



**Excel Industries Ltd.**



IS/ISO9001:2015  
IS/ISO14001:2015  
IS/ISO 45001:2018  
Certified by BIS.

12<sup>th</sup> August, 2025

BSE Ltd.  
Listing Department,  
Pheeroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai-400 001

National Stock Exchange of India Ltd.  
Listing Department,  
Exchange Plaza,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai-400 051

**Sub: Investor Presentation**

**Ref:** BSE Scrip Code: 500650; NSE Scrip Code: EXCELINDUS

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Unaudited Financial Results for the quarter ended June 30, 2025. The Investor Presentation will also be available on the website of the Company i.e. [www.excelind.co.in](http://www.excelind.co.in)

We request you to take the above information on record.

Thanking you,

Yours faithfully,

**For Excel Industries Limited**

S K Singhvi  
**Company Secretary**  
Encl: As above



# **EXCEL INDUSTRIES LIMITED**

**Investor Presentation | Q1 FY26**

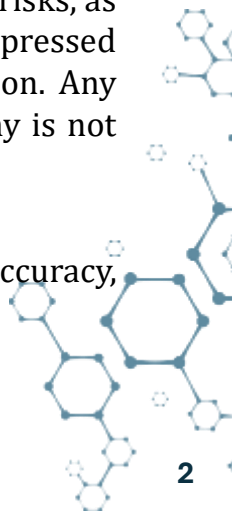


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## Q1 FY26 Financial Performance



# Q1 FY26 Results Highlights (Standalone)



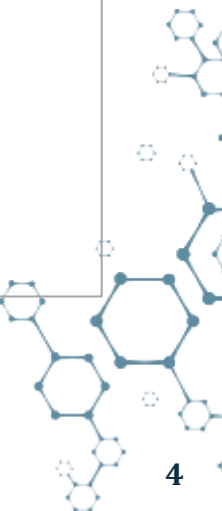
## Q1FY26

**₹ 309 Crs**  
**Revenue**

**₹ 42 Crs**  
**EBITDA**

**₹ 34 Crs**  
**PAT**

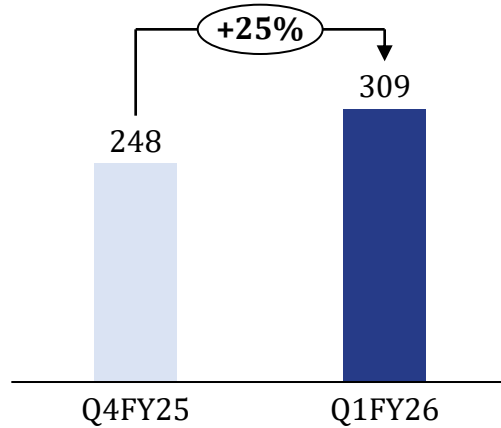
- In Q1 FY26, the Company reported revenue of ₹309 crore, a 25% increase compared to Q4 FY25. This growth was mainly due to better demand in the agro-intermediates segment
- Exports accounted for 22% of the total revenue during the quarter, it grew by 38% over Q4FY25
- EBITDA margin improved to 13.7% in Q1 FY26 from 8.0% in Q4 FY25, supported by better price realization and improved demand
- PAT margin for the quarter was at 10.8% for Q1 FY26
- The company continues to maintain market share in key products and focuses on diversification of the product portfolio



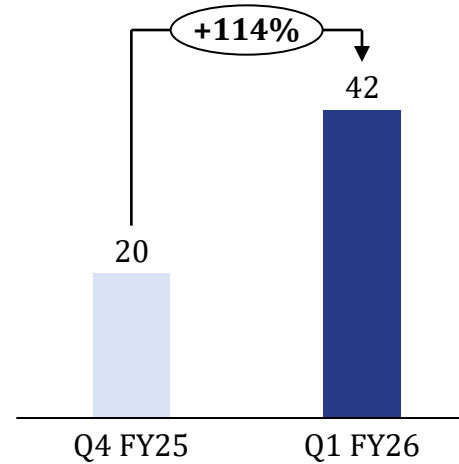


# Key Financial Metrics – Q1 FY26

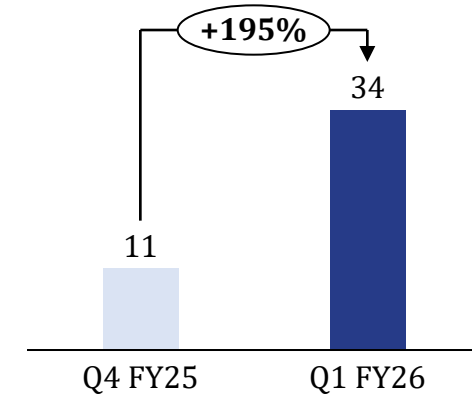
Revenue (₹ in Crs)



