



GHCL Limited

Business Update Q1, FY16
July 2015



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Inorganic Chemical

- ❖ Leading producer of soda ash in India which find use in detergents & the glass industries
- ❖ Specializes in manufacturing food grade of Sodium Bicarbonate
- ❖ Annual production capacity of 850,000 MT of soda ash, ~24% of the annual domestic requirement.
- ❖ Manufacturing plant located at Sutrapada, Gujarat
- ❖ Preferred supplier to HUL, Ghari, P&G, HNG, Videocon, Piramal Glass, St Gobain and Phillips

Home Textile

- ❖ Integrated home textile manufacturers in India
- ❖ Presence across spinning, wide-width weaving, continuous fabric processing, and cut & sew for premium quality bed linen
- ❖ Spinning capacity of ~ 175,000 spindles
- ❖ Processing capacity of ~ 36 million meters
- ❖ State of the art manufacturing facilities:
 - Spinning plant - Madurai, TN
 - Home textile - Vapi, Gujarat
- ❖ Preferred supplier to Bed Bath & Beyond, Target, Sears, JC Penny, Kohls , and Walmart



Financial Update Q1, FY16



Quarterly Profitability Highlights



In Rs Crore	Q1 FY 16	Q1 FY15	YoY %	FY 15	YoY %
Revenues	588	562	5%	2,385	7%
Cost of Material Consumed	206	215	-4%	953	5%
Utility Cost	88	91	-3%	390	1%
Man Power Cost	33	31	6%	126	3%
Other Operating Expenses	110	92	20%	382	2%
EBITDA	152	134	13%	534	23%
EBITDA Margin	25.8%	23.9%	190BP	22.4%	250BP
Depreciation	20	19	7%	84	4%
Interest	43	41	4%	164	-4%
Profit Before Exceptional Items	89	74	19%	285	57%
Exceptional Items	14	0		27	-12%
Profit Before Tax	75	74	1%	258	72%
Tax Expense	14	14	2%	75	121%
Net Profit	61	61	1%	183	57%
Net Profit Margin	10.4%	10.8%	-4 BP	7.7%	30BP
Earning Per Share (EPS)	6.1	6.1	1%	18.3	57%

Improved EBITDA margins in both the segments due to focus on cost and value added products

Exceptional item on VRS settlement - going forward will improve efficiency and reduce cost

Quarterly Profitability Highlights



- ❑ **Revenue:** Growth of 5% Y-o-Y
 - **Inorganic Chemicals:** Despite annual shutdown in the current quarter (not in Q1 FY15) revenue maintained
 - **Textiles:** Our strong presence in USA and focus on developing new markets, has driven revenue growth

- ❑ **EBITDA:** Improved significantly by Rs. 18 crore from Rs. 134 cr to Rs. 152 crore in Q1 of FY 16 registering a growth of 13%. Improvement due to focus on cost and higher value added products in textile segment
 - EBITDA Margin has improved by 1.9 % Y-o-Y in the current quarter

Particulars	Q1 FY 16	Q1 FY 15	YoY %
Inorganic Segment	34.1%	32.3%	1.8%
Textiles Segment	13.8%	10.5%	3.3%
GHCL	25.8%	23.9%	190BP

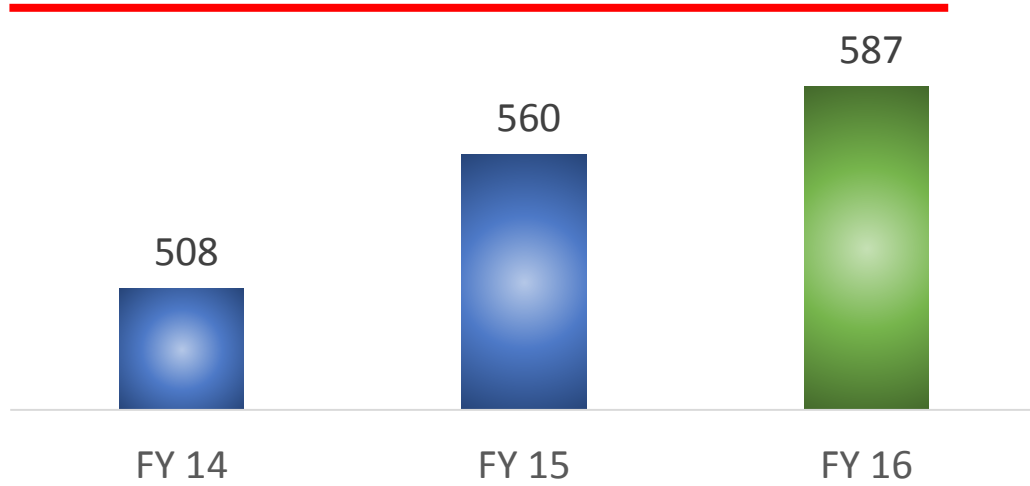
- ❑ Profit Before Exceptional Items has grown by 19%. from Rs. 74 Crores to Rs. 89 Crores in current quarter.

