



Gujarat Alkalies and Chemicals Limited

(Promoted by Govt. of Gujarat)

Regd. Office & Works : P.O. Petrochemicals - 391 346, Dist. Vadodara(Gujarat) INDIA

Phone : +91-265-2232681, 6111000 Fax : +91-265-2232130

Website : www.gacl.com CIN NO : L24110GJ1973PLC002247

Ref. : SEC/SE/2020/

30th June, 2020

The General Manager Corporate Relations Department BSE Ltd. 1 st Floor, New Trading Ring Phiroze Jeejeebhoy Towers Dalal Street MUMBAI : 400 001	The General Manager Listing Department National Stock Exchange of India Ltd. "Exchange Plaza", C-1, Block 'G' Bandra-Kurla Complex Bandra (East) MUMBAI : 400 051
Ref. : Company Code No. : 530001	Ref. : Company Code No. : GUJALKALI

Dear Sir,

Sub : Investor's Presentation

The Company has uploaded an updated Presentation on its website www.gacl.com for the benefit of Investors / Shareholders at large. A copy of the Investor's Presentation is enclosed herewith for information.

Thanking you,

Yours faithfully,

For GUJARAT ALKALIES AND CHEMICALS LIMITED

(S S BHATT)

COMPANY SECRETARY & GM (LEGAL & CC)



Dahej Complex : P.O. Dahej - 392130, Tal. Vagra, Dist. Bharuch (Gujarat) INDIA

Phone : +91-2641-256315/ 6 /7. Fax : +91-2641-256220.



GUJARAT ALKALIES AND CHEMICALS LIMITED

Regd. Office : P.O.PETROCHEMICLAS : 391346
DIST. VADODARA, GUJARAT.
www.gacl.com

Board of Directors

Shri Anil Mukim, IAS, Chairman

Shri Pankaj Joshi, IAS, Director

Shri M K Das, IAS, Director

Shri Rajiv Lochan Jain, Independent Director

Smt. Vasuben Narendrabhai Trivedi, Independent Director

Shri S B Dangayach, Independent Director

Shri Rohitbhai J Patel, Independent Director

Shri P K Gera, IAS (Retd.), Managing Director

Shareholding Pattern as on 31st March, 2020

Sr. No.	Name	No. of Shares	% of Total Share Capital
1.	Promoters (7 Promoters)	3,39,86,310	46.28
2.	Domestic Institutional Investors (DIIs)	51,17,318	6.97
3.	Foreign Institutional Investors (FIIs)	14,83,967	2.02
4.	Bodies Corporate	2,02,45,051	27.57
5.	Others	1,26,04,282	17.16
Total....		7,34,36,928	100.00

GACL- Basic details

- **Two complexes**
 - **Vadodara, started in 1976**
 - **Dahej, started in 1995**
- **Major products in Vadodara**
 - **Caustic Soda, Caustic Potash, Hydrogen Peroxide, Chloromethane, Poly Aluminium Chloride**
- **Major products in Dahej**
 - **Caustic Soda, Hydrogen Peroxide, Phosphoric Acid, Anhydrous Aluminium Chloride, Poly Aluminium Chloride, Sodium Chlorate, Stable Bleaching Powder**
- **Other investments**
 - **GIPCL, GCPL (Formerly known as GCPTCL), Gujarat Guardian Ltd and GACL-NALCO Alkalies & Chemicals Pvt. Ltd. (JV Company by GACL 60% & NALCO 40%).**

GACL- Basic details

- ❑ **Toll manufacturing**
- ❑ **Chlorinated Paraffin (CPW)**
- ❑ **Anhydrous Aluminium Chloride (ALC)**
- ❑ **Chlorinated Toluene**
 - ❑ **Benzyl Chloride**
 - ❑ **Benzyl Alcohol**
 - ❑ **Benzyldehyde**
- ❑ **171.45 MW Wind Farms** at various locations of **Kutchh & Saurashtra** and **35 MW Solar Power Plant** at **Charanka Solar Park - Patan.**
- ❑ **Started transporting Caustic Soda Lye** under multimodal logistics - through **Railway Racks** as well as through **Sea** to **Eastern & Central India**, since **Dec.'2014.**