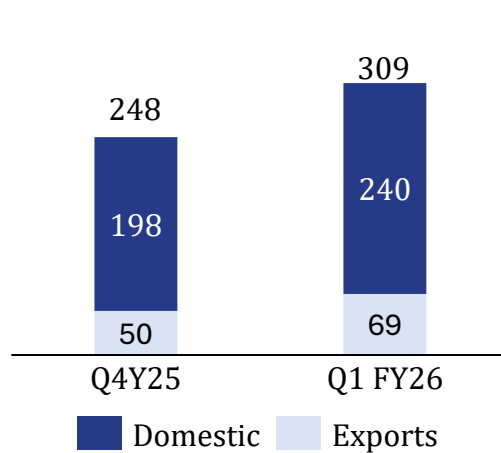
EBITDA (₹ in Crs)



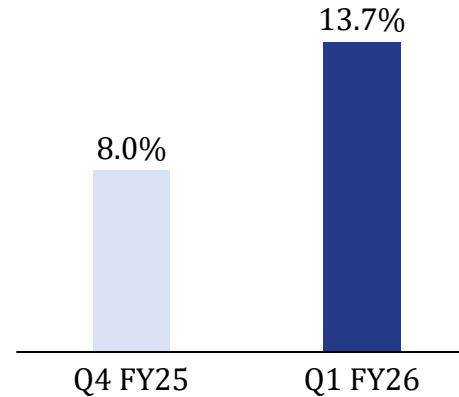
PAT (₹ in Crs)



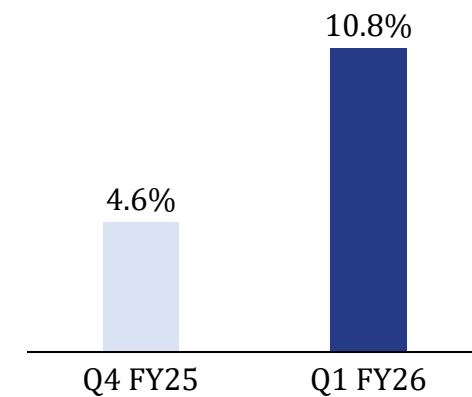
Revenue Profile (₹ in Crs)



EBITDA Margin (%)



PAT Margin (%)



# Standalone Profit and loss Statement



Particulars (Rs. Cr)	Q1FY26	Q4FY25	Q-o-Q	Q1FY25	Y-o-Y	FY25
<b>Revenue from Operations</b>	<b>309.5</b>	<b>247.8</b>	<b>24.9%</b>	<b>264.9</b>	<b>16.8%</b>	<b>978.1</b>
Cost of Goods Sold	168.5	135.8		137.9		506.1
<b>Gross Profit</b>	<b>141.0</b>	<b>112.0</b>	<b>25.8%</b>	<b>127.0</b>	<b>11.0%</b>	<b>471.9</b>
<b>Gross Profit Margin(%)</b>	<b>45.6%</b>	<b>45.2%</b>		<b>47.9%</b>		<b>48.3%</b>
Employee Expenses	33.8	32.8		28.9		121.7
Other Expenses	64.9	59.5		58.9		229.6
<b>EBITDA</b>	<b>42.3</b>	<b>19.8</b>	<b>113.5%</b>	<b>39.2</b>	<b>8.1%</b>	<b>120.6</b>
<b>EBITDA Margin (%)</b>	<b>13.7%</b>	<b>8.0%</b>		<b>14.8%</b>		<b>12.3%</b>
Other Income	11.8	4.4		11.1		26.5
Depreciation	8.9	8.7		8.0		33.8
<b>EBIT</b>	<b>45.2</b>	<b>15.5</b>	<b>191.1%</b>	<b>42.2</b>	<b>7.1%</b>	<b>113.3</b>
<b>EBIT Margin (%)</b>	<b>14.6%</b>	<b>6.3%</b>		<b>15.9%</b>		<b>11.6%</b>
Finance Cost	1.0	0.3		0.6		2.4
<b>Profit before Tax</b>	<b>44.2</b>	<b>15.3</b>	<b>189.5%</b>	<b>41.6</b>	<b>6.3%</b>	<b>110.9</b>
<b>Profit before Tax(%)</b>	<b>14.3%</b>	<b>6.2%</b>		<b>15.7%</b>		<b>11.3%</b>
Tax	10.7	3.9		10.1		27.4
<b>Profit After Tax</b>	<b>33.5</b>	<b>11.4</b>	<b>195.1%</b>	<b>31.5</b>	<b>6.6%</b>	<b>83.5</b>
<b>PAT Margin (%)</b>	<b>10.8%</b>	<b>4.6%</b>		<b>11.9%</b>		<b>8.5%</b>
EPS (As per Profit after Tax)	26.70	9.05		25.04		66.42