Quarterly Revenue Trend

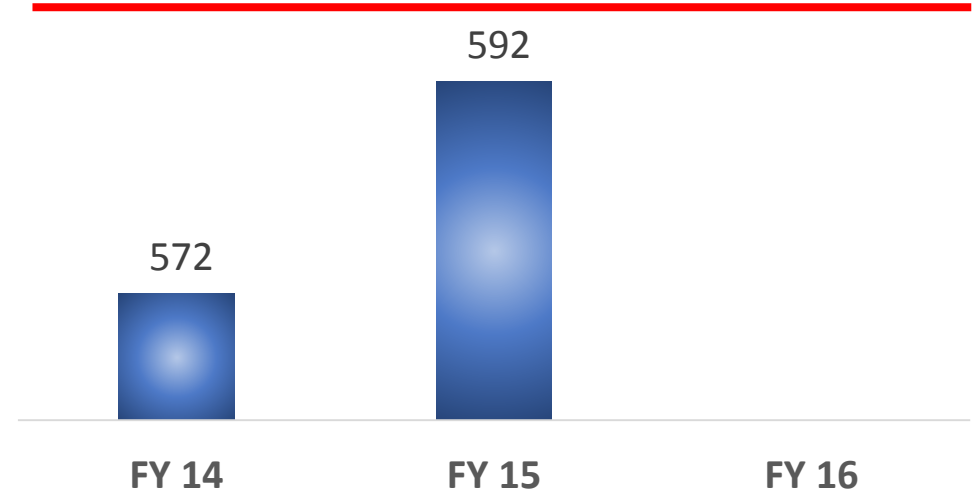


In Rs crores

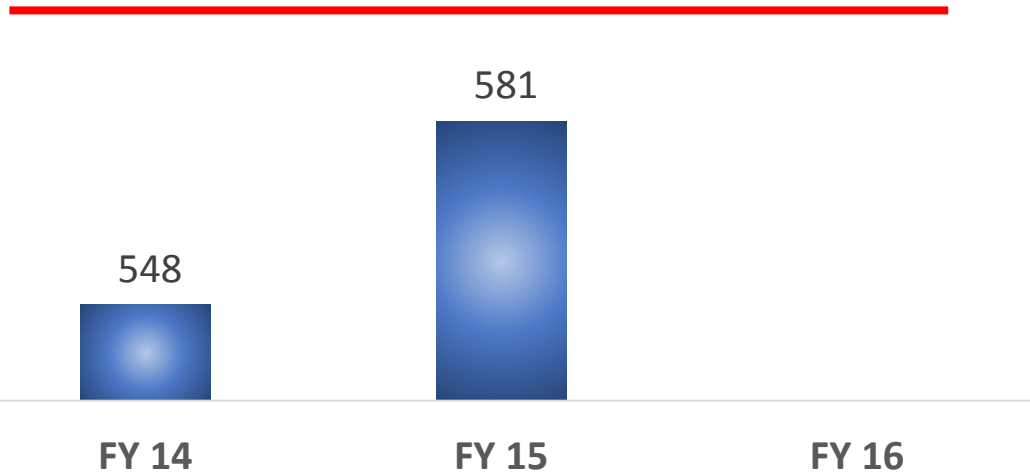
Quarter-1



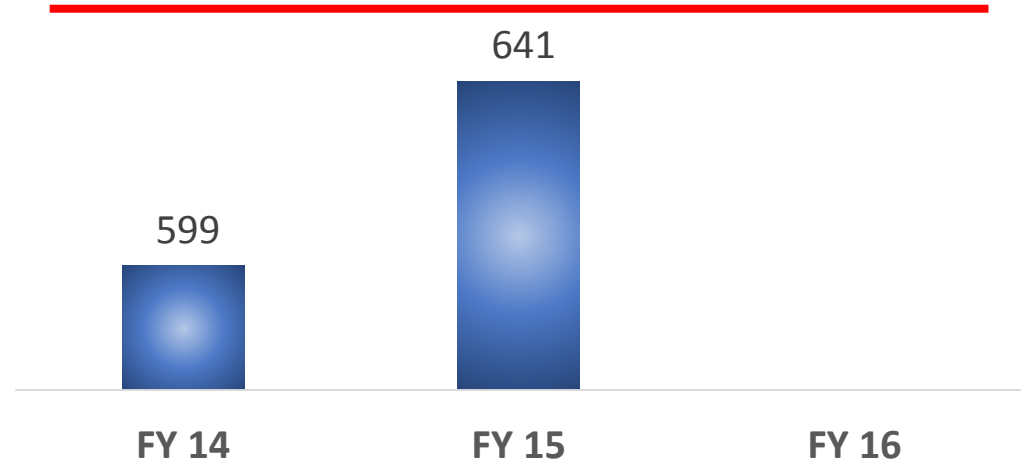
Quarter-2



Quarter-3



Quarter-4

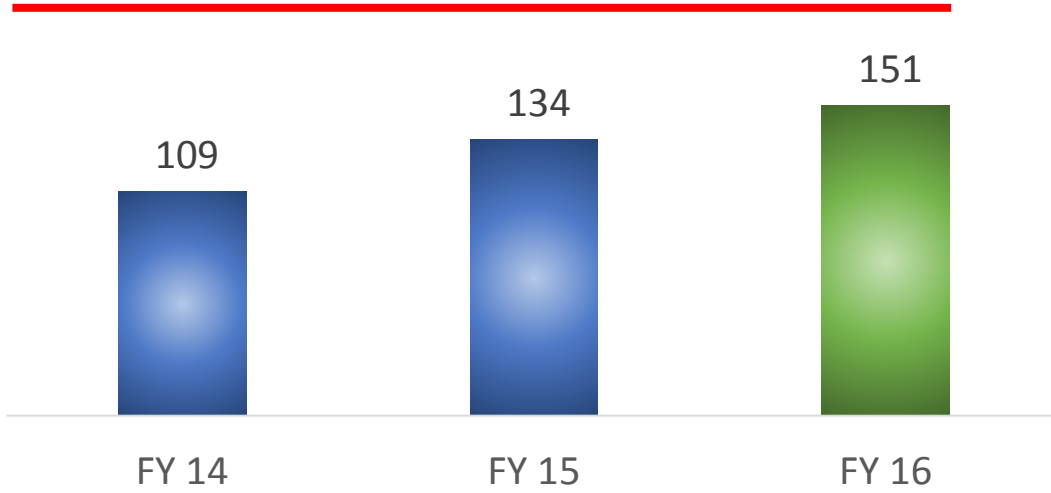