Glimpse of Growth Journey

Projects Commissioned	Present Capacity (MTPA)	Commissioned / Expanded in
Caustic Chlorine Plant (Baroda) Initial Capacity 37,425 MTPA	153,450	1976, 1981, 1984, 1989, 1994
Caustic Chlorine Plant (Dahej) Initial Capacity 143,550 MTPA	259,050	1998, 2007, 2010
Caustic Potash Plant Initial Capacity 16,500 MTPA	39,600	1994, 2016
Chloromethane Plant Initial Capacity 10,560 MTPA	56,100	1986, 1990, 2007, 2010, 2018
Phosphoric Acid Plant	26,730	1995

Glimpse of Growth Journey

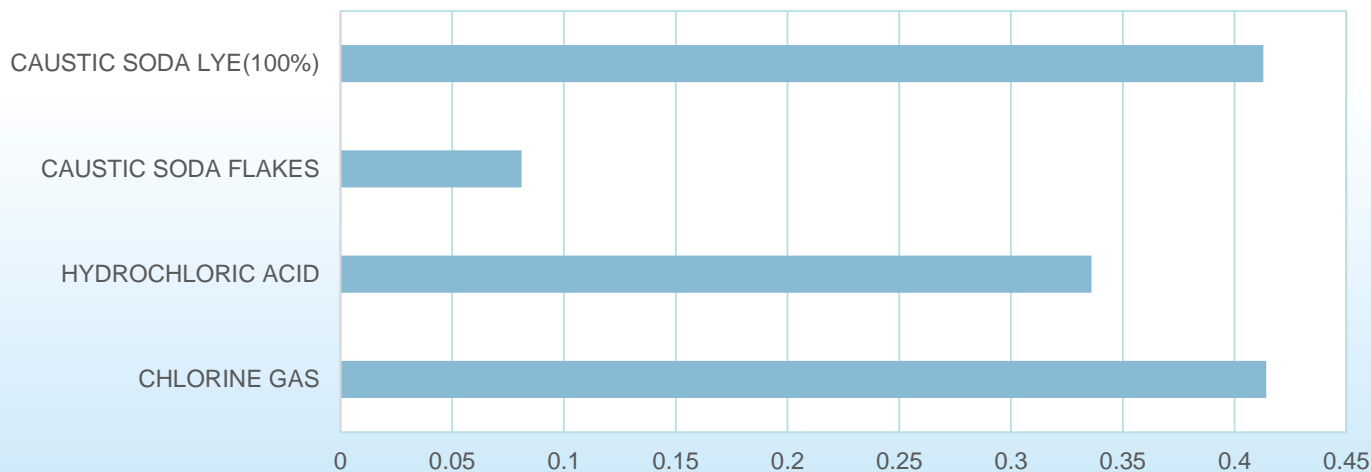
Projects Commissioned	Present Capacity (MTPA)	Commissioned in
Hydrogen Peroxide Plant Initial Capacity 10,890 MTPA	53,080	1996, 2002, 2007, 2010, 2011, 2012, 2014, 2018
Poly Aluminium Chloride Plant (P18) Initial capacity 41,250 MTPA	73,250	2006, 2008, 2018
Stable Bleaching Powder Plant	30,000	2011, 2020
Anhydrous Aluminium Chloride Plant Initial Capacity 16,500 MTPA	49,450	2008, 2010, 2016, 2020
Sodium Chlorate Plant	19,000	2014
Wind Mill Projects (Various locations)	171.45 MW	2008, 2017
Solar Power Plant	35 MW	2018, 2019