# Consolidated Profit and loss Statement



Particulars (Rs. Cr)	Q1FY26	Q4FY25	Q-o-Q	Q1FY25	Y-o-Y	FY25
<b>Revenue from Operations</b>	<b>309.5</b>	<b>247.8</b>	<b>24.9%</b>	<b>264.9</b>	<b>16.8%</b>	<b>978.1</b>
Cost of Goods Sold	168.5	135.9		137.9		506.2
<b>Gross Profit</b>	<b>141.0</b>	<b>111.9</b>	<b>26.0%</b>	<b>127.0</b>	<b>11.0%</b>	<b>471.8</b>
<b>Gross Profit Margin(%)</b>	<b>45.6%</b>	<b>45.2%</b>		<b>47.9%</b>		<b>48.2%</b>
Employee Expenses	33.8	32.8		28.9		121.8
Other Expenses	65.0	59.6		59.1		230.5
<b>EBITDA</b>	<b>42.2</b>	<b>19.6</b>	<b>115.7%</b>	<b>39.0</b>	<b>8.4%</b>	<b>119.6</b>
<b>EBITDA Margin (%)</b>	<b>13.6%</b>	<b>7.9%</b>		<b>14.7%</b>		<b>12.2%</b>
Other Income	12.2	5.7		11.3		30.2
Depreciation	8.9	8.8		8.1		34.1
<b>EBIT</b>	<b>45.5</b>	<b>16.5</b>	<b>174.8%</b>	<b>42.1</b>	<b>7.9%</b>	<b>115.7</b>
<b>EBIT Margin (%)</b>	<b>14.7%</b>	<b>6.7%</b>		<b>15.9%</b>		<b>11.8%</b>
Finance Cost	1.0	0.3		0.6		2.4
Share of net profit/(loss) of associate	0.0	0.0		-0.4		-0.4
<b>Profit before Tax</b>	<b>44.5</b>	<b>16.3</b>	<b>172.9%</b>	<b>41.1</b>	<b>8.1%</b>	<b>112.9</b>
<b>Profit before Tax(%)</b>	<b>14.4%</b>	<b>6.6%</b>		<b>15.5%</b>		<b>11.5%</b>
Tax	10.7	3.9		10.1		27.6
<b>Profit After Tax</b>	<b>33.8</b>	<b>12.4</b>	<b>172.1%</b>	<b>31.0</b>	<b>8.8%</b>	<b>85.3</b>
<b>PAT Margin (%)</b>	<b>10.9%</b>	<b>5.0%</b>		<b>11.7%</b>		<b>8.7%</b>
EPS (As per Profit after Tax)	26.86	9.87		24.68		67.87

## Company Overview



# Excel Industries – At a Glance



Established in 1941 with an objective to make India self reliant in chemicals by developing indigenous chemical technologies

Excel Industries manufactures complex products through the best-in-class technological setup

Involved in manufacturing Agrochemical intermediates and Specialty Chemicals. Also manufactures polymer inputs, pharmaceutical intermediates and APIs (Active Pharma Ingredients)

The Company is a leading player in basic and advanced Phosphorous derivatives catering to various end use industries

Pioneer in Organic Waste Management and Municipal Solid waste management in India

