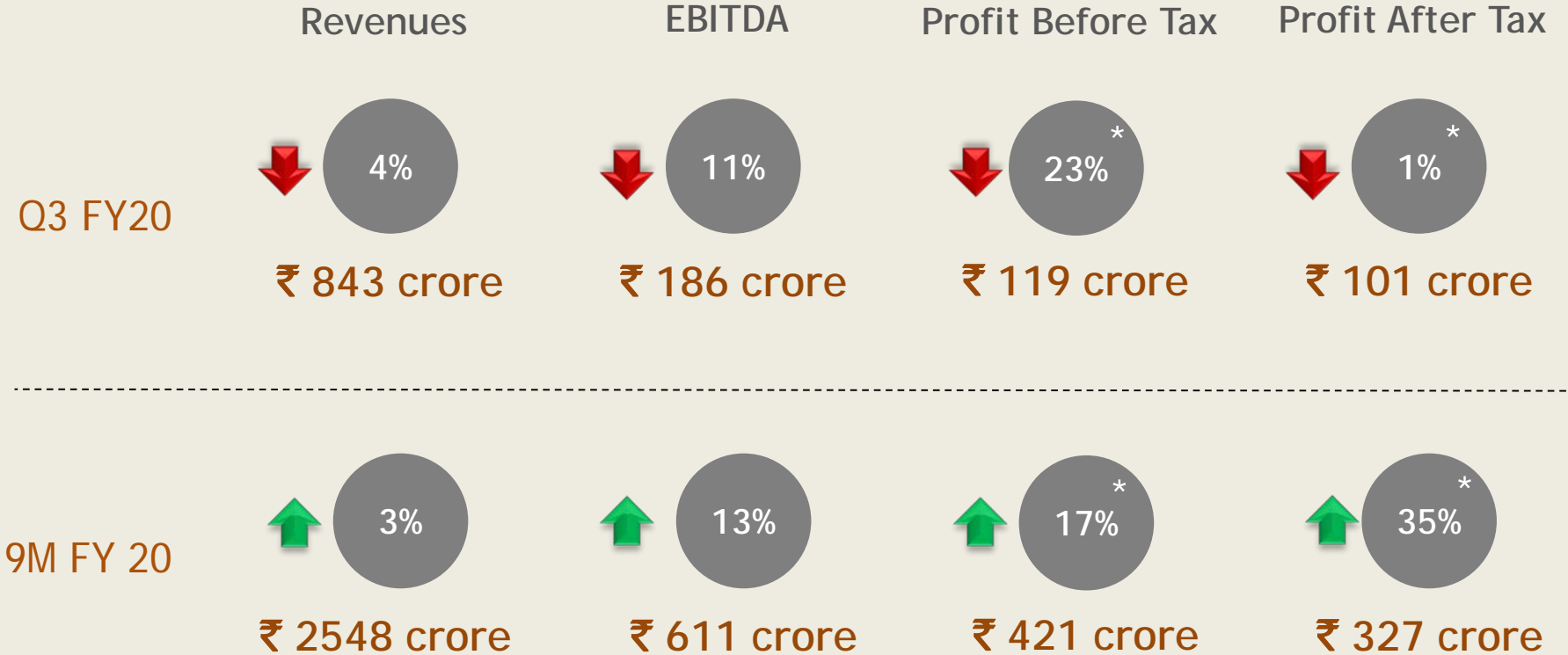
Aforesaid impact has been neutralized due to operational efficiencies, volume, and reduction in corporate tax rate.

- Soda Ash
 - Production and Sales Volume Increase by 4% and 8% respectively,
 - Average Realization down by about 7%, however 50% of the same recovered with operational efficiencies and lower input cost.
- Textiles
 - Spinning Industry continued to face tough time, however going forward we expect improved performance with new cotton corp.
 - Our Flagship Brand "REKOOP" has been recently placed as a Co-branded Solution with Sainsbury UK.
- The Board has approved a Buyback of Rs. 60 crore (excluding applicable taxes and cost) at a maximum price of Rs.250/- per share.

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Performance Highlights - 9M FY 20 & Q3 FY20



* Despite of exceptional items of Rs. 10 Cr due to retrospective notification from Government.

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Profit & Loss Statement

Rs. In Crore

Particulars	Q3 FY20	Q3 FY19	YoY	Q2 FY20	QoQ
Sales	843	875	-4%	826	2%
Operating Expenses	657	665	-1%	623	5%
EBITDA	186	210	-11%	203	-8%
EBITDA Margin	22.1%	24.0%	190 BPS	24.6%	250 BPS
Depreciation	32	29	12%	32	1%
EBIT	154	181	15%	171	-10%
Interest	26	27	-6%	29	-12%
Exceptional Item	9	--	--	--	--
Profit Before Tax	119	154	-23%	142	-16%
Tax	18	52	-66%	20	-9%
Profit After Tax	101	102	-1%	122	-17%

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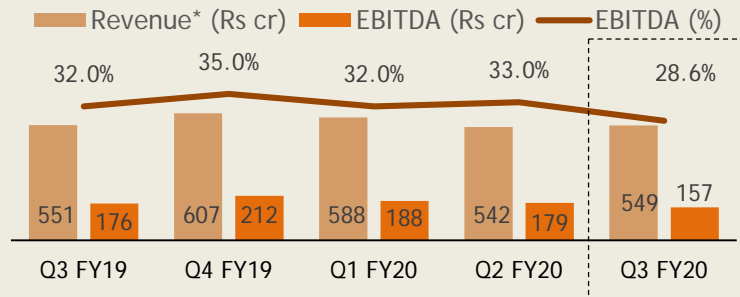
Q3 FY20 Segment Highlights - Inorganic Chemicals

Particulars	Q3 FY20	Q3 FY19	YoY	Q2 FY20	QoQ
Net Soda Ash Production (Lac MT)	2.53	2.42	4%	2.62	-3%
Revenue (Rs. Crores)*	549	551	-40 BPS	542	129 BPS
EBITDA (Rs. Crores)	157	176	-11%	179	-12%
EBITDA %	28.6%	32.0%	340 BPS	33.0%	440 BPS

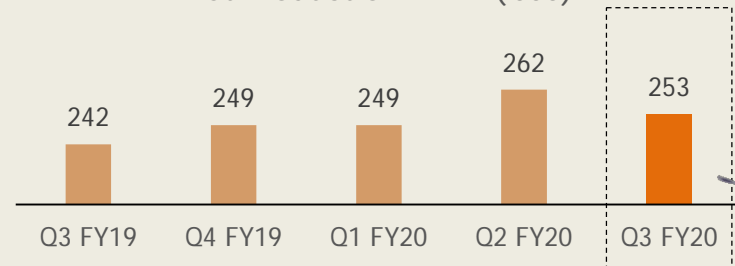
Performance Insights

- Production increased by 10 K MT in the quarter.
- Maintained Revenue despite of softness in prices by around 7%.
- EBITDA de-growth by 11% compared to Q3 FY19 primarily due to softer prices partly recovered with better operational performance.
- Oversupply situation is likely to continue for sometime.