Financial Details

Figures in Rs. Crores

Sr. No.	Particulars	2019-20	2018-19	2017-18	2016-17	2015-16	2014-15	2013-14
1	NET EXTERNAL SALES VALUE	2,654.20	3,102.32	2,417.70	2,020.25	1,955.97	1,931.81	1,882.85
2	PROFIT BEFORE TAX (PBT)	491.62	1,015.02	750.22	381.78	262.70	215.48	246.55
3	PROFIT AFTER TAX (PAT)	332.84	689.65	535.02	308.10	219.89	227.86	185.03
4	LOANS OUTSTANDING AS AT 31 ST MARCH 2020	204.81	247.45	290.63	353.38	295.39	161.57	219.80

Production Volume (Lakh MT) 2019-20 (Q4), Vadodara Complex



HIGHLIGHTS FOR THE F.Y. 2019-20

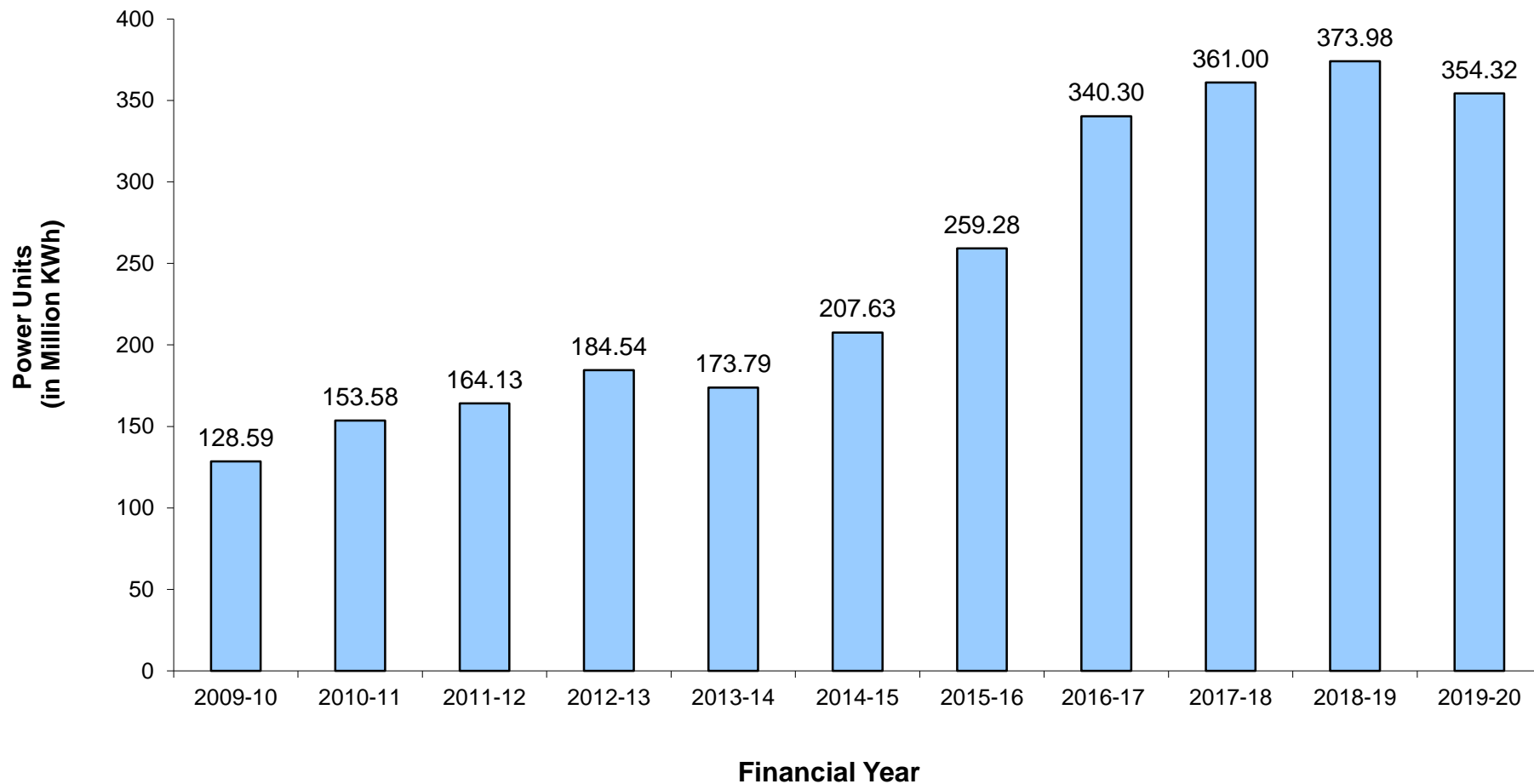
PARTICULARS	2018-19	2019-20	DIFFERENCE 2019-20 v/s. 2018-19	
	(Figures in Rs. Crores)		(Figures in Rs. Crores)	(%)
PROFIT BEFORE TAX	1,015.02	491.62	(523.40)	(51.57)
NET EXTERNAL SALES VALUE	3,102.32	2,654.20	(448.12)	(14.44)
RAW MATERIAL COST (other than Natural Gas)*	578.26	601.81	23.55	4.07
NATURAL GAS COST – as Raw Material @	282.70	310.84	28.14	9.95
NET EXTERNAL ELECTRICITY CHARGES #	519.72	470.87	(48.85)	(9.40)
PLF OF POWER PLANT AT DAHEJ (%)	46	58	12	26.09
SAVINGS IN POWER COST DUE TO WIND FARMS AND SOLAR CREDIT (GROSS)	223.16	233.59	10.43	4.67
PROFIT AFTER TAX	689.65	332.84	(356.81)	(51.74)