Manufacturing facilities located at Roha, Lote, and Vishakhapatnam



**1941**  
Established



**Rs.978 Cr**  
Revenue\*



**32**  
R&D  
Scientists



**3 Mfg**  
Locations



**No 1**  
Producer of  
DETC in World



**Top 5**  
Producer of  
Phosphonates  
in World



**19**  
Unit Processes  
& Reactions

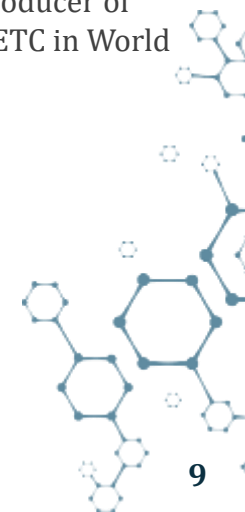


**2mn Lts**  
Process  
Volumes

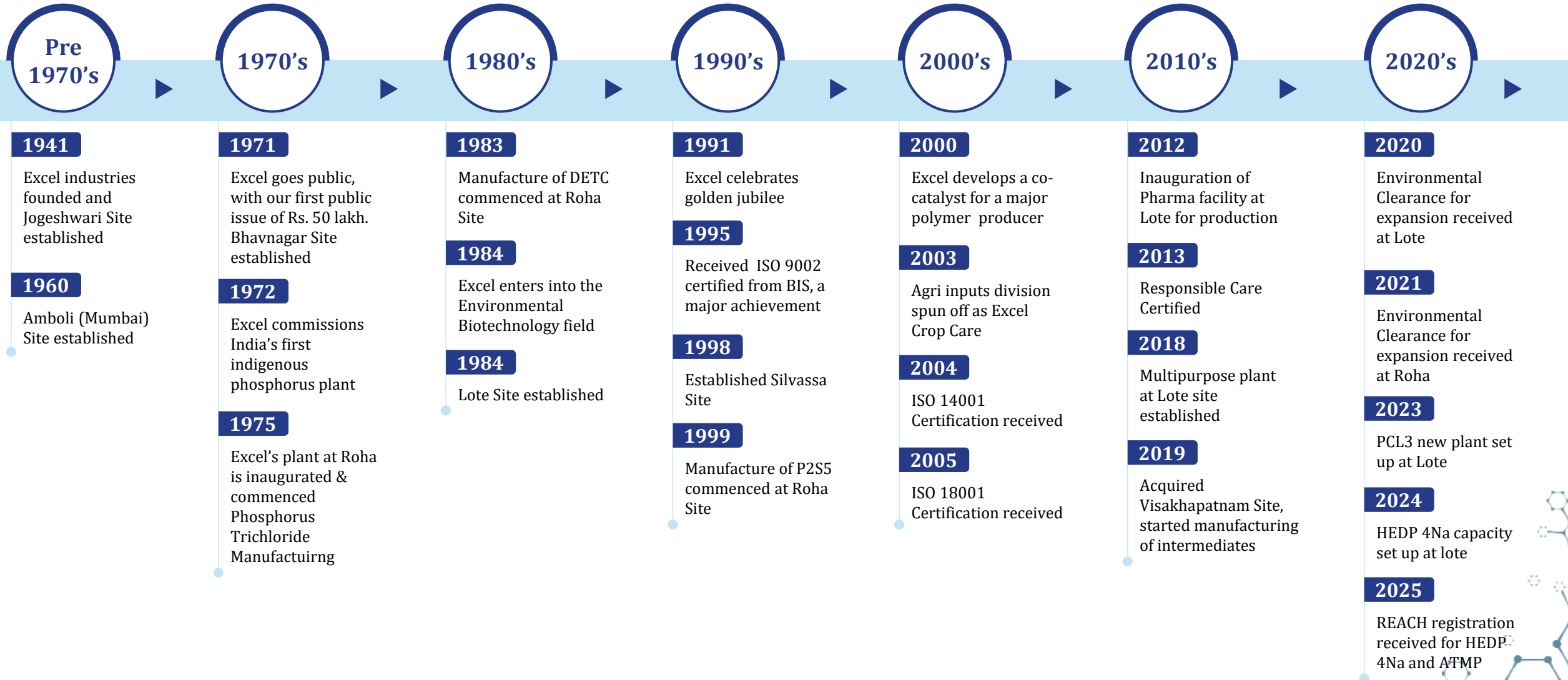


**Rs. 177 Cr**  
Exports\*

\* figures are of FY25



# Our Legacy of Leadership



01



## Agrochemical intermediates

DETC, DMTC, NaTCP, DMPAT

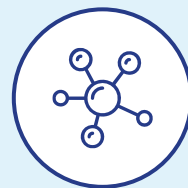
02



## YP Derivatives

P2S5, PSCL3, PCL3, PCL5

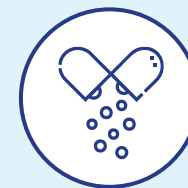
03



## Performance Solutions

Phosphonates, Biocides, Speciality mining additives, Polymer - Property modifiers and functional additives

04



## Pharma Intermediates & API

Acetyl Chloride, Febuxostat, Teneligliptin API, Butaphosphan

05



## Waste Management

Excel OWC, Integrated MSW, Bioculum, Sanitreat, Plastic and Construction & Demolition Waste Management

Leveraging deep technical expertise and scalable infrastructure, we offer **Contract Manufacturing** across our core chemical portfolio

# Serving Critical End-use Industries



Agrochemical Intermediates



Corrosion Inhibitors & Chelating Agents



Polymer Aids and Property modifiers



Pharma & Veterinary



Other Organic Intermediates



Biocide



Waste Management

Organophosphorus Insecticides and Herbicides



Water treatment



Soaps & Detergents



Oilfield and Lube additive



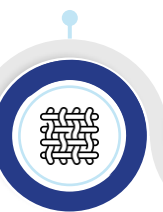
Mining additives



Household, Industrial and Institutional cleaning



