

July 24, 2020

श्रावण - शुक्लपक्ष- चतुर्थी
विक्रम सम्वत २०७७

National Stock Exchange of India Limited
“Exchange Plaza”
Bandra – Kurla Complex,
Bandra (E), Mumbai – 400 051
NSE Code: GHCL

BSE Limited
Corporate Relationship Department,
1st Floor, New Trading Ring, Rotunda Building, P.J.
Towers,
Dalal Street, Fort, Mumbai – 400 001
BSE Code: 500171

Dear Sir/Madam,

Subject: Investors’ Presentation – Q1FY21 Business Update

As informed on July 20, 2020 that a conference call to discuss the Q1FY21 results of the company with Mr. R S Jalan, Managing Director and Mr. Raman Chopra, CFO & Executive Director (Finance) is scheduled to be held on **Friday, July 1, 2020 at 5.00 PM (IST)**. In this regard, copy of the financials and other business details for Q1FY21 (i.e. Business Update), which is going to be circulated for the scheduled investors’ conference, is enclosed herewith for your reference & record.

You are requested to kindly acknowledge the receipt and please also take suitable action for dissemination of this information through your website at the earliest. In case you need any other information, please let us inform.

Thanking you

Yours truly

For GHCL Limited

Bhwneshwar Mishra
Sr. General Manager & Company Secretary



GHCL LIMITED

DRIVING EXCELLENCE

Q1 FY21

Investor Update

July 2020

Runit

Safe Harbour

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Chemicals Segment

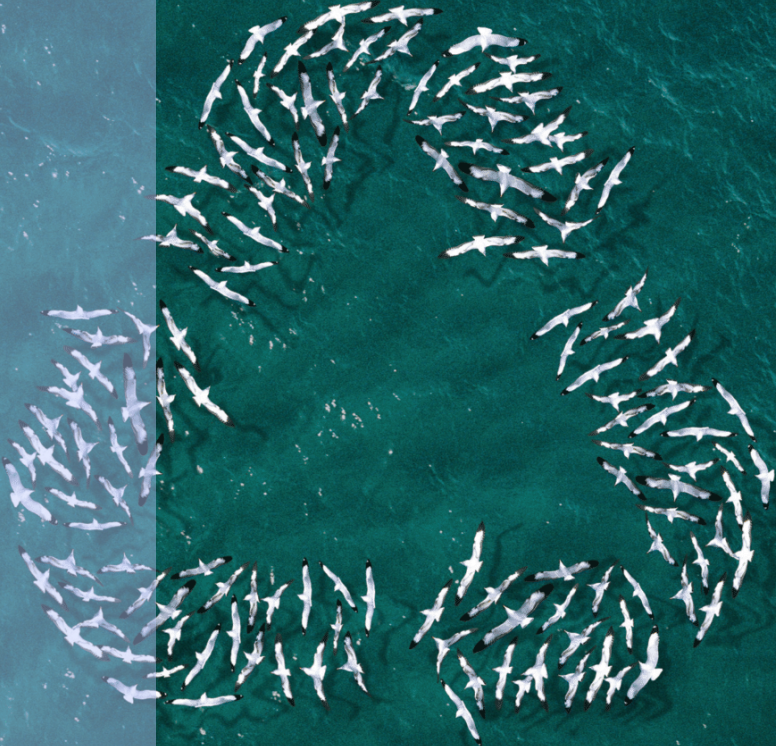
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Textiles Segment

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Bunil

Quarterly Update





Commenting on the Q1 FY21 performance, Mr. R. S. Jalan, MD said:

As the global CoVID crises evolve even further, we are now witnessing a much wider impact on the economies around the world. These are the trying and uncertain times and understandability there is sense of unease and concern.

We at GHCL continue to be focused and agile to adapt to the “New Normal”. It is heartening to inform that the level of operating activities have increased due to demand uptick in all our business segments. We are hopeful in the coming quarter the utilization levels will further improve by 10%-15% across all the verticals.

I wish health and safety for our citizens and I am positive that the situation will improve both on CoVID and economic front.

Update on COVID- 19



- Due care has been ensured for our people and processes to circumvent getting contracted with COVID-19.
- The Lockdowns has impacted operations for a major part of the period followed by lower offtakes due to economic slowdown and disruptive supply chain.
- Soda Ash Plant utilization has been impacted by about 46%, however volumes are being ramped up gradually with improving market conditions.
- Impact on Spinning showed up during the quarter as demand from Apparel and Home Textiles remained muted. Utilizations remained around 50%, However in beginning of Q2, we have observed uptick in demand especially from Home Textiles, but pricing still remains depressed.
- As the export markets of US/EU continued to see rising cases of COVID in March-April, the retail sales continued to be impacted. From June end, witnessing positive enquires and orders in Home Textiles segment. However labor availability in the region is posing a challenge in executing orders.
- In light of the current pandemic situation, the Company's performance in Q1 FY21 may not depict a correct view, and may therefore not give a fair assessment if compared YoY.