Quarterly EBITDA Trend

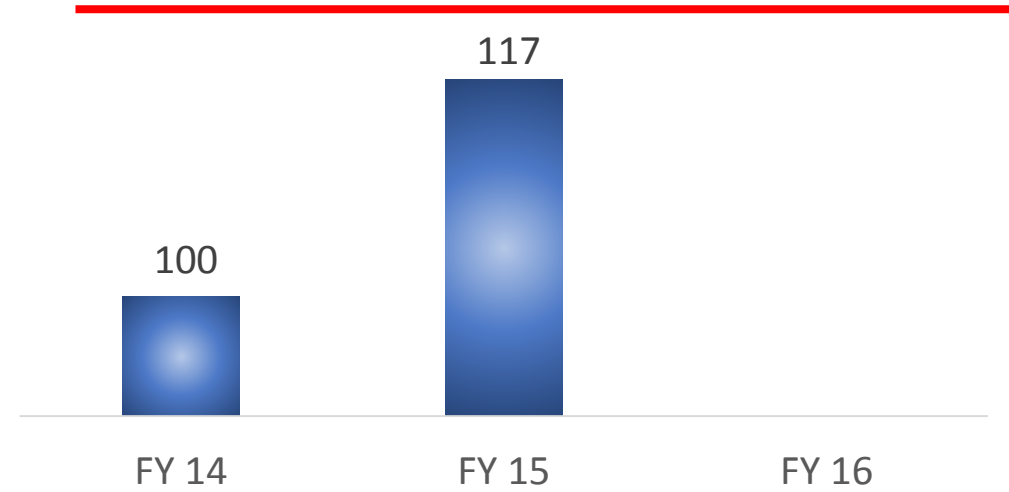


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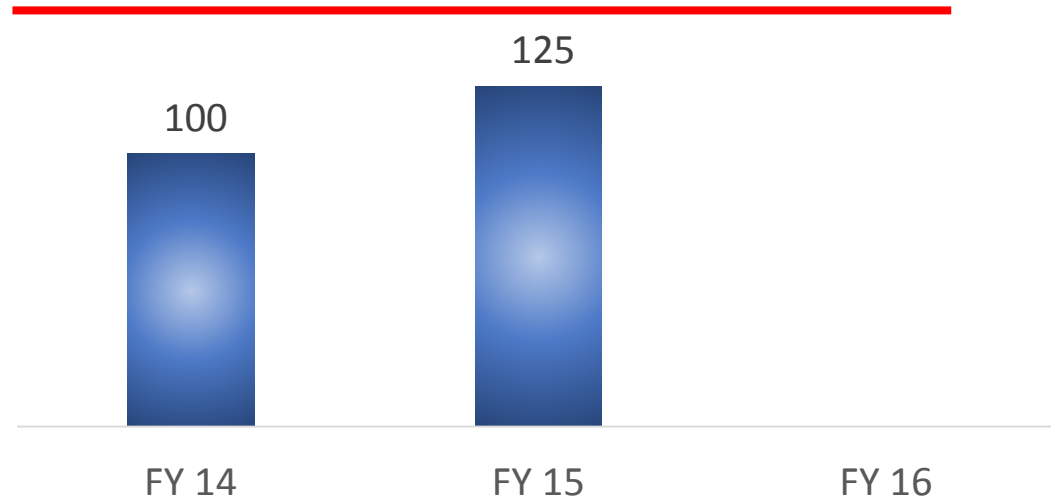
Quarter-1



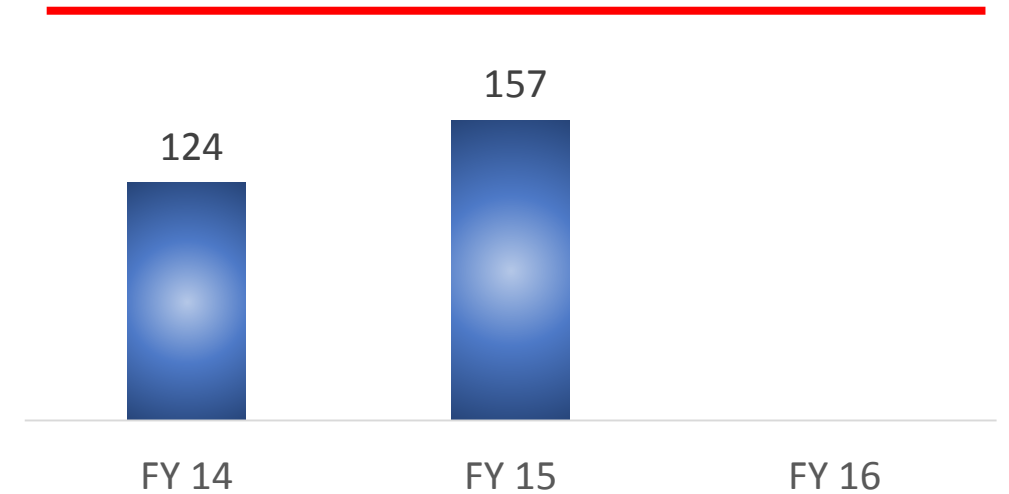
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Quarter-3