Chemicals - Quarterly Trend



Net Production in MT ('000)



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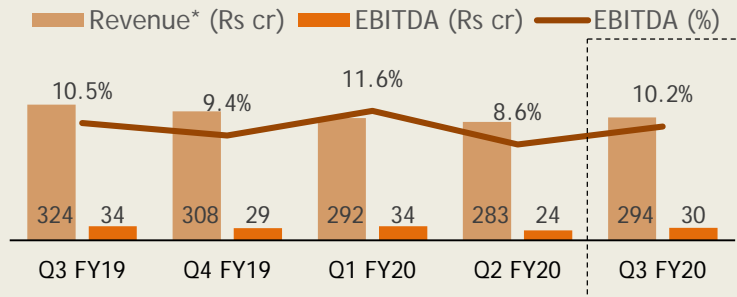
Q3 FY20 Segment Highlights - Textiles

Particulars	Q3 FY20	Q3 FY19	YoY	Q2 FY20	QoQ
Revenue (Rs. Crores)*	294	324	-9%	283	4%
EBITDA (Rs. Crores)	30	34	-13%	24	22%
EBITDA %	10%	10.5%	-50 BPS	8.6%	140 BPS

Performance Insights

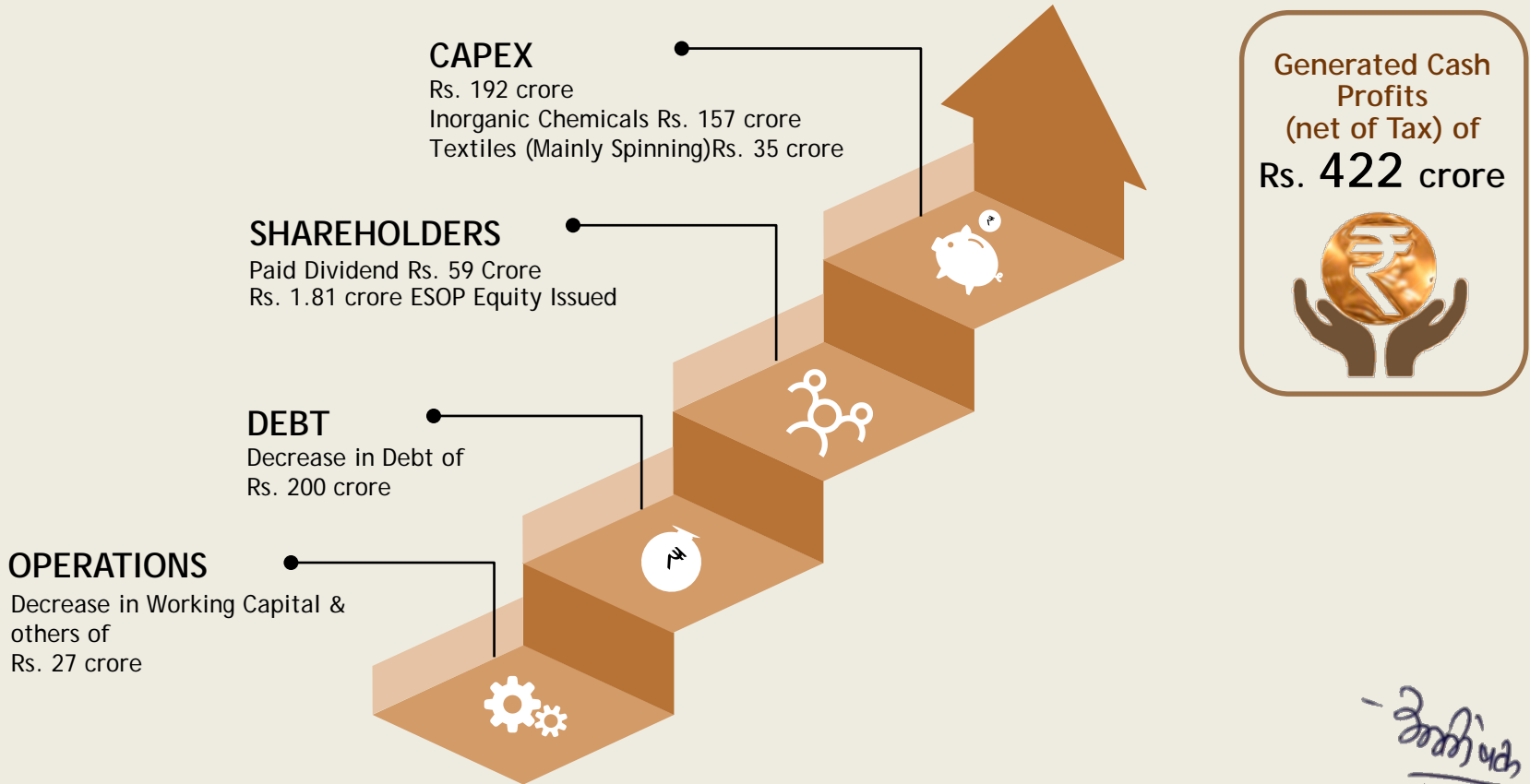
- Revenue down by 9% as compared to Q3 FY19, which is primarily due to weak scenario in spinning industry.
- EBITDA Margins 50 BPS lower compared to Q3 FY19 in line with our previous guidance on spinning industry scenario.
- REKOOP now on shelves in UK market.

Textile - Quarterly Trends





Efficient Capital Allocation (9M FY20)

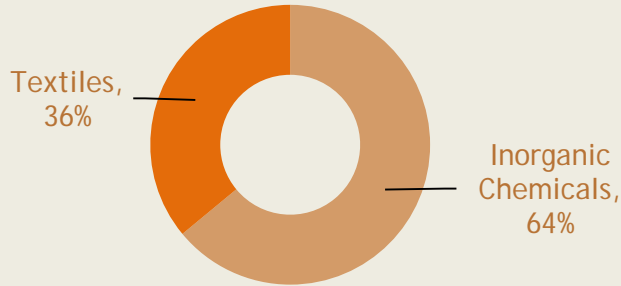


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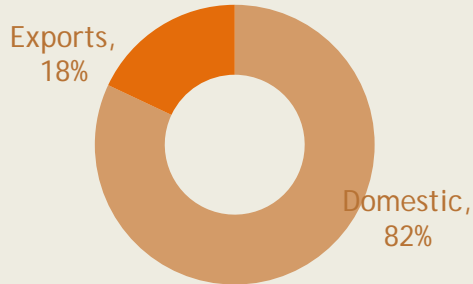


Revenue Breakup & Key Financial Ratio's

Segment-wise Revenue break-up**



Domestic : Exports Revenue break-up**



**Based on FY19 financials

ROCE*

20%

ROE*

20%

Debt
1,092 Cr.

Net Debt-Equity

0.47x

Net Debt-EBITDA

1.24x

*Note :- ROCE and ROE are calculated on trailing 12month numbers



Company Overview

— સુચિત્રા



GHCL - An Introduction



Best in class

Operations management
CAPEX planning and execution
Financial management



Day to day management and strategy led by professional management team



Targeting

- To grow profits at a CAGR 20% on a long term horizon
- To create value systems that defines our Culture
- To drive sustainable inclusive growth involving all stakeholders