* Raw material cost increased due to unfavourable quantity variance of Rs.22.17 crore (3.83%) and unfavourable price variance of Rs.1.38 crore (0.24%).

@ Natural Gas cost increased due to unfavourable quantity variance of Rs.73.14 crore (25.87%) and favourable price variance of Rs.45.00 crore (15.92%).

Net External Electricity Charges decreased due to favourable quantity variance of Rs.47.98 crore (9.23%) and favourable price variance of Rs.0.87 crore (0.17%).

Windmill Power Generated



Installed Capacity at GACL

As On 31.03.2020

PRODUCTS	VADODARA	DAHEJ	TOTAL CAPACITY
Caustic Soda Lye (On 100% Basis)	1,53,450	2,59,050	4,12,500
Caustic Soda Flakes/Prills	53,000	1,65,000	2,18,000
Chloromethane	56,100	-	56,100
Caustic Potash Lye (On 100% Basis)	39,600	-	39,600
Potassium Carbonate	13,200	-	13,200
Hydrogen Peroxide (On 100% Basis)	12,540	40,540	53,080
Phosphoric Acid	-	26,730	26,730
A. Aluminium Chloride (Jobwork/O&M)	9,900	39,550	49,450
Poly Aluminium Chloride	32,000	41,250	73,250
Chlorinated Paraffin (CPW) - (Jobwork)	12,000	-	12,000
Stable Bleaching Powder	-	30,000	30,000
Sodium Chlorate	-	19,000	19,000

* Membrane Cell of CSL & CPL are interchangeable & production is optimized as per market requirement

Actual Production V/s. Installed Capacity of Major Products

Major Products	Unit	Installed Capacity	Actual Production 2018-19	Production 2019-20	Capacity Utilization
Caustic Soda Lye (100%)	MT	412,500	432,407	436,445	105.80%
Chloromethane	MT	56,100	51,325	58,020	103.42%
Caustic Potash Lye (KOH)	MT	39,600	24,761	30,615	77.31%
Hydrogen Peroxide (100%)	MT	53,080	48,414	55,819	105.16%
Phosphoric Acid	MT	26,730	27,555	27,700	103.63%
Anhydrous Aluminium Chloride	MT	32,950	37,377	37,417	113.56%
Poly Aluminium Chloride(G18)	MT	73,250	51,919	66,198	90.37%