Textiles



Polymer property modifiers



API for Gout, Diabetics and veterinary nutritional supplements



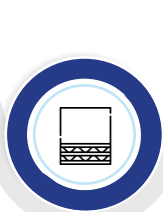
Phosphorus based downstream manufacturing



Recycling



MDF



Paint





## ROHA

- One of Excel's first large scale facilities.
- The Roha site is the main production hub of a number of key phosphorus-based products, and it handles one of the highest quantities of yellow phosphorus in India.
- Wide range of chemical inputs and Veterinary APIs are manufactured at Roha along with key polymer additives and specialty chemicals.



## LOTE

- This site is a leading producer of Organo phosphonates which are used as chelating agents in a wide range of applications including water treatment, soaps and detergents, textile auxiliaries and I & I cleaners.
- Products manufactured in this site are also used as Biocides and find application in Coatings, MDF Boards and Adhesives.



## VIZAG

- This site was acquired in 2019 and is located in Special Economic Zone (SEZ, Atchutapuram) near Visakhapatnam in Andhra Pradesh.
- Currently the Plant Manufactures Specialty Intermediates and it has a potential for future expansion.



# Investing in Future Growth



## Capital Expenditure

Over the next three years, we will invest Rs. 200-300 Crores in plant upgrades, product innovation, capacity expansion, and technology. Rs. 40-50 Crores per year is reserved for ongoing maintenance and improvements.

## New Products

Introduced capacities for new products like Sodium Trichloro Pyridinol (NaTCP), polymer additive and HEDP 4Na.

## Lote and Roha Sites

Undergone technological advancements and asset maintenance.