2nd
Largest manufacturer of Soda Ash in India, with 25% market share

11.00
Lac MT
Soda Ash capacity

45
MN MT
Processing Capacity

1.85L
Spindles
With 3320 rotors and TFO's

90%+
Capacity utilisation in Soda Ash

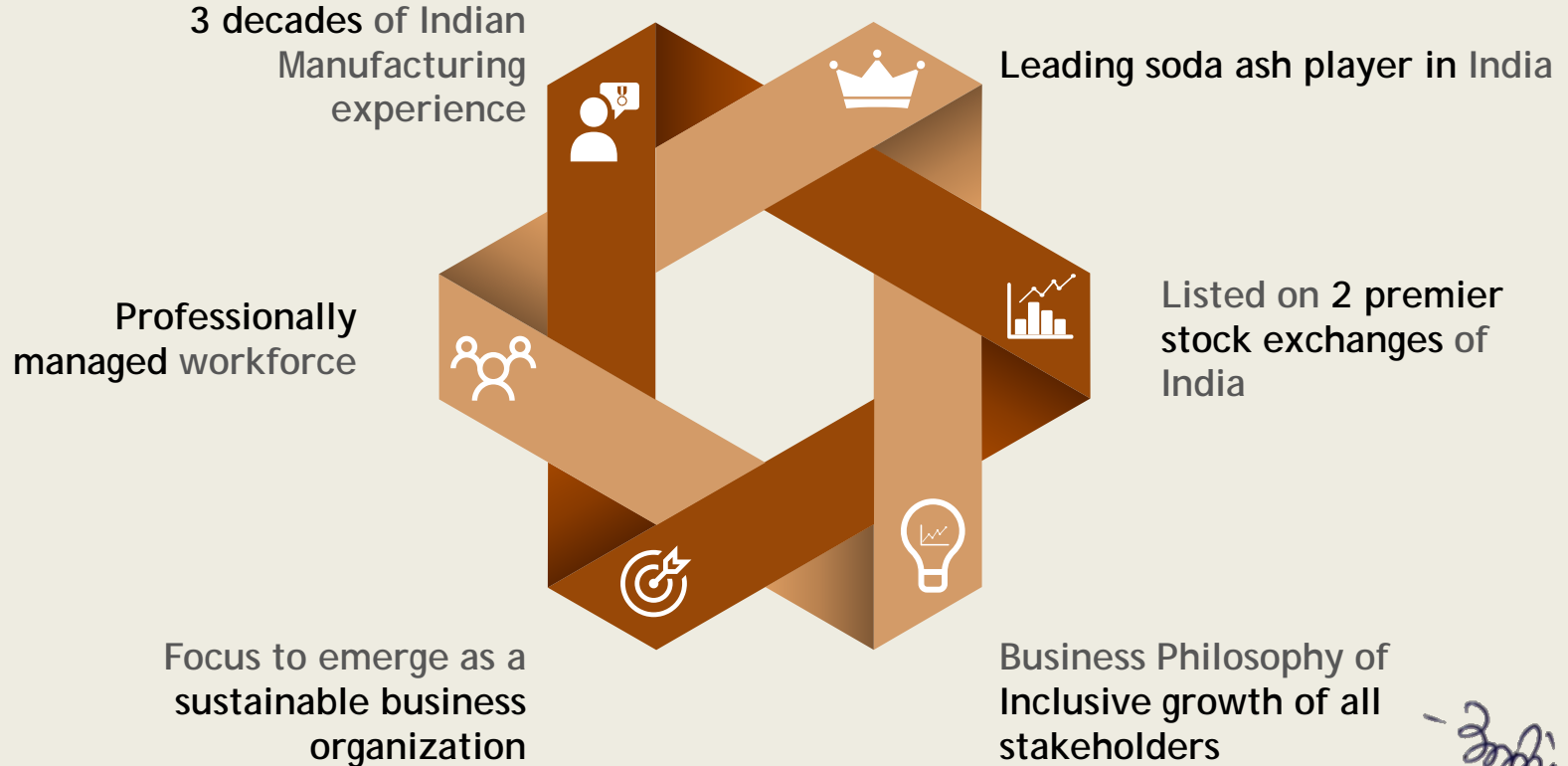
25%
5-Year PAT CAGR
Rs.361 Cr from Rs. 116 Cr

20%*
Return on Capital Employed (ROCE)

*Based on trailing 12 month numbers



GHCL Overview



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Balanced growth opportunities across businesses



Inorganic
Chemicals (64%*)
Margin leadership
in the industry

- Among top 3 soda ash players.
 - Catering 1/4th of Indian soda ash demand
 - Margin leader in the industry; with highest capacity utilization of 90%+
- Sodium Bicarbonate of 0.60 Lakh MT
- Strong FMCG presence in South India with edible salt, Honey & Spices
 - Expanding market reach by adding new geographies and product basket



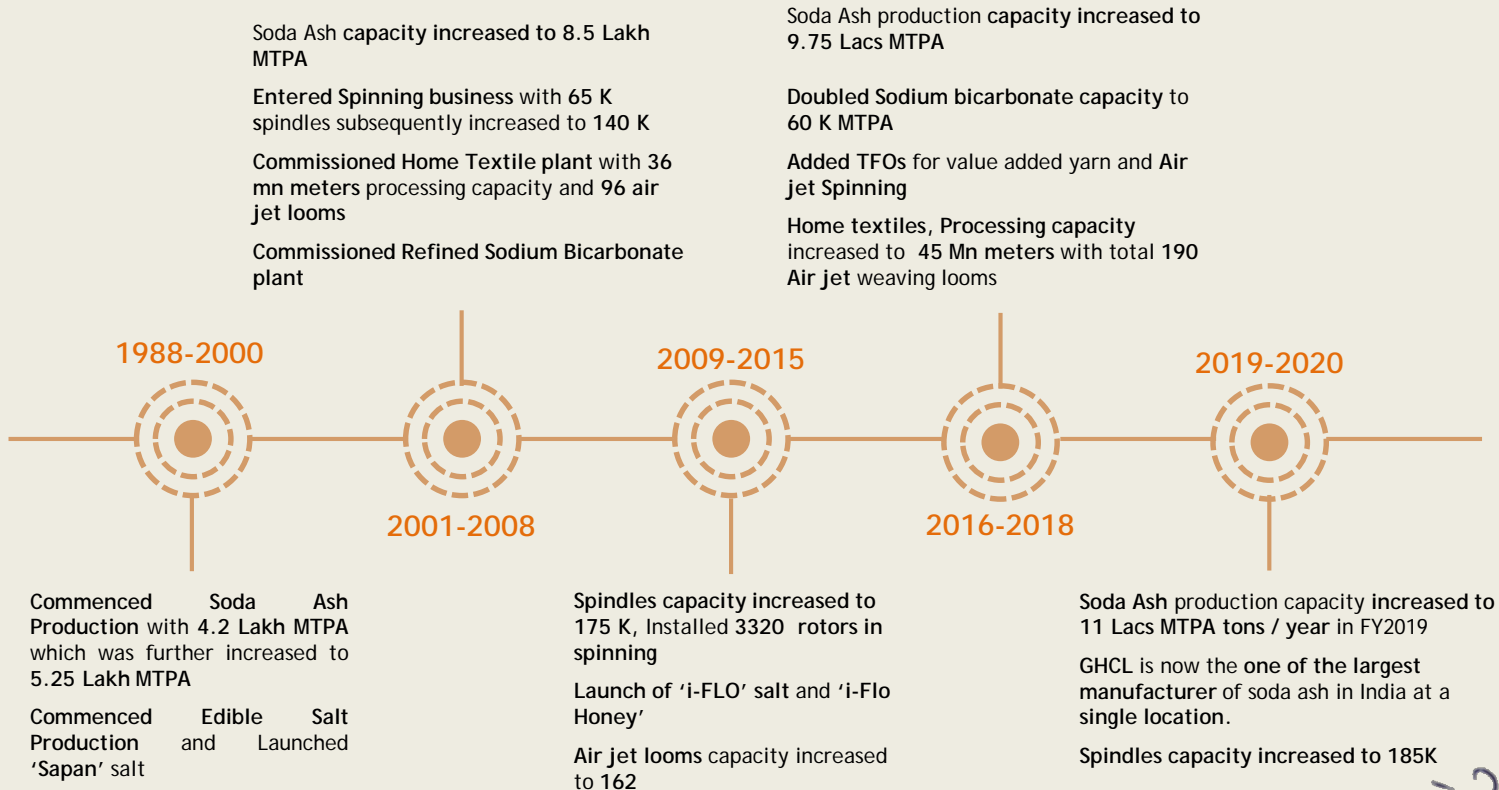
Textiles Segment
(36%*)
Presence across
the value chain