Quarter-4

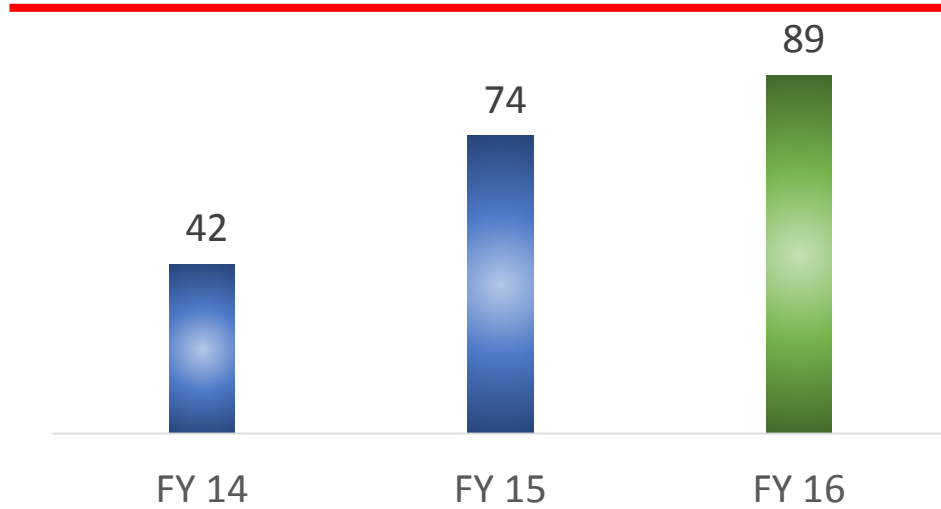


Quarterly PBT before Exceptional Items Trend

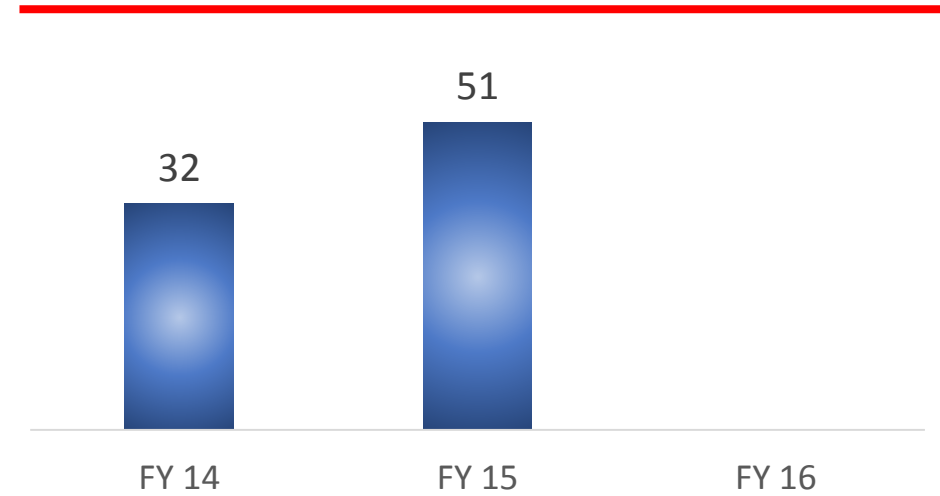


In Rs crores

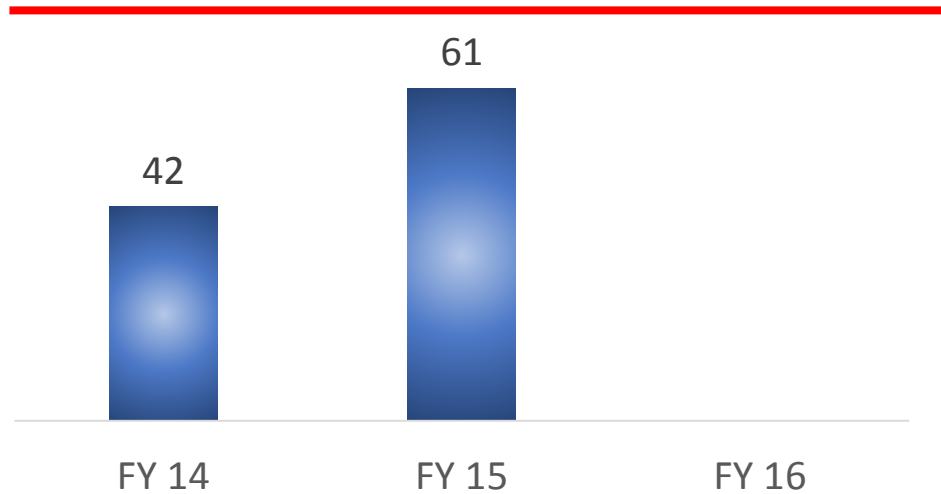
Quarter-1



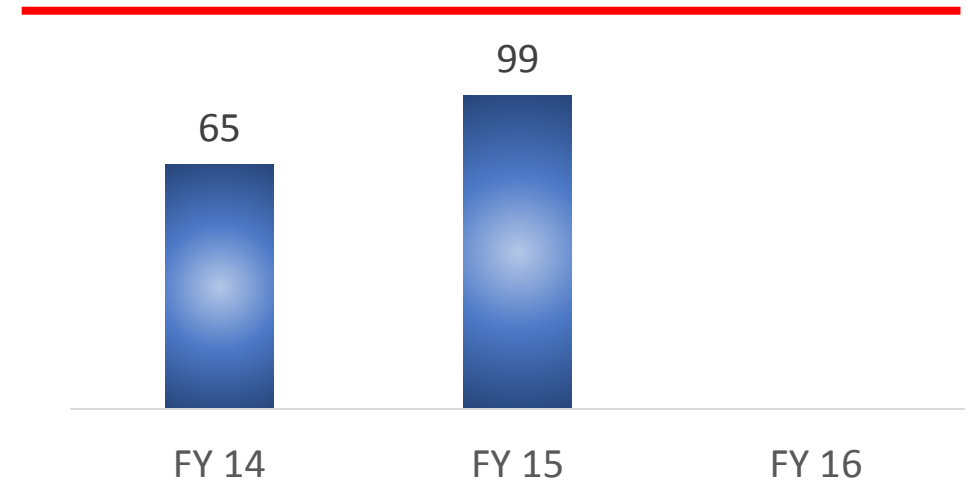
Quarter-2



Quarter-3



Quarter-4





Segment Results



Inorganic Chemicals: Segmental Analysis



Standalone Financials

In Rs Crore	Segment Revenue	% of Total Revenue	EBIT	EBIT %
Q1 FY 16	347	59.2%	107	30.8%
Q1 FY 15	343	61.3%	100	29.1%
% Change	1.1%		7.0%	17BP
FY 15	1,421	59.6%	398	28.0%
FY 14	1,236	55.4%	276	22.4%
% Change	15.0%		44.2%	57BP

- Soda Ash Production 1.72 Lac MT as compared to 1.85 Lac MT of Q1 FY15. Taken Annual Shut down in this quarter. Consequently utilization is lower at 81% as against 87% in Q1FY15
- Has focused on High realization customers and cost optimization thus improving EBITDA Margins.
- Initiated Soda Ash Expansion of 0.90 Lac MT with an estimated cost of Rs. 375 crores