Demand momentum in key end-user segments of Soda Ash



Soda Ash Demand Dynamics

- Detergents and soaps typically consume ~40% of Soda Ash production
- Chemicals & Others accounts for ~20% of Soda Ash demand
- Glass manufacturing usually accounts for ~30% of Soda Ash sales
 - 44% gets it goes to flat glass



Post COVID-19 requirement:

- Demand for detergents has maintained through the lockdown.
- Around end of June, demand from detergent segment has reached to normal levels.
- Going forward also demand is expected to remain strong thus improving utilization levels of soda ash industry.
- Gradually moving upwards and expected to reach to normal levels in Q2.
- Bottle glass showing faster recovery relatively with FMCG/pharma sales being least impacted due to COVID
- Flat glass sector continues to struggle as downstream usage of auto and construction continues to remain subdued.
- Absorption by bangles segment gradually improving

Demand is expected to start building back comprehensively from Q2 FY21 onwards led by Detergents



Performance Highlights – Q1 FY21



Revenues

₹ 440 crore

EBITDA

₹ 84 crore

PBT

₹ 23 crore

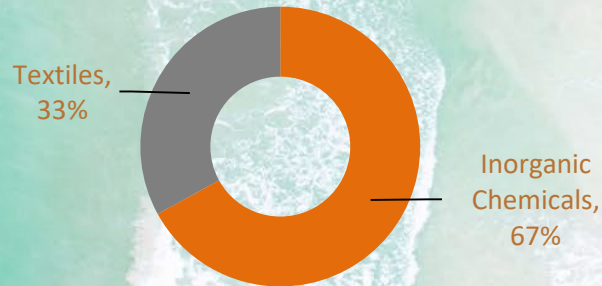
PAT

₹ 17 crore

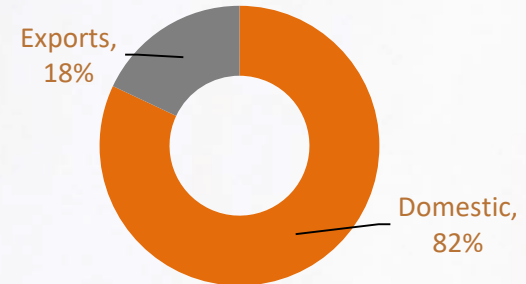
Cash Profit

₹ 50 crore

Segment-wise Revenue break-up*



Domestic : Exports Revenue break-up*



*Based on FY20 Financials.

Profit & Loss Statement



Rs. In Crore

Particulars	Q1 FY21	Q1 FY20	YoY	Q4 FY20	QoQ	FY20	FY19	YoY
Sales	440	879	-50%	734	-40%	3,272	3,385	-3 %
Operating Expenses	356	657	-46%	572	-38%	2,509	2,601	-4 %
EBITDA	84	222	-62%	161	-48%	763	784	-3 %
EBITDA Margin	19.1%	25.2%	-6.1%	22.0%	-2.8%	23.3%	23.2%	10 BPS
Depreciation	33	31	5%	35	-5%	131	116	12 %
EBIT	51	191	-73%	126	-59%	633	667	-5 %
Interest	28	30	-6%	33	-16%	118	126	-6 %
Exceptional Item	-	-	--	10	--	10	-	--
Profit Before Tax	23	161	-86%	83	-72%	504	541	-7 %
Tax	6	58	-89%	3	90%	98	180	-46 %
Profit After Tax	17	103	-84%	80	-79%	407	361	13 %

Bunil

Q1 FY21 Segment Highlights – Inorganic Chemicals

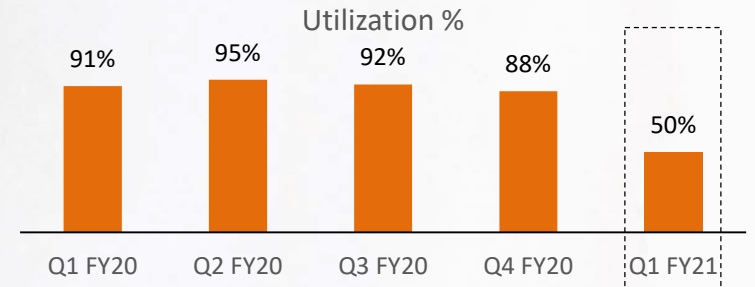
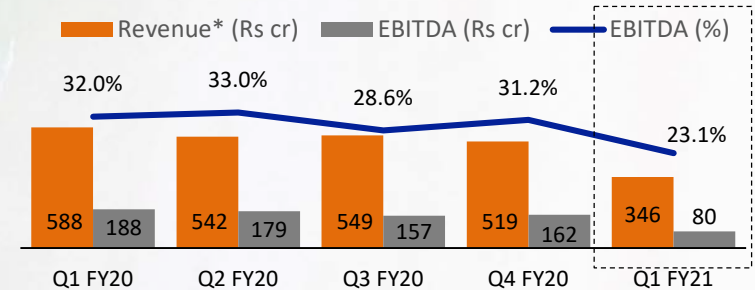


Particulars	Q1 FY21	Q1 FY20	YoY
Revenue (Rs. Crores)	346	588	-41%
EBITDA (Rs. Crores)	80	188	-58%
EBITDA %	23%	32%	-9%

Performance Insights

- Due to the lockdown and its impact on downstream sectors volumes saw decline of 34% during the quarter compared to Q1 FY20
- Revenue down by 41 % due to lower sales due to CoVID-19 and softer prices.
- Consequently EBITDA down by 58% compared to Q1 FY20 primarily due to softer prices and lower sales as stated earlier.
- Utilization levels are expected to improve in the coming quarter to around 70%.

Chemicals – Quarterly Trend



Q1 FY21 Segment Highlights – Textiles

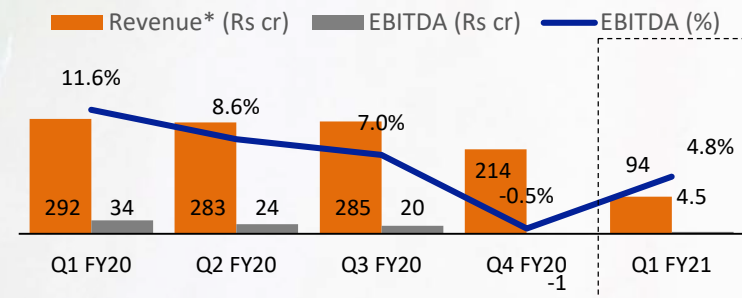


Particulars	Q1 FY21	Q1 FY20	YoY
Revenue (Rs. Crores)	94	262	-68%
EBITDA (Rs. Crores)	4	34	-87%
EBITDA %	4.8%	11.6%	-6.8%

Performance Insights

- Revenues down by 68% as compared to Q1 FY20, mainly due to CoVID-19 Impact.
- EBITDA is down by Rs. 30 crore owing to lower business operations owing to CoVID-19 pandemic.
- Volumes are showing improving trends in the Q2FY21 as the markets are stabilizing and demand gradually growing.