- Spinning
 - 1,85,712 Spindles
 - 3,320 Rotors
 - 5,760 Drums
 - 5 Air jet Spinning Machine
- Weaving
 - 12 mn meters pa
- Processing
 - 45 mn meters pa
- Finished Product
 - 30 mn meters pa

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Evolution of GHCL through the years



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Spearheaded by Pre-eminent Professionals

RS Jalan
Managing Director



Unique leadership style with endeared managerial abilities drives all businesses alike

Qualified Chartered Accountant, profess deep business understanding and excellent analytical skills

Raman Chopra
CFO & Executive Director



Spearheading GHCL's Finance and IT functions

Qualified Chartered Accountant with sharp financial acumen, negotiation skills and a great passion for technological advancements and specialization in Greenfield expansion

NN Radia
President & COO,
Soda Ash



Associated with the Company since 1986

Bachelor in mechanical engineering

Strong technical expertise along with people management

Sunil Bhatnagar
President Marketing,
Soda Ash



Associated with the Company for over 22 years

Degree in law and diploma in management

Manu Kapur
President & CEO,
Home Textiles



Industry veteran with more than 2 decades experience

His vast experience in Home Textiles Sourcing in previous assignments with Ikea and J C Penny

M. Sivabalasubramanian
CEO, Spinning



Vast experience in cotton procurement and manufacturing operations

Bachelor in textile engineering

Gopakumar Menom
CEO, Consumer Products



Degree in Economics from Calicut University and more than 30 years of experience in the FMCG industry



Core values at forefront..

Thoughtful and show regards for another person.



Each person to work towards larger group objectives.

Confidence in each others capabilities and intentions.

Take Responsibilities of own decisions and actions.

GHCL is an unique work place which is dotted with its Core Values, defining its culture.

Every employee in the company is expected to imbibe its Core Values and interact within the business ecosystem with all its stakeholders accordingly.

Here we have established the link for performance appraisals of every employee with core value surveys conducted twice a year.

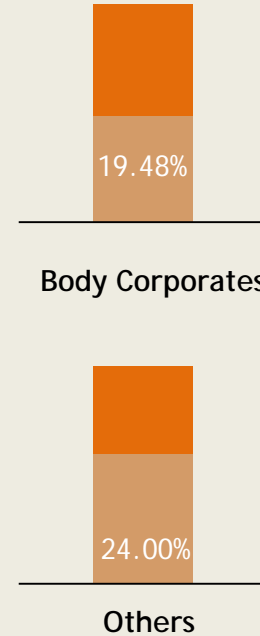
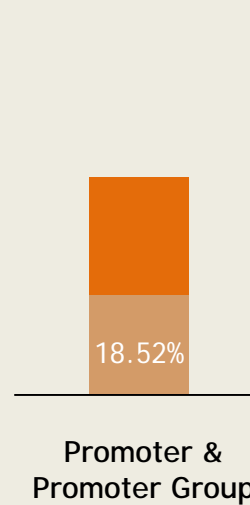
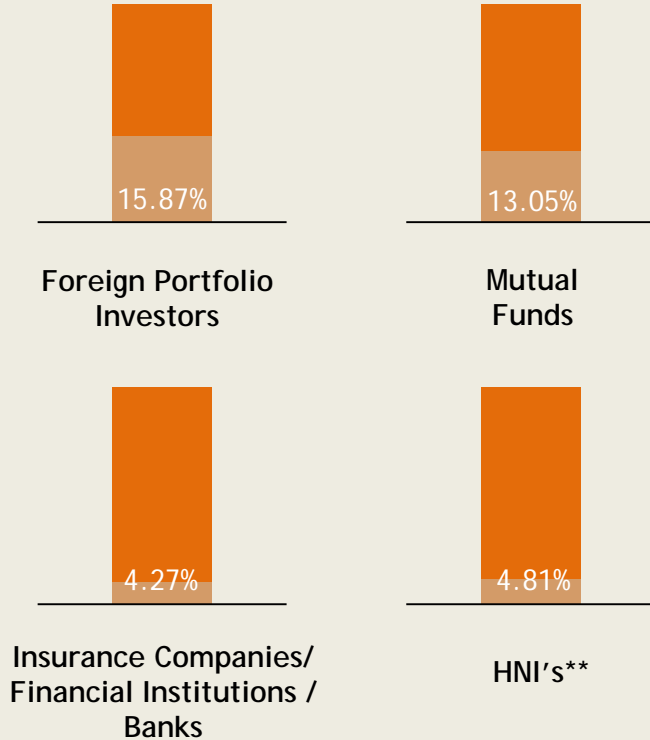
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Strong Institutional & HNI** Holding - 38.00%

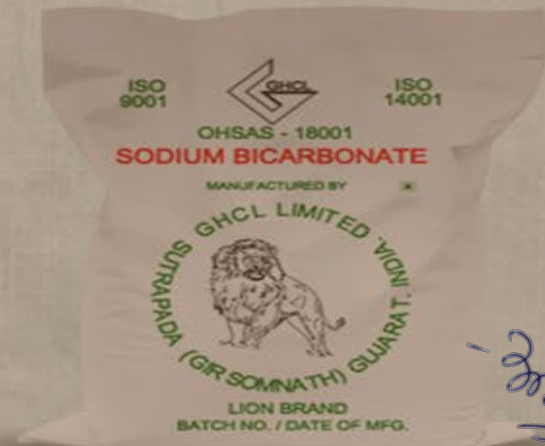
Institutional Holding - 33.19%, HNI's** - 4.81%

Non-Institutional Holding - 43.48%



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** HNI- Individuals holding share capital more than 1%
Shareholding updated as on 31st Dec, 2019



Inorganic Chemicals

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Commanding a leadership in manufacturing of Soda Ash