## Capacity Expansion

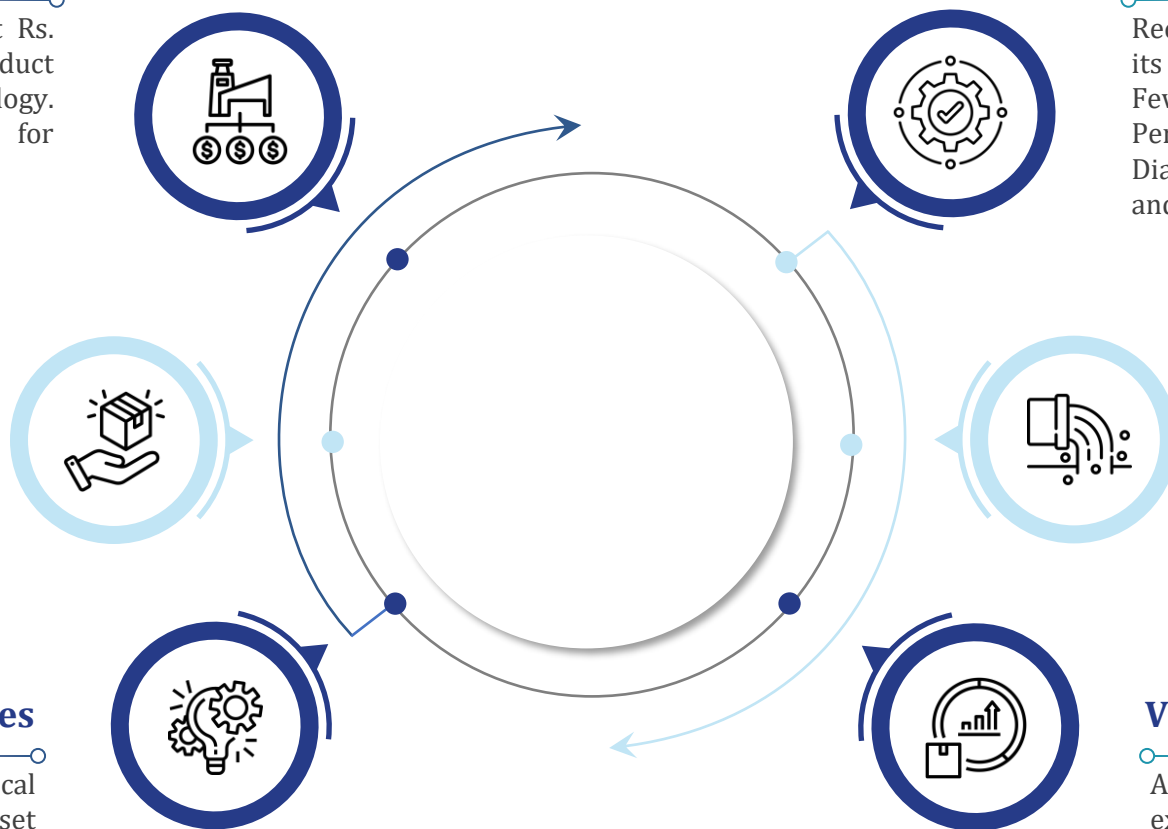
Received EC from regulatory bodies to increase its production capabilities and product offerings. Few of the products are Phosphorus Pentasulphide, Diethyldithiophosphoryl Chloride, Diazotization Chemistry platform, Phosphonates and Pharma capacities.

## Waste-water treatment

Upgraded its waste-water treatment capabilities in line with the expanded volumes.

## Vizag Facility

Added volume capabilities for its existing and few new products.





# Distinctive Competitive Edge



## Strong legacy and experience

Rooted in decades of phosphorus chemistry, we power agrochemical and polymer innovations with enduring expertise and strategic agility



## Diversified product portfolio

Blending chemical expertise with environmental innovation, we deliver sustainable solutions across agrochemicals, pharma, polymers, and waste management



## Robust R&D capabilities

Fueling progress through relentless R&D, we craft future-ready chemical and environmental solutions anchored in innovation and technical excellence



## Prudent capital management

Built on operational efficiency and strategic discipline, we generate sustainable value—fueling future growth with our own momentum



## Backward integration

By driving backward integration, we secure supply chains, enhance efficiency, and uphold quality - strengthening our edge in pharma, specialty chemicals, and polymer additives