* Membrane Cell of CSL & CPL are interchangeable & production is optimized as per market requirement

Alkali Industry V/s. GACL Capacity Utilisation

FINANCIAL YEAR	CAPACITY UTILISATION (ALKALI INDUSTRY)	CAPACITY UTILISATION (GACL)
2011-12	82%	89%
2012-13	81%	85%
2013-14	79%	89%
2014-15	81%	89%
2015-16	85%	90%
2016-17	82%	94%
2017-18	84%	94%
2018-19	85%	105%
2019-20	73%	106%

Source: AMAI (Alkali Manufacturers Association of India)

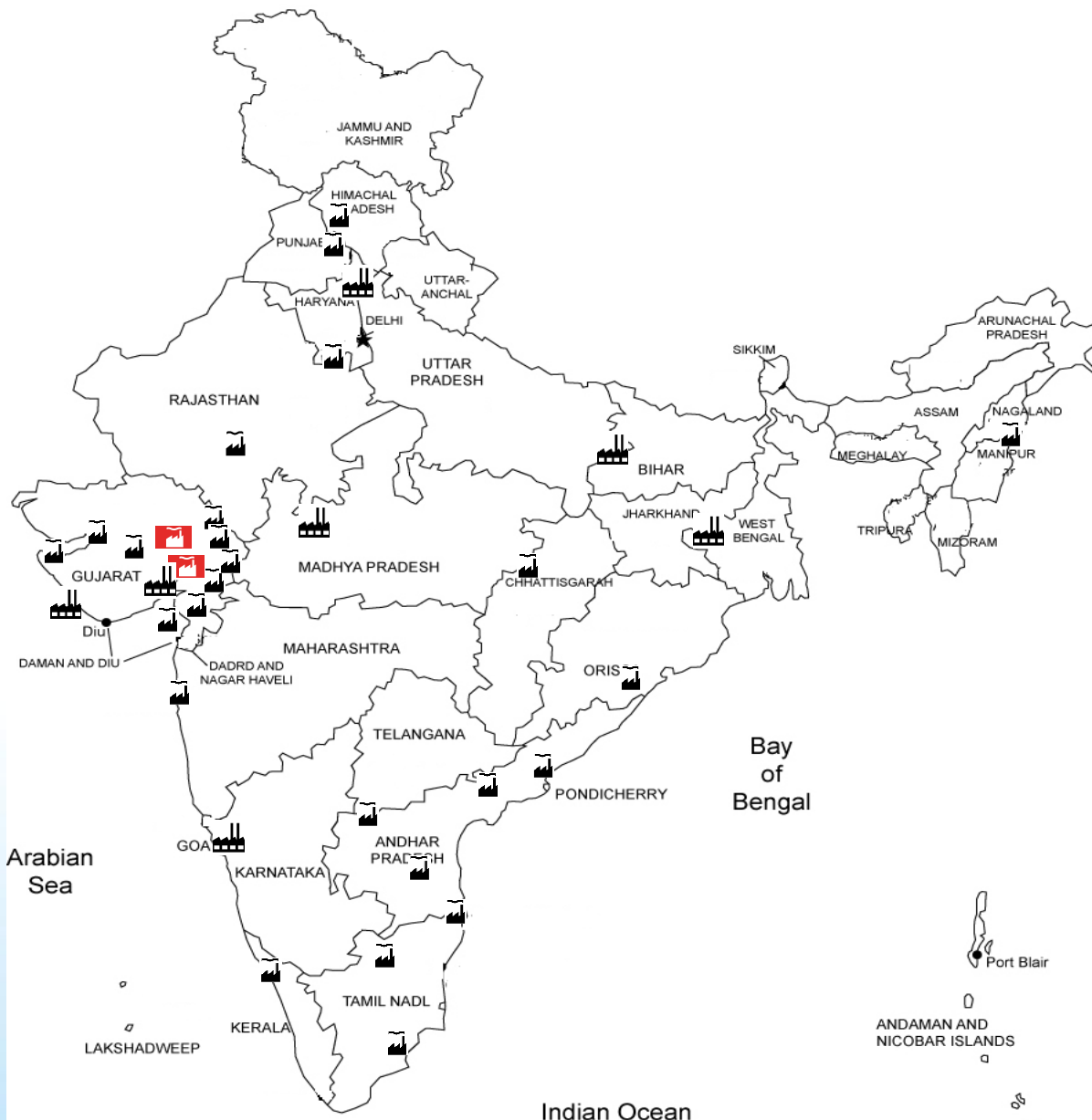
Export of major Products

(Rs. In Lakhs)

MAJOR PRODUCTS	FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20
Caustic Soda Lye	3,087	3,510	3,123	2,367
Caustic Soda Flakes/Prills	12,263	18,923	18,649	18,619
Hydrochloric Acid	392	199	198	194
Liquid Chlorine	56	64	60	19
Chloromethane	31	35	123	179
Phosphoric Acid	99	131	74	93
Hydrogen Peroxide (50%)	350	449	568	551
Anhydrous Aluminium Chloride	3,850	3,563	5,299	5,590
Poly Aluminium Chloride	980	953	1,112	1,494
Benzyl Alcohol	2,328	2,841	2,987	2,525
Benzyl Chloride	140	222	855	607
Chlorinate Paraffin (CPW)	202	62	222	301
TOTAL	23,779	30,952	33,270	32,539