+90%

Capacity utilization;
Highest in industry

11.00L MT

Soda ash capacity;
25% market share of
domestic demand

**Margin
Leadership**

+30%*

EBITDA Margins;
consistent high
margins

Key Differentiators

Single largest Soda ash plant in India at a single location

Best in class productivity

Soda Ash B2B to B2C with supply chain existence

Focus on cost competitiveness with Quality circle

Expertise and Specialisation of 30 years

Strategic control over key raw materials

Innovated from coke to briquette for cost optimisation

* Based on last 3 year's average



Marquee Clients



Hindustan Unilever Limited



GUJARAT
BOROSIL
LIMITED

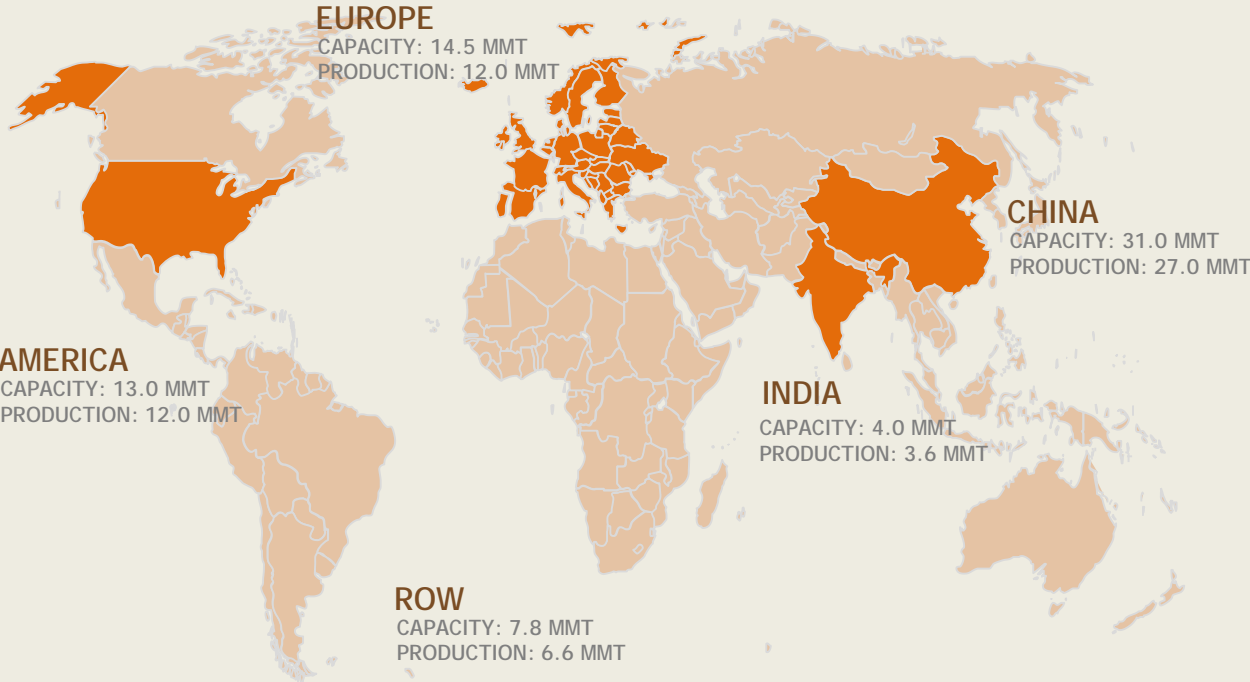


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Global outlook on the soda ash industry

GLOBAL SIZE: CAPACITY-70 MMT, PRODUCTION-61 MMT



Soda Ash Market Outlook

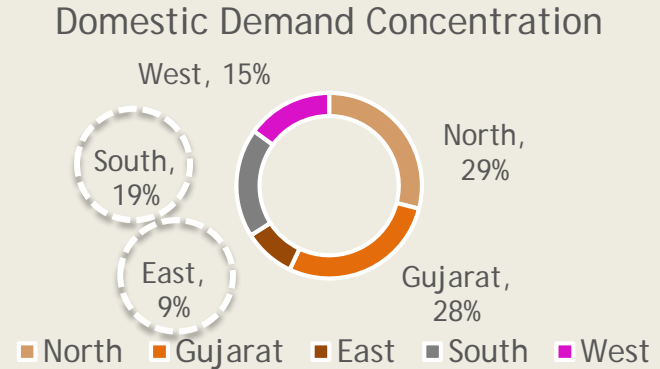
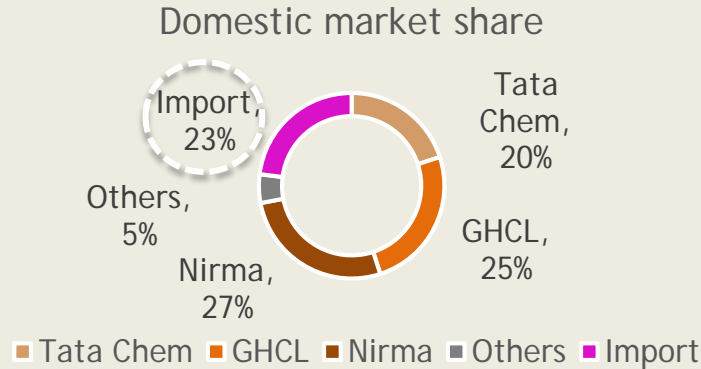
- Global economic weakness has resulted in softness in Soda Ash market
- China continue to face economic slowdown. Reported high Soda Ash production and dull domestic markets resulting in drop in export prices.
- **Europe** : Slightly easing markets due to slowdown in automobile sector. Turkey has become largest supplier to India.
- US overall Production improved, domestic consumption marginally lower due to economic slowdown
- New Capacities of 5Mn MT have been announced in US Region that are expected to come onstream starting 2024
- India is facing oversupply situation due to higher domestic production and increased imports putting pressure on the pricing

Globally market is growing @ 2.0% pa requiring around 1.2Mn MT additional supplies every year

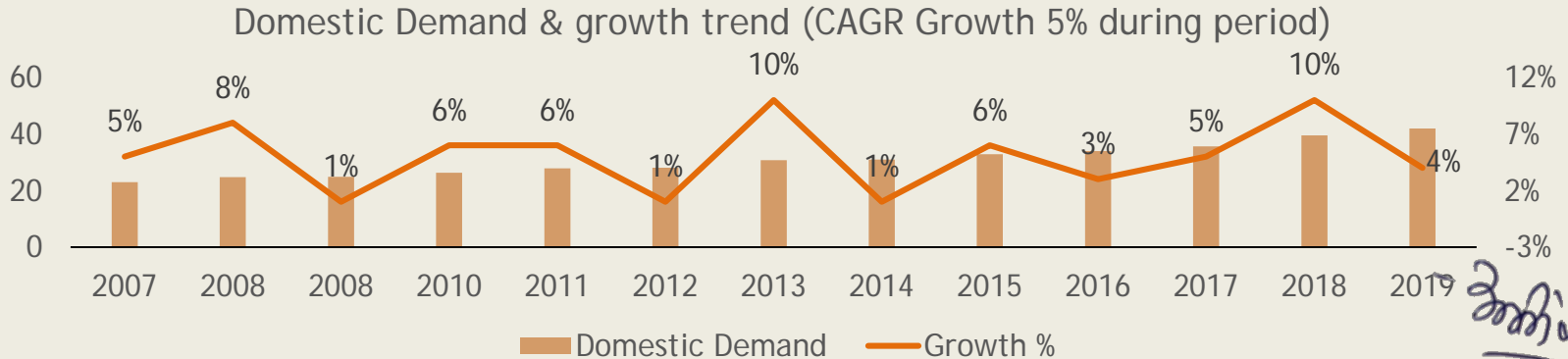
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Soda Ash Dynamics (Domestic Industry)



* Based on External demand for FY19 (Source : IMA)



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The background of the slide is a close-up photograph of numerous colorful glass bangles. The bangles are arranged in rows and feature various colors including red, green, yellow, pink, and blue. Some bangles are plain, while others are decorated with small gold-colored beads or larger, faceted gemstones in shades of green and blue.

GHCL's Dense Soda Ash is an important industrial chemical used in the manufacturing of colourful glass bangles.

Every cloth tells a story...
And we want to be the part
of that story...

Our **Soda Ash**
is used in soaps and
detergents to improve their
cleaning properties.