Textiles: Segmental Analysis

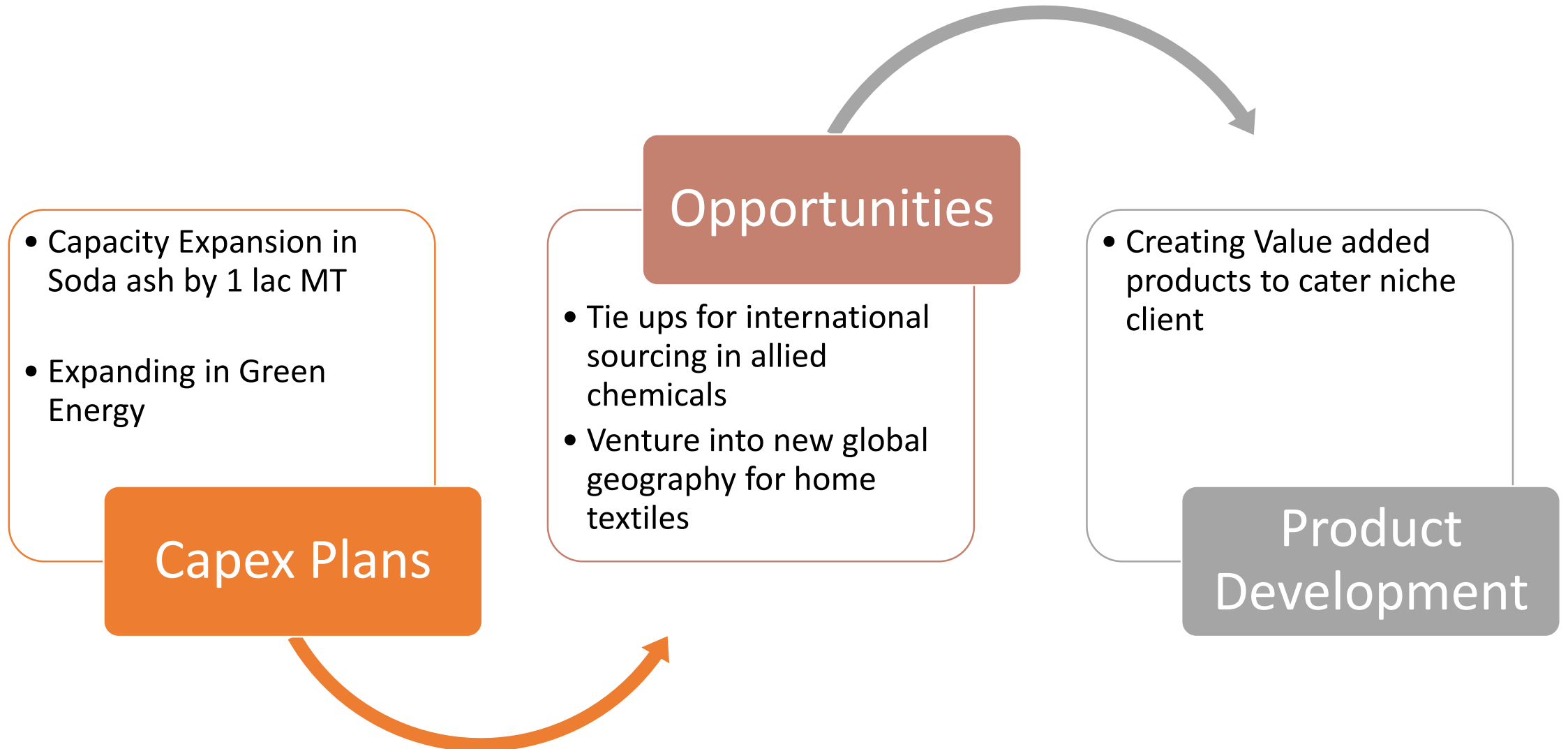


Standalone Financials

In Rs Crore	Segment Revenue	% of Total Revenue	EBIT	EBIT %
Q1 FY 16	240	40.8%	26	19.8%
Q1 FY 15	217	38.7%	18	15.1%
% Change	10.5%		48.8%	47BP
FY 15	964	40.4%	62	13.4%
FY 14	994	44.6%	83	23.1%
% Change	-3.0%		-25.6%	-97BP

- Yarn Production 5706 MT as compared to 4842 MT of Q1 FY15 and finished cloth production 72 Lac Meter compared to 66 Lac Meter of Q1 FY 15 increasing the capacity utilization by 7%.
- Strong focus on expanding in Green Energy. 4.2 MV to be commissioned by Sept 2015 in addition to 6.3 MW commissioned in during last 4 months.
- Investing in In-house stitching capability at an estimated cost of Rs. 21 Crore to be completed by Dec,15.

Growth Plans & Opportunities



GHCL – An Overview





- **Incorporated in 1983, the Company is in existence for over three decades.**
 - One of the largest Soda Ash producers in the Country.
 - Substantial backward integration raw materials resulting in cost advantage.
- **Led by team of Professional Managers, GHCL is one of the leading player in both Soda Ash & Home Textiles.**