Textile – Quarterly Trend



Efficient Capital Allocation (Q1 FY21) & Key Ratio's



Rs. 19 Crore

CAPEX**



Inorganic Chemicals
Rs. 17 crore
Textiles
Rs. 2 crore

Rs. 17 crore

OPREATIONS



Decrease in Working Capital Rs.
17 Crores

Debt

Rs. 48 crore
(Decrease in Gross Debt)

Rs. 50 cr



**Generated Cash Profits
(net of Tax)**

Key Ratio's

**Debt
Rs.
1192 Cr**

**Net
Debt
Rs.
1137 Cr**

**Net-
Debt
Equity
0.52x**

**ROCE*
13%**

**ROE*
15%**

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

** Capex are primarily on account of LC payment on capex and capital creditors made during the quarter on ongoing projects.

Demerger of the Textiles business of GHCL

Fine prints of demerger

- The Board approved a scheme of demerger where **Textiles business of GHCL will be demerged into a separate Company**
- Shareholders of GHCL will be allotted shares in the new company in the **swap ratio of 1:1, one share of Rs. 2 each for every share of Rs. 10 held in the GHCL**
- The resulting company will takeover **all the assets and liabilities of the Textile business and will be listed on NSE and BSE.**
- **No change in the shareholding pattern** of the Demerged Company.



Focused growth

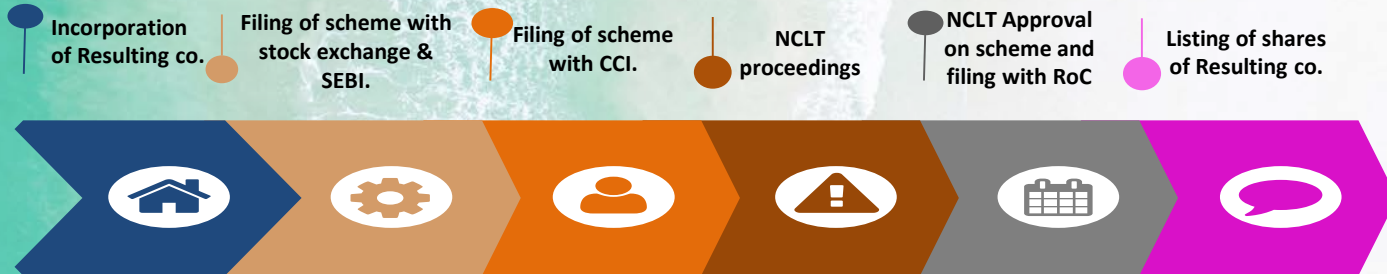


Concentrated approach



Business synergies

Progress update



Appointed date for the scheme will be the date on which order of NCLT filed with RoC.

Company Overview



GHCL - An Introduction



Best in class

- Operations management
- CAPEX planning and execution
- Financial management



Focused management approach 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 Textile
Processing Capacity

1.85L

Spindle Capacity

90%+

Capacity
utilisation in Soda
Ash

17%

5-Year PAT CAGR
Rs.407 Cr from Rs.
183 Cr

17%*

Return on Capital
Employed (ROCE)