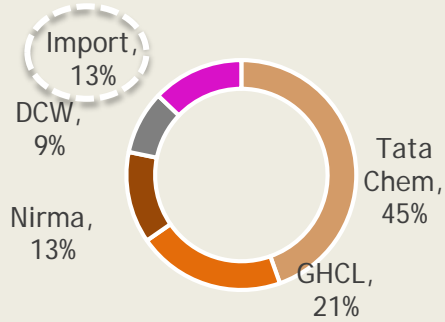


Inorganic Chemicals - Sodium Bicarbonate

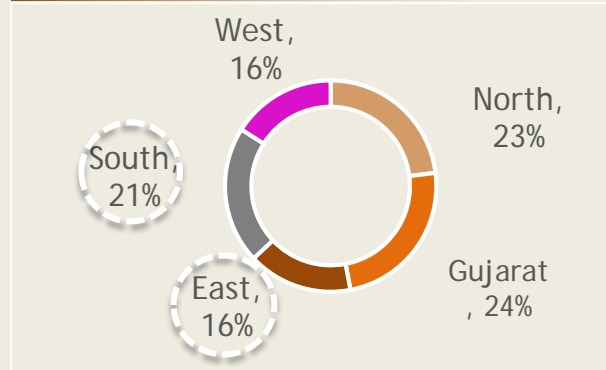


- Doubled capacity from 30,000 to 60,000 MT in December 2017.
- Generally named as baking soda, bread soda, cooking soda and bicarbonate of soda
- Used in Cooking, Pharmaceuticals, Fire Extinguishers, pH balancer, and Cleaning agent
- Specialization and experience in manufacturing of around a decade

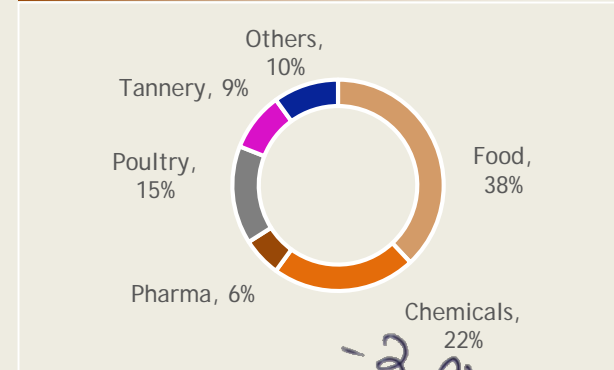
Domestic Demand Share



Domestic Demand Concentration



User Segment spread



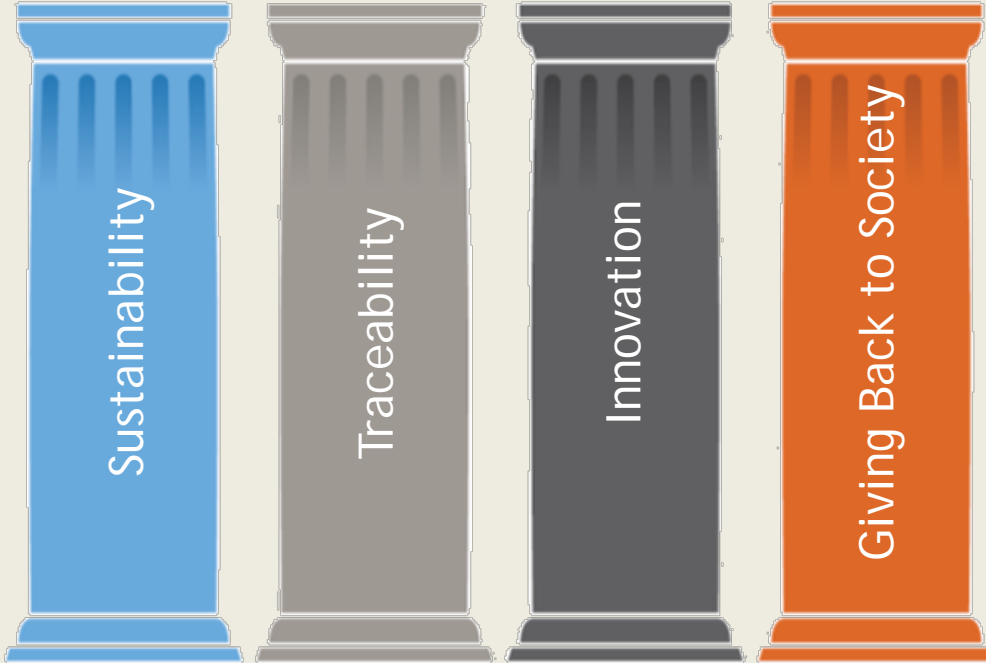
Inorganic Chemicals - Consumer Products

- Premium edible Salt Manufacturer in South India
- Expanding product portfolio i.e. Salt, Honey, Spices and Powder Spices under the brand i-FLO.
- Ventured into the Premium Honey Category by pioneering the entry of Jujube Honey
- Under powdered spices category, Turmeric, Chilli, Coriander & Black Pepper Powder SKUs were introduced.
- Now adding complete basket of Blended spices in powder category
- Entered into Maharashtra and Goa market.
- Brands: Sapan & i-FLO which are well accepted among Category A stores in Major Southern cities.





GHCL's Home Textile 4 Pillar Strategy




THE DERMA-GLOSS RANGE
80% BCI Cotton, 20% Cupro. With Aloe Vera.

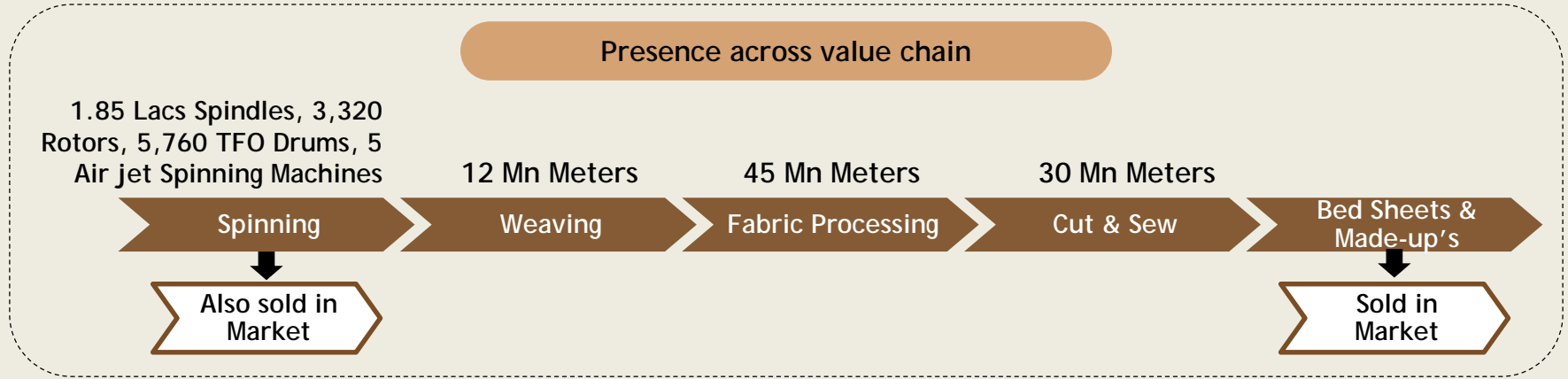
Meditasi

SLEEP AND HEAL

GHCL's innovative
"health and wellness"
bedding collection



Complete Integration improving the efficiency



- **Spindle capacity close to double of home textile requirement giving an opportunity to benefit from expansion of sheeting capacity**
 - Spinning unit located near Madurai in Tamil Nadu
 - Yarn ranging from 16s to 32s in open end, 30s to 120s in ring spun compact counts in 100% cotton and 24s to 70s counts in blended yarns
 - 27.2 MW windmill capacity
- **State-of-the-art home textiles facility at Vapi with weaving, processing and made ups**
 - Best of plants and equipment sourced from Germany and Japan - Beninger, Kuster, Monforts
 - Flexibility to process both cotton and blended fabrics.