- **Consistent Track Record of Dividend Payment for past 15 years.**
- **Conferred with prestigious awards from ICMA and Darbari Seth Award 2009**

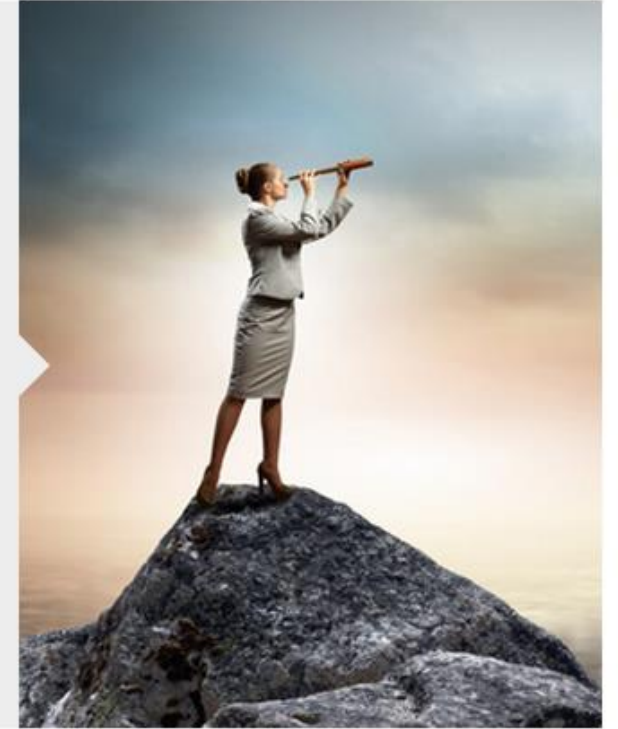


🎯 GHCL Mission

Our Core values at the forefront; we shall strive to engage with all our business associates for continuous product and process innovation, enabling ourselves in achieving customer delight through serviceability and quality.

💡 GHCL Vision

We aim to achieve leadership in profit margin in all our businesses independently by the year 2018 through nurturing entrepreneurship among our people, harnessing natural resources, maximizing value to all stakeholders and protecting the environment, we operate in.



Last 6 Years Journey...



- Focused on our Core businesses of Soda Ash and Textiles and continued to achieve steady growth.
- Both the businesses have done exceedingly well in last 6 years
 - ❑ Increased production in Soda Ash by over 1 Lakh tons
 - ❑ Doubled Yarn production to over 21000 MT and Sheeting has grown from 7 Mn Mtrs to 30 Mn Mtrs