* Exports includes Deemed Export

**Presence - India
Base Chemicals -
Caustic Soda/Chlorine**



GACL



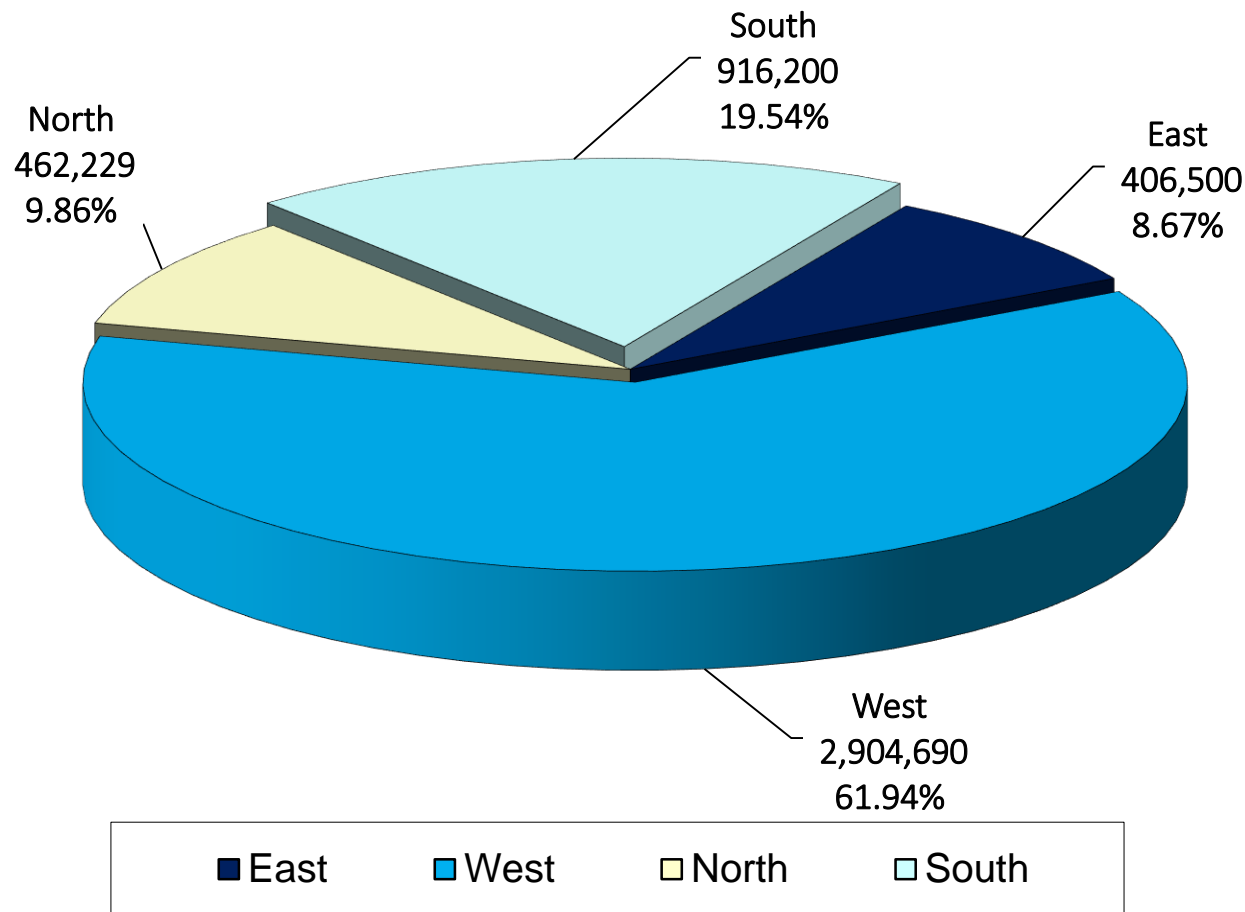
Aditya Birla/Grasim



Others

Caustic Soda Industry (Regional Distribution)

Regionwise Installed Capacity (MTPA) As On 31.03.2020



GACL- Strategic advantages

Land	600 acres for expansion at Dahej
Rail connectivity	Across boundary limits at Dahej
Port connectivity	GCPL (Formerly known as GCPTCL) 4 km from Dahej Complex
Dealer network	Strong, with best companies
Clean power	171.45 MW Wind Power (Installed) 35 MW Solar park (Installed)
Co-promoted companies	GCPL (Formerly known as GCPTCL) – Chemical Port at Dahej
	GIPCL – Power Company at Vadodara
	GNAL – A Joint Venture with NALCO for Caustic Soda Production
Product basket	Multiple products from basic Chemicals to value added chemicals
Customer proximity	Bulk Consumers situated in nearby area

Major Challenges

1) Contribution & market share of flagship products

- Ever increasing competition for market share
- Urgent need for expansions
- Highly dependent on a single bulk product i.e. Caustic Soda
- A good product basket but low production capacity of Chlorine based products

2) Chlorine disposal – major bottleneck

- Additional in-house consumption to improve capacity utilisation
- Future projects must also have an add-on project to consume chlorine