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Marquee Clients

KOHL'S



BED BATH & BEYOND

Dillard's

canningvale

Sainsbury's

amazon.com

Walmart.com

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From Fashion, to Sustainability....

THE NEW ERA OF SUSTAINABLE SUPPLY CHAINS

By Mary Page Bailey | November 1, 2019



AN OPEN STANDARD FOR SUSTAINABILITY AND TRANSPARENCY IN THE PLASTICS INDUSTRY



To improve sustainability, materials manufacturers are welcoming new digital technologies and process innovations into their global supply chains

Goal 2020: The industry rearms for an 'eco' and digital era

DEC 20, 2019 — 8:57AM

Sustainability and industry 4.0: new paradigm in textile

The denim industry, one of the most polluting of the textile sector, was the first that NGOs and other associations placed in the spotlight to show its impact on the environment. The growing interest of some of the large groups in the sector, such as Levi Strauss or G-Star,



17 Sep 2019

Ending the era of dirty textiles



Sustainability has gained a lot of traction in the textile industry over the last few years. Purchase decisions are no longer only made on the basis of fashion and comfort. Consumers are increasingly demanding more eco friendly textiles.

The New York Times

Sept. 3, 2019

How Fast Fashion Is Destroying the Planet



FAST COMPANY



How plastic bottles that get turned into textiles are transforming the fashion industry

14 Feb 2019

Get a better understanding of how something you toss in the recycling bin turns into something you can wear.

“Around four years ago, we as a company were on this trajectory of manufacturing more and more, and I just had a little bit of a breakdown about that—I didn’t want to keep doing this unless we could find a way to change every aspect of what we were doing,” says designer Mara Hoffman, one of the major players in the fashion industry who has begun integrating recycled plastic bottles into her fabrics.



BUSINESS > MANUFACTURING

APR 11, 2019 4:54PM PT

These Eco-Friendly Textile Makers Are Ushering in a New Era of Sustainability

Consumers aren't the only ones going green. The manufacturers of high-quality materials used in shoes are, too, as sustainability standards continue to rise around the globe. To meet the environmentally conscious demands of footwear and apparel brands, market-leading textile producers are seeking new ways to generate eco-friendly fabrics without compromising on performance.

Handwritten signature: @marahoffman

Hyperlink to articles: [The New Era of Sustainability Supply Chains](#), [Goal 2020](#), [Ending the era of dirty textiles](#), [How fast fashion is destroying the planet](#), [How plastic bottles that get turned into textiles are transforming the fashion industry](#), [These Eco-Friendly textile makers are ushering a new era](#)

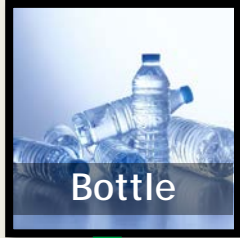


Reinventing the

REKOOP
RECYCLED WITH CERTAINTY

to

REKOOP 2.0
RECYCLED WITH CERTAINTY



Bottle

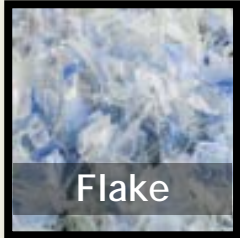


REKOOP



REKOOP 2.0

Manufactured and Sold by GHCL under REKOOP brand



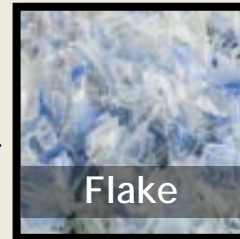
Flake



Yarn



Bed sheets



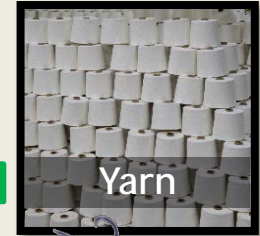
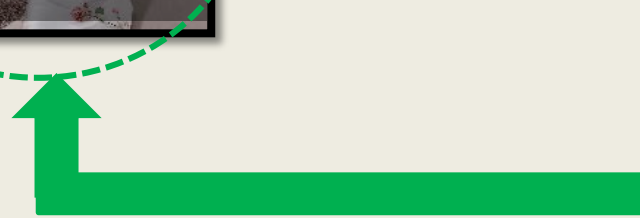
Flake



Fibre



Fibre



Yarn



DNA Tags

Fibre to be manufactured and supplied by Reliance Industries

Patented technology developed in association with Applied DNA Sciences(ADNAS) & GHCL

dope dyed

80% VISCOSE, 20% RECYCLED POLYESTER

Viscose - made from wood based cellulose | Look and feel of cotton

Same properties of comfort, breathability, absorbency
Sustainable. Fully biodegradable

Dope dyeing of Viscose - truly sustainable

Colorants added in spinning - no dyeing or washing needed
Reduction in water, chemicals, energy and carbon emissions

classic

BCI COTTON, RECYCLED POLYESTER BLENDS

Differential dyed chambray | Patterned and textured dobby | Fusion of weaves with dyeing techniques gives a classic appeal

flannel

60% BCI COTTON, 40% RECYCLED POLYESTER
89% BCI COTTON, 17% RECYCLED POLYESTER

Unique, recycled polyester blended cotton flannel
125 gm all season brushed sheet
170 gm cold weather sheet | Soft, cozy, inviting

tencel™

60% TENCEL™, 40% RECYCLED POLYESTER

TENCEL™ Lyocell - Truly sustainable, botanic fiber from Lenzing AG, Austria
Completely biodegradable and compostable
Super absorbent | Ultra soft
Made using Vortex spun yarn

kooltex

60% BCI COTTON, 40% RECYCLED POLYESTER KOOLTEx

Kooltex - Eco friendly fiber from Reliance
Performance at its best
Evaporates moisture quickly
Fabric stays dry, fresh and comfortable

bamboo

60% RECYCLED POLYESTER, 40% BAMBOO VISCOSE

Bamboo Viscose - Biodegradable | Needs very little water, fertilizer or pesticides | Sequesters a large amount of CO2
Naturally regenerating | Anti bacterial and anti microbial
Unlikely to cause allergies

Here's what we do
with some of them

eco-soft

76% BCI COTTON, 24% RECYCLED POLYESTER
60% BCI COTTON, 40% RECYCLED POLYESTER

Bio treatment with natural enzymes
Superior, long lasting softness
Improved fabric quality | Inherently wrinkle resistant

modal

62% BCI COTTON, 30% MODAL,
18% RECYCLED POLYESTER

Modal - Wood pulp based cellulosic fiber from the beech tree | Manufactured in a closed loop process
Raw material considered carbon neutral
Biodegradable | Luxurious - silky soft, shiny

polo

60% BCI COTTON, 40% RECYCLED POLYESTER

Textured weaves - mock leno / hopsack / oxford
Inspired by men's fashion | Sporty, vibrant colors
Washed, faded aesthetic

printed charm

60% BCI COTTON, 40% RECYCLED POLYESTER

Innovative techniques - discharge printing and textured printing inspired by tweed fabric
Subtle, stylish, striking appeal
Printed on REKOOP eco-soft fabric

ultra soft

72% BCI COTTON, 12% CUPRO, 16% RECYCLED POLYESTER

Cupro - Regenerated cellulosic fiber made from cotton waste | Biodegradable and easily recyclable
Produced in a closed loop system
Smooth and silky against the skin
Drapes excellently | Unlikely to cause allergies

linen

64% BCI COTTON, 29% LINEN, 27% RECYCLED POLYESTER

Linen - Cellulosic fiber derived from the flax plant
Completely natural | Totally biodegradable
Strong, abundant, dries faster than cotton
Exceptional cooling and freshness

eco-soft



Ultimately it all comes back

Less than a tenth of all plastic produced globally is recycled. A vast majority of the rest is dumped in landfills and in the oceans.