GHCL Overview



**3 decades of Indian
Manufacturing experience**



Leading soda ash player in India



**Professionally managed
workforce**



**Listed on 2 premier stock
exchanges of India**



**Focus to emerge as a sustainable
business organization**



**Business Philosophy of Inclusive
growth of all stakeholders**



Balanced growth opportunities across businesses



Inorganic Chemicals (67%*)
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



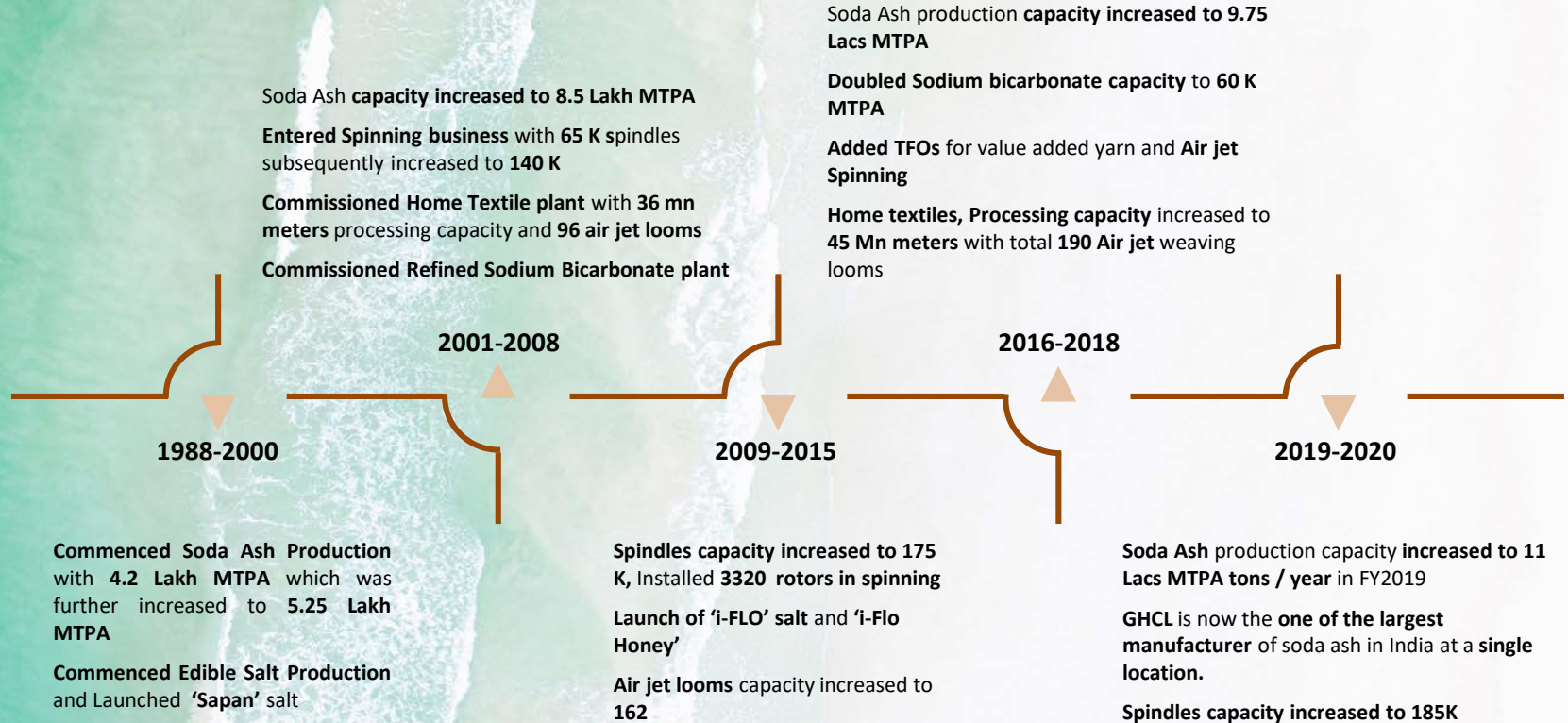
Textiles Segment (33%*)
Presence across the value chain



*FY20 Revenue contribution



Evolution of GHCL through the years



Spearheaded by Pre-eminent Professionals



R S 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

Sunil

Neelabh Dalmia
Executive Director , Textiles



BS in Business Administration and MBA from Kelley School of Business, Indiana University, USA
15yrs Industry experience

NN Radia
President & COO, Soda Ash



Associated with the Company since 1986
Bachelor in mechanical engineering

Sunil Bhatnagar
President Marketing, Soda Ash



Associated with the Company for over 22 years
Degree in law and diploma in management

M. Sivabalasubramanian
CEO, Spinning



Vast experience in cotton procurement and manufacturing operations
Bachelor in textile engineering

Biswarup Goswami
CHRO



Double graduate in Science and Law from Ranchi University with a Masters in PM& IR from Xavier institute of Social Service (XISS)

Gopakumar Menom
CEO, Consumer Products



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

Bhuvneshwar Mishra
Company Secretary



FCS ,LLB, MSc (Maths). Vast experience in Corporate, Securities Laws & Governance & Risk Management. Author of books on SEBI Listing Regulations, Insider trading, Ethics Governance & Sustainability.

Experienced and accomplished Board of Directors



Mr. Sanjay Dalmia
(Chairman)

Mr. Anurag Dalmia
(Vice Chairman)

Mr. R.S. Jalan
(Managing Director)

Mr. Arun Kumar Jain
(Ex-IRS) (Independent Director)

Dr. Manoj Vaish
(Independent Director)

Mr. Raman Chopra
(CFO & Executive Director)

Justice (Rtd.) Ravindra Singh
(Independent Director)

Mrs. Vijaylaxmi Joshi
(Independent Director)

Mr. Neelabh Dalmia
(Executive Director, Textiles)

Mr. Lavanya Rastogi
(Independent Director)

Core values at forefront..

- 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.

Thoughtful and show regards for another person.



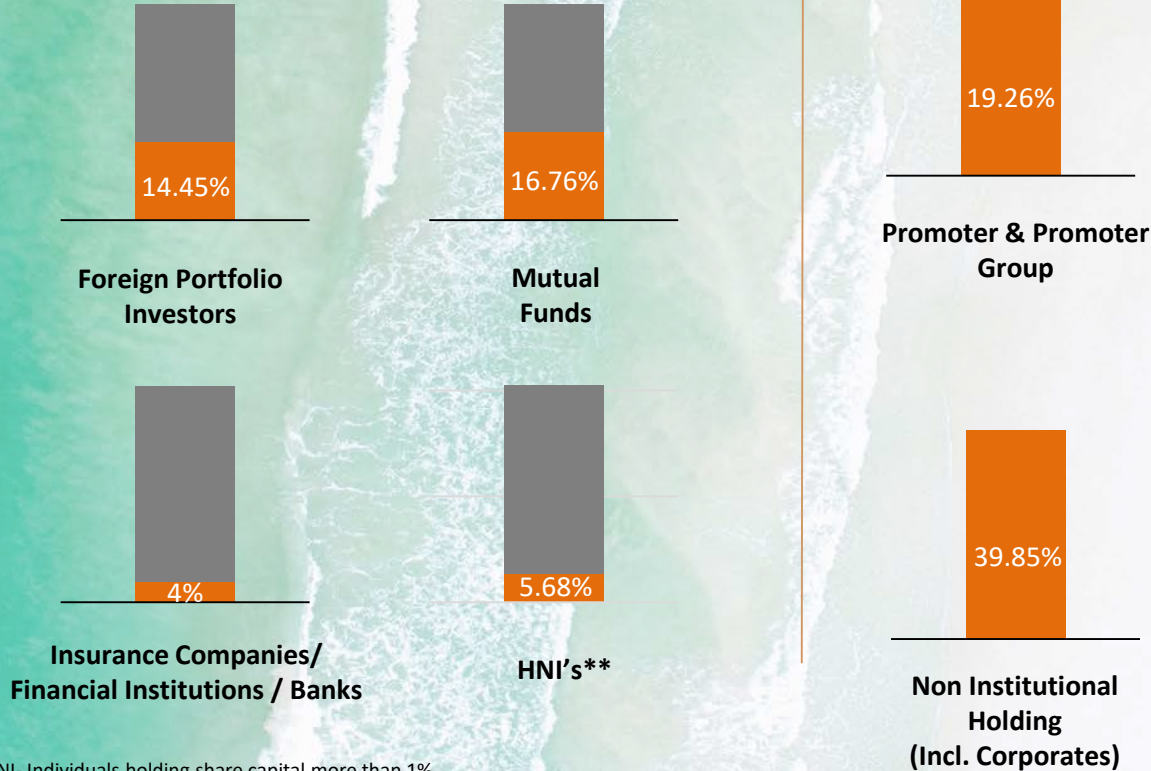
Confidence in each others capabilities and intentions.