Major Challenges

3) Very high logistics cost

- Bulk commodity products can't be sustained beyond 500 km, if transported by road,
- Uncompetitive in other distant States,
- Both plants located in Caustic soda surplus State of Gujarat
- Pressure on market share compared to M/s. Grasim, which has country-wide presence

4) Optimizing Power cost keeping an eye on the power cost of co-producers

- NG based power plant is costlier than coal based power plants
- Need to look at coal based Power plant
- Focus on Renewable energy to bring down the average price of energy basket

New Expansion Projects

Projects	Capacity	Cost (Rs. Crs.)	Progress Status as of 25.05.2020
CS New plant with Coal based Power plant (A JV with NALCO)	800 TPD + 130 MW	2000	CS Plant 85% Power Plant 70% (Including Common Infrastructure)
Chloromethanes Plant at Dahej	300 TPD	683*	57%
Phosphoric acid (New)	100 TPD	390	8%
Hydrazine Hydrate	30 TPD	405.50	48%
SBP Plant at Dahej	45 TPD	25.5	Commissioned – Feb. 20
Aluminium Chloride Plant at Dahej	50 TPD	35	Commissioned – Mar. 20
Chlorotoluene Plant at Dahej	120 TPD	120	To be implemented
Caustic Soda expansion at Dahej and Coal base power plant	525 TPD 65 MW	875	8%

* Expected to be revised to Rs.800 Crores.

Thank You

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