Small plastic pieces of less than 5 mm size or micro plastics, are major ocean pollutants. They are ingested by aquatic micro organisms which then get into food chain.

Ultimately, this plastic comes back in the food we eat.





Cirkularity is a range of bedding from GHCL that supports the Circular Economy and centers around 'Reduce, Reuse and Recycle'



— 2023/24

THE SPIN WIN COLLECTION

51% COMBER NOIL, 49% ORGANIC COTTON

Upcycled as a result of the reuse of Comber Noil, a wasted by-product of the yarn spinning process.

Using Comber Noil instead of Cotton reduces the consumption of water by around 3200 gallons per set.

Global Recycled Standard certified.

THE NEFERTITI COLLECTION

50% COTTON, 35% LYOCCELL, 15% LINEN PERCALE

Made with 'more sustainable' BCI Cotton, which significantly reduces the consumption of water, chemical fertilizers and pesticides.

Lyocell fibers, of botanic origin, are truly sustainable and totally biodegradable.

Linen fibers are cellulosic and are derived from the Flax plant. The fibers are completely natural and are totally biodegradable.

Garment Washed for an ultra soft feel.

THE VELVETTE COLLECTION

70% TENCEL™ LYOCCELL 30% COTTON TWILL

TENCEL™ Lyocell cellulosic fibers of botanic origin define a new standard of sustainability.

Supersoft touch | Excellent drape | Quick wicking provides luxurious comfort | Inhibits bacterial growth

THE SYLVA-CEL COLLECTION

60% TENCEL™ LYOCCELL 40% RECYCLED POLYESTER PERCALE

TENCEL™ Lyocell fibers are derived from sustainable wood sources. These fibers are completely biodegradable and compostable.

Recycling PET helps reduce landfill space, crude oil consumption and CO2 emissions.

Made using VORTEX spun yarn.

THE WOOD WHEEL COLLECTION

100% REFIBRA™ PERCALE

REFIBRA™ technology involves **upcycling** of post industrial cotton scraps, in addition to wood pulp.

REFIBRA™ fibers are identifiable in products due to the special technology designed to confirm fiber origin.

Supersoft | Comfortable | Inhibits bacterial growth

THE NATURLIG COLLECTION

100% ORGANIC COTTON NATURAL, SCOURED DOBBY

Natural scoured dobby.

No chemical processing.

Lower usage of chemical auxiliaries.

Significant reduction in water, steam and electricity consumption.

Reduction in environmental pollution.

THE CRATUS COLLECTION

65% SUPIMA COTTON 35% MICRO TENCEL™ LYOCCELL

Uses American grown, extra long staple Supima Cotton. Supima is part of the Cotton LEADS Program, which fosters efforts in sustainable cotton production.

Twice as strong as regular cotton, Supima makes for extraordinarily resilient products.

Micro TENCEL™ Lyocell fibers are derived from sustainable wood sources and are known to be super absorbant and ultra soft.

THE COMALL COLLECTION

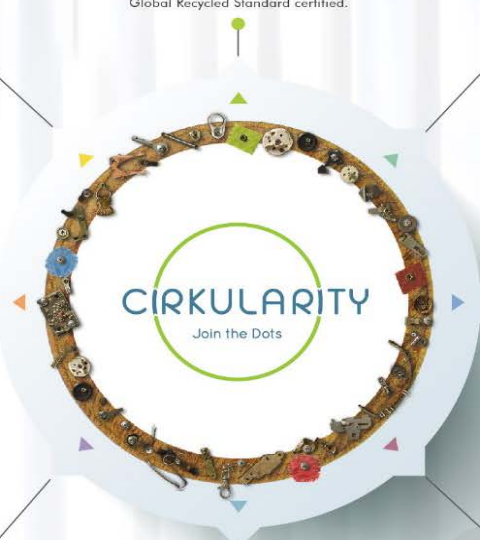
80% COTTON 20% MICRO TENCEL™ LYOCCELL PERCALE

Uses 'more sustainable' BCI Cotton which reduces the consumption of water, chemical fertilizers and pesticides.

The Micro TENCEL™ wood based fiber is biodegradable and compostable.

Peached, for a supersoft luxurious feel.

Cool comfort | Inhibits bacterial growth





Focus on driving profitable growth

- Modular, phase-wise capex to give sustained volume growth
- Emphasis on high efficiency in operations
- Exploring Modular Greenfield Soda Ash expansion



- Continuing to drive performance in spinning. Value-added products to be in focus
- With sustainability and innovation as core planks, home textiles to chart margin expansion

- Expanding product portfolio and geographic footprint remains the key objective
- Cash flows redeployed towards gaining scale

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Awards & Recognitions

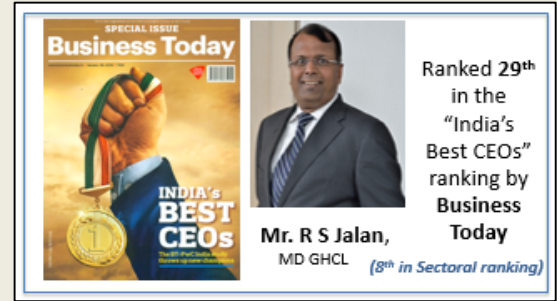


Referred as **Great Place to work** in three consecutive years of participation

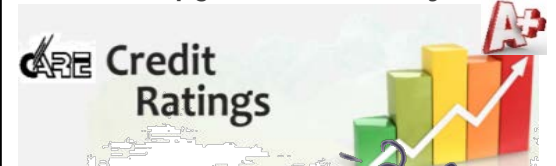
Amongst top 25 ranking for manufacturing industry



Awarded trio of Golden Peacock awards for Corporate Governance, Corporate social responsibility and National Quality



4 Notch Upgrades in last 4 years



Enhanced Credit Ratings - Updated to A+ with Stable outlook,



About Us

GHCL Limited was incorporated on 14th of October 1983. The company has established itself as a well-diversified group with an ascertained footprint in chemicals, textiles and consumer products segment. In chemicals, the company mainly manufactures Soda Ash (Anhydrous Sodium Carbonate) that is a major raw material for detergents & glass industries and Sodium Bicarbonate (baking soda). Its textiles operations is an integrated set up which commences right from spinning of fiber (yarn), weaving, dyeing, printing till the finished products, like sheets & duvets, take shape which are primarily exported worldwide. GHCL's Home Textiles products are predominantly exported worldwide to countries like United Kingdom, United States of America, Australia, Canada, Germany and other European Union countries as well. Consumer Products operation is another business for GHCL where it is a leader in manufacturing and selling edible salt, industrial grade salt and jujube honey in the country under the brand name of I-Flo.

At GHCL Ltd., sustainability is a core element of the business strategy as defined under the aegis of 'GHCL Way' which has four pillars i.e. Responsible Stewardship, Social Inclusiveness, Promoting Relationship and Adding Value. GHCL is committed to working closely with all stakeholders at various plant locations for promoting the agenda of sustainability underpin on GHCL Ltd. core values (Respect, Trust, Ownership and Integrated Team work).

For more information please visit us at www.ghcl.co.in

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Thank You

अभिनव