CAGR Growth in 5 Years

Inorganic
Chemicals

- Revenue :- 9%
- EBITDA :- 11%

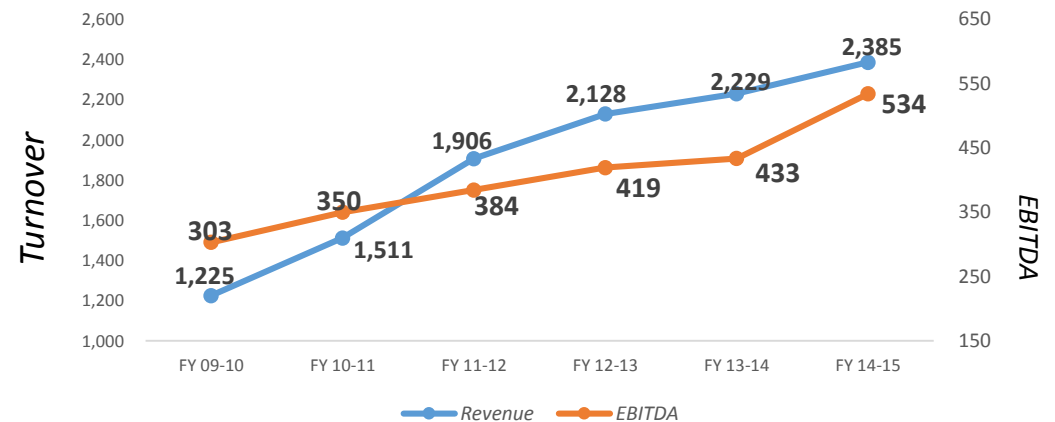
Textiles

- Revenue :- 20%
- EBITDA :- 18%

GHCL

- Revenue :- 13%
- EBITDA :- 12%

Growth Trend



Rs. In Crore

Inorganic :- Advantage and capabilities



- Soda Ash manufacturing experience of more than 25 years – “First in Dry lime technology”
- Captive Control on Key Raw Materials & Fuel
 - ❑ Only company to have own lignite mines with significant control over captive salt & limestone
 - ❑ Innovatively replaced Met Coke with in-house Developed Briquette Coke
- Indian Soda Ash Industry offers Huge Growth Potential with both the User Industries showing Robust Growth.
- Current Domestic Demand is 3.3 Mn tons, Domestic Industry caters to 2.6 Mn of demand.
 - ❑ Around 0.7 Mn tons currently met through Imports, thus great opportunity for Expansion.

in Million MT

Particulars	14-15	15-16	16-17	17-18	18-19
Capacities*	3.1	3.1	3.1	3.1	3.1
Production	2.6	2.6	2.6	2.6	2.6
Demand	3.3	3.5	3.7	3.9	4.1
Deficit	0.7	0.9	1.1	1.3	1.5

* Without any further expansion

Textiles : - Advantage and capabilities



- **Installed one of the Best Yarn Manufacturing Facility in the Country with Compact Spinning and Valued Added Yarn Capacity.**
 - ❑ In last 2 years, added 34000 spindles and Open End with 1000 rotors.
 - ❑ In 14-15, installed 2 Windmills of 4MW towards green energy initiative.

- **Set Up State-of-art Home Textile Manufacturing Facility At Vapi having:**
 - ❑ 36 Mn Meters Of Dyeing And Printing Capacity Of Wide Width Fabric.
 - ❑ State Of Art Plant And Equipment From Beninger, Kuster, Monforts.
 - ❑ Flexibility To Process Both Cotton And Blended Fabrics
 - ❑ In-house weaving facility of 11 Mn Meters.

- **Rationalized our customer base and successfully made deep inroads with large global retailers for their replenishment programs.**

Major Customers ...



Inorganic Chemicals



Hindustan Unilever Limited



P&G



GUJARAT
BOROSIL
LIMITED

SAINT-GOBAIN

HALDYN™ GLASS GUJRAT LTD.

PHILIPS

Textile



KOHL'S

JCPenney



HOUSE OF FRASER

Elite TEXTILES

Walmart



The earning call to discuss financial performance for the quarter ended June, 2015 with Mr. R S Jalan, Managing Director & Mr. Raman Chopra, CFO & Executive Director (Finance) is on:

- ❖ Date: **Monday, 3rd August, 2015**
- ❖ Time: **04.00 pm**
- ❖ Dial-in Numbers: **+91 22 3960 0734 / +91 22 6746 8334**
- ❖ **Call Hosted by Emkay Global Financial Services Ltd.**



For more information, please contact

Company :

GHCL Limited
CIN: L24100GJ1983PLC006513

Mr. Raman Chopra
r Chopra@ghcl.co.in

Mr. Sunil Gupta
sgupta@ghcl.co.in

www.ghcl.co.in

Investor Relations Advisors :

Stellar IR Advisors Pvt. Ltd.
CIN: U74900MH2014PTC259212

Mr. Gaurang Vasani
vgaurang@stellar-ir.com

www.stellar-ir.com