Each person to work towards larger group objectives.

Take Responsibilities of own decisions and actions.

Strong Institutional & HNI** Holding – 40.89%

Institutional Holding – 35.21%, HNI's** - 5.68%



MF holding has increased from 13.05% in March 20 to 16.76% in June 20

** HNI- Individuals holding share capital more than 1%
Shareholding updated as on 30th June, 2020

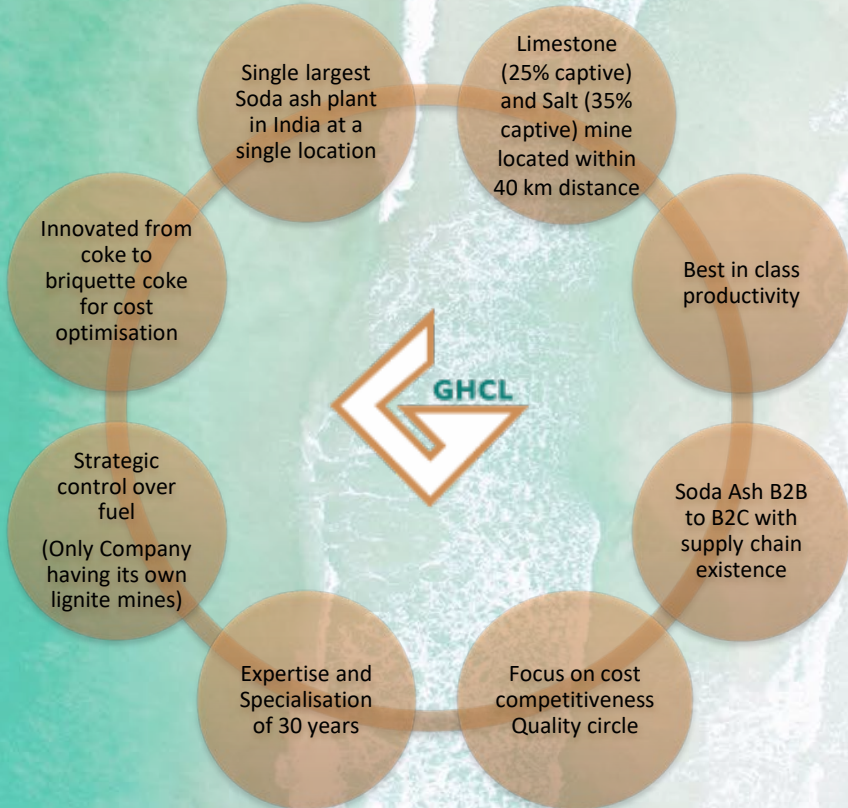
Inorganic Chemicals



Commanding leadership in Soda Ash manufacturing



Key Differentiators



+90%
Capacity utilization;
Highest in industry

11.00L MT
Soda ash capacity;
25% market share of
domestic demand

+30%*
EBITDA Margins;
consistent high
margins

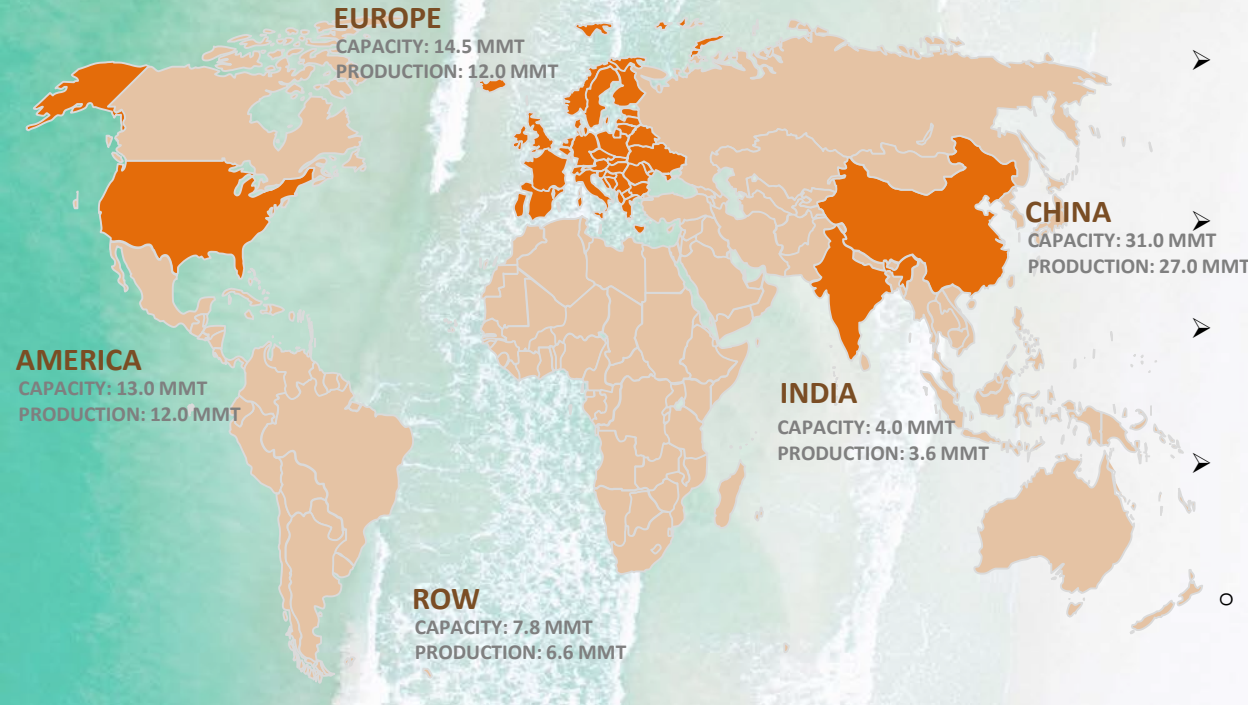
Margin Leadership

* Based on last 3 year's average

Global outlook on the soda ash industry



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

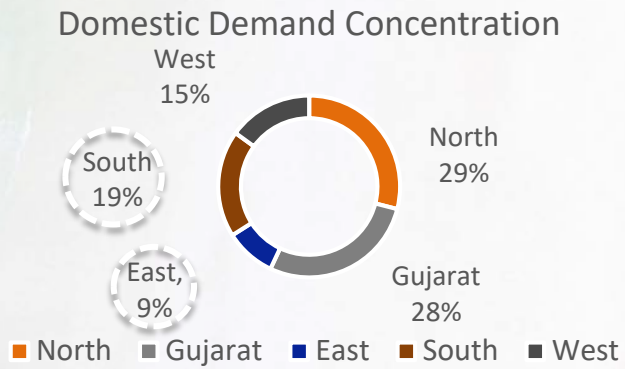
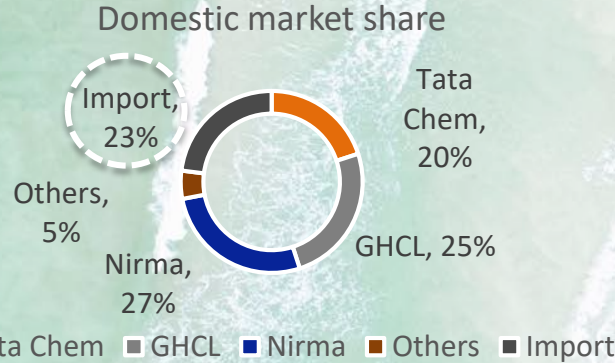


Soda Ash Market Outlook

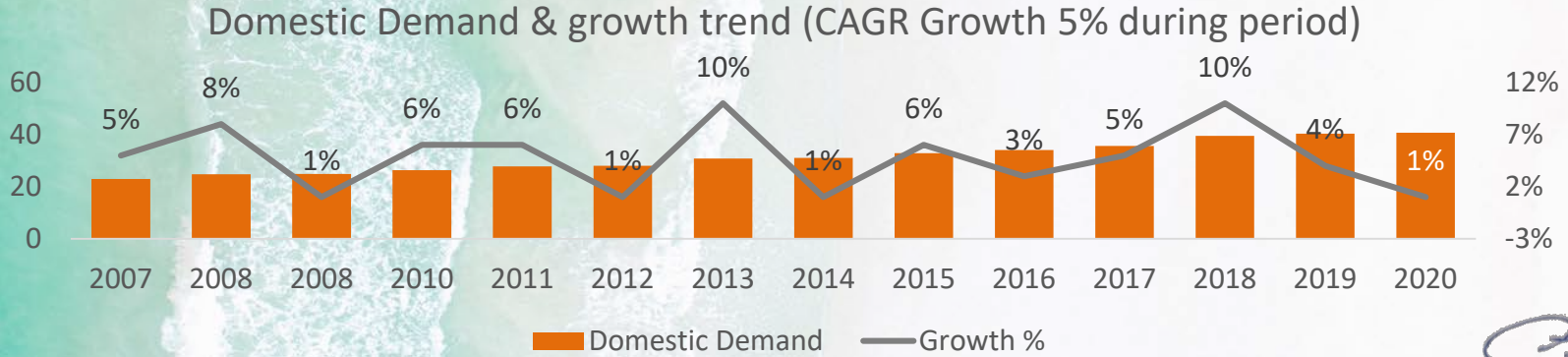
- Soda Ash demand disruption continues around the world owing to Covid-19. Witnessing an oversupply situation despite moves by producers to lower the production.
- **China:** Lower demand and rising stocks have forced Chinese to go for production cuts in the last couple of months. Downstream consumption especially in float glass is adversely impacted and manufacturers reported to be carrying large inventories.
- **Europe:** Markets witnessing slowdown as Flat Glass industry was badly affected and furnaces had to go on “hot-cold” mode.
- **Turkey:** Production reportedly moderated and manufacturers are carrying huge inventories. Their exports have affected due to lower demand in Europe & Asia, transport restrictions and lockdowns.
- **US:** High inventories as well as lockdowns caused US producers to cut back production recently. Domestic demand remains low due to slow down and halt in construction and automobiles sectors..
- **India** Expected to witness demand de-growth due to downstream Glass segment because of COVID-19 and softening soda ash prices.

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

Soda Ash Dynamics (Domestic Industry)



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

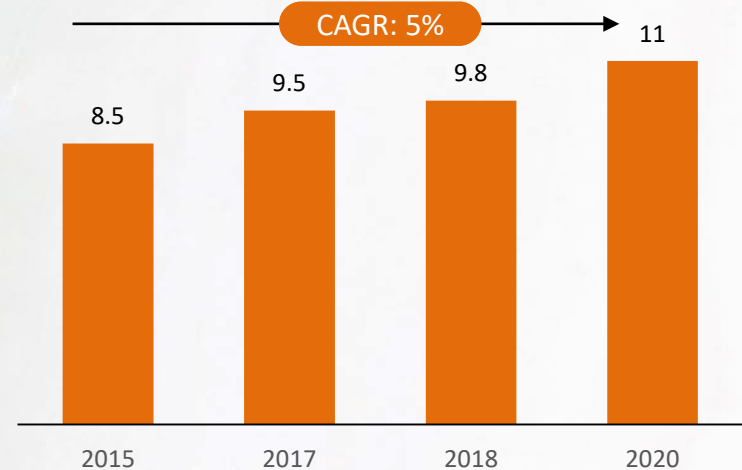


....Aim to be the Single Largest Soda Ash producer in the country



- Positive demand momentum from key end-user industries warranted calibrated **expansions through** the years
- Capacities enhanced from 8.5 Lakh Tonnes in FY15 to **11.0 Lakh Tonnes in FY20**; **2nd Largest in India with 25% market share**
- Aim to achieve milestone of **1.6 Million Tons** in next 5 years; to be the **Largest Producer of Soda Ash** in the country
- To be **future-ready** and accommodate the growing demand

Historical capacity addition trend in Soda Ash (in lakh tonnes)



Inorganic Chemicals – Varied Offerings in Soda Ash



One of India's Largest Manufacturers of Soda Ash Light and Soda Ash Dense

State of the Art Manufacturing Facility located at Sutrapada, Gujarat

Products are marketed in India under the brand name 'LION'

Positive demand momentum from key end-user industries warranted calibrated expansions through the years

Soda Ash Light



Light Soda Ash is an **important basic industrial alkali chemical** used in soap and detergents, pulp and paper, iron and steel, aluminium cleaning compounds, water softening and dyeing, in fibre-reactive dyes, effluent treatment and production of chemicals

Soda Ash Dense



Dense soda ash is used in **Glass manufacturing** (Flat Glass, Container Glass, Plate Glass, deep processing to other high grade glass for example automotive glass, curtain wall glass), Silicate, Ultramarine, and other chemical industries

Application diversity of Soda Ash across end-user industries



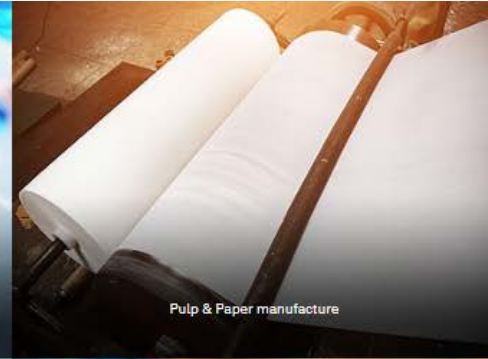
Soap & Detergents



Glass Manufacturing



Chemicals



Pulp & Paper manufacture



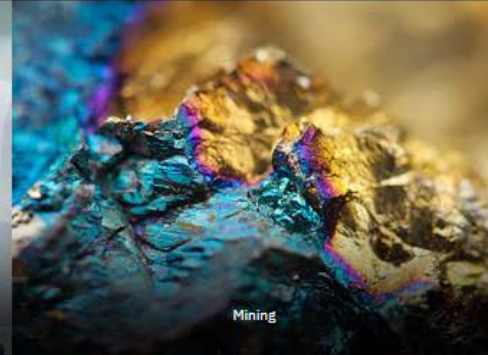
Textile Industry



Non-Ferrous Metallurgy



Water Treatment



Mining

Inorganic Chemicals – Sodium Bicarbonate



Specialization and experience in manufacturing of around a decade

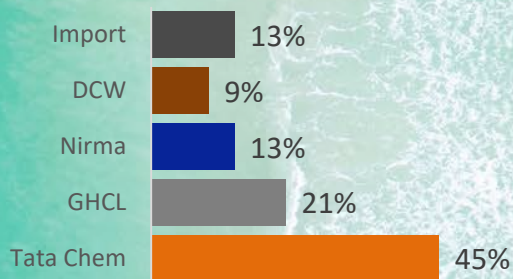
Doubled capacity from 30,000 to 60,000 MT in December 2017

Generally named as baking soda, bread soda, cooking soda and bicarbonate of soda

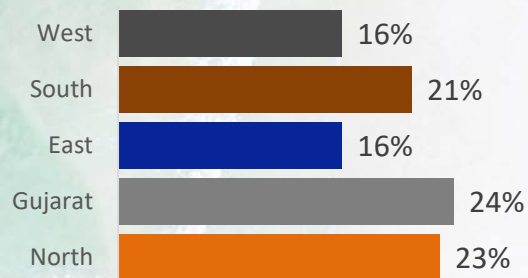
Used in Cooking, Pharmaceuticals, Fire Extinguishers, pH balancer, and Cleaning agent



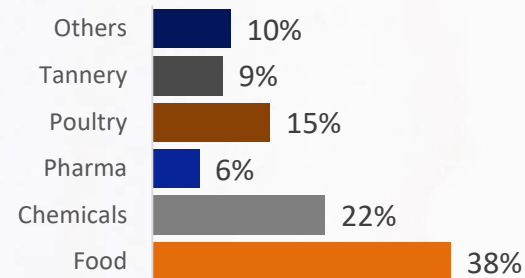
Domestic Demand Share



Domestic Demand Concentration



User Segment spread



Marquee Clients



Hindustan Unilever Limited



GUJARAT
BOROSIL
LIMITED



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.



Textiles Segment

REKOOOP
RECYCLED WITH CERTAINTY



Bani

GHCL's Home Textile 4 Pillar Strategy



Sustainability



Traceability



Innovation



Giving Back to Society



THE DERMA-GLOSS RANGE

80% BCI Cotton, 20% Cupro. With Aloe Vera.

Meditasi

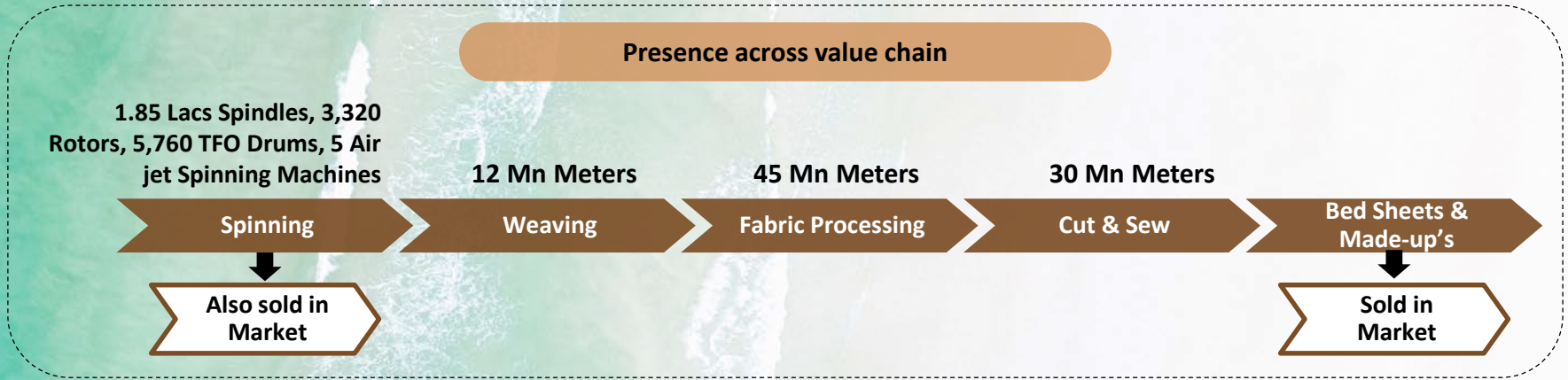
SLEEP AND HEAL

GHCL's innovative
"health and wellness"
bedding collection



Sunil 34

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.

Marquee Clients



KOHL'S



**BED BATH &
BEYOND**



Sainsbury's

amazon.com

 **Walmart.com**

Binil

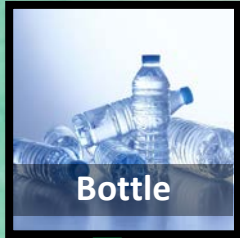
Reinventing the

REKOOP
RECYCLED WITH CERTAINTY

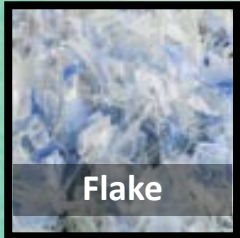
REKOOP 2.0
RECYCLED WITH CERTAINTY



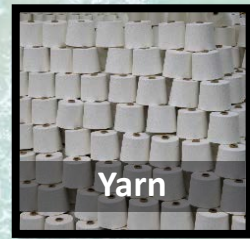
Manufactured and Sold by GHCL under REKOOP brand



Bottle



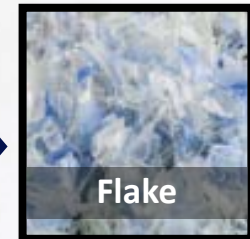
Flake



Yarn



Bed sheets



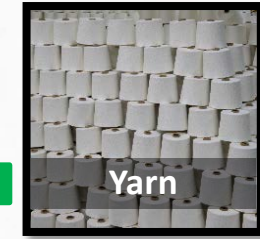
Flake



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

Soni



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



Combi

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

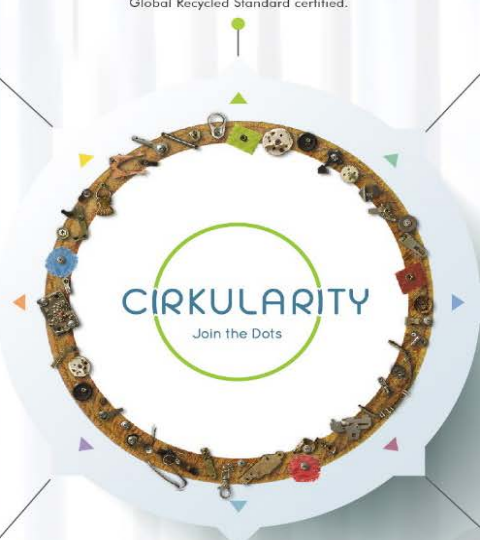
80% COTTON 20% MICRO TENCEL™ LYOCCELL PERCALE

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



CIRKULARITY
Join the Dots

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

Awards & Recognitions





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



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







Mr. R S Jalan,
MD GHCL *(8th in Sectoral ranking)*

Ranked 29th in the "India's Best CEOs" ranking by Business Today

4 Notch Upgrades in last 4 years



Enhanced Credit Ratings – Upgraded to A+ with Stable outlook,



The **GREEN ERA** AWARD for Sustainability

THE GREEN ERA AWARD & The Green Economy Forum

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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A large industrial facility, likely a refinery or chemical plant, with numerous pipes, scaffolding, and storage tanks. A white van is parked in the foreground. The image is overlaid with a semi-transparent brown banner.

Thank You