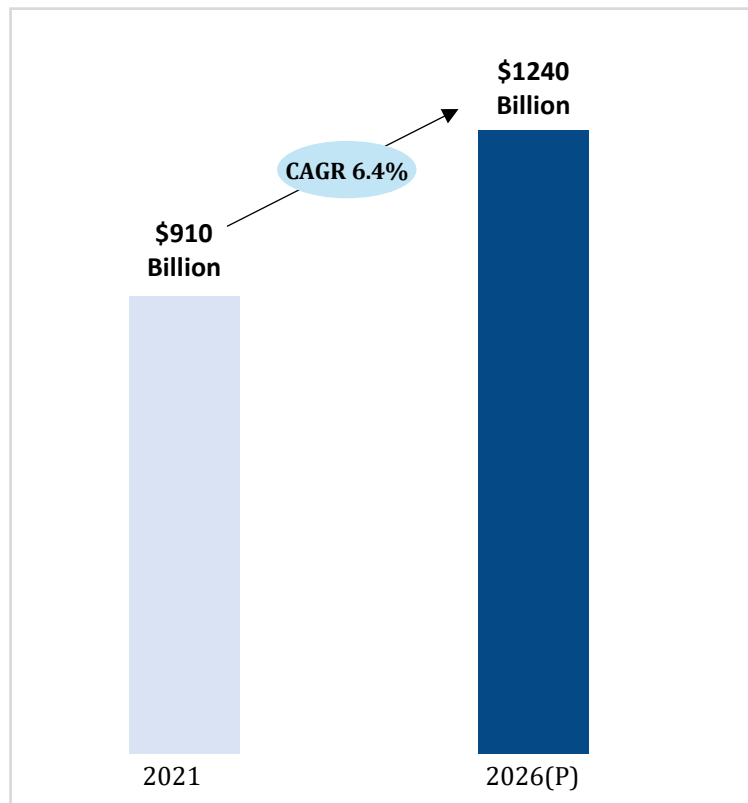
## Strategic focus on sustainability

Sustainability has always been second nature to us - rooted in responsibility, driven by innovation, and upheld long before regulations required it



Industry has a Huge Potential

The Global Specialty Chemical Industry was valued at **\$910Bn** in **2021** and is projected to reach **\$1240Bn** by **2026**, growing at a **CAGR of 6.4%** from **2021 to 2026\***



## KEY INSIGHTS\*



China holds 40% share in global chemical industry. #



Asia Pacific accounted for a revenue share of 46.8% in the market for specialty chemicals.



Exportable specialty chemicals accounts for ~15-17% of the industry.

## MARKET SEGEMENTATION

- Agrochemicals
- Dyes and Pigments
- Construction Chemicals
- Specialty Polymers
- Textile chemicals
- Base Ingredients
- Surfactants
- Water treatment
- Functional Ingredients

## OUTLOOK

- Asia-Pacific market is expected to grow fastest.
- China is expected to keep specialty chemical imports high.
- The Indian specialty chemicals industry will outpace its Chinese counterpart and double its share of the global market to ~6% by 2026 from 3-4% in fiscal 2021.\*

Source:

1. \* FICCI Avendus Report
2. @ IBEF
3. # McKinsey report 2019



# Indian industry growing at double digit



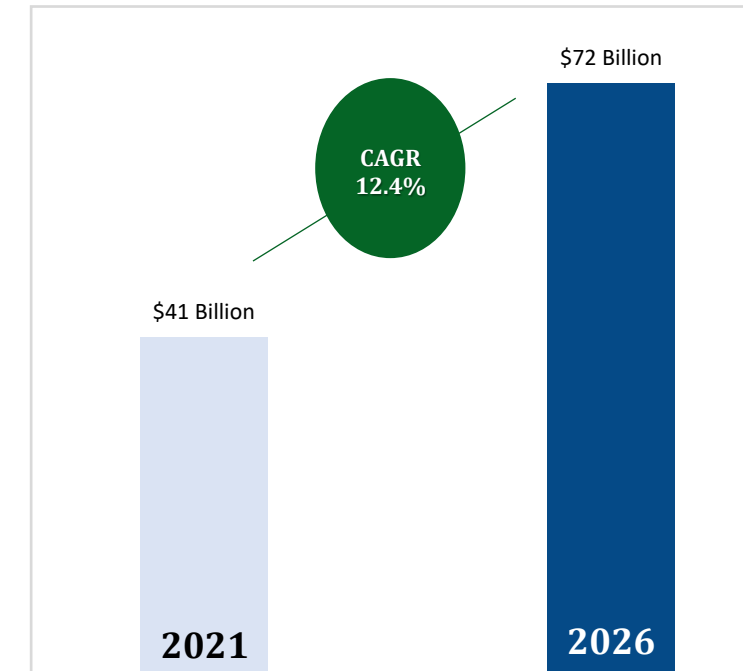
- The Indian chemical industry is expected to reach \$383 billion by 2030 *(Source: EY)*
- Market share of India to grow to 6% by 2026. *(Source: CRISIL)*
- Domestic growth in the sector is predicted to be at 13-15% . *(Source: CRISIL)*
- Exports and revenue from India are predicted to grow 18-20% . *(Source: CRISIL)*
- Under the Budget 2025-26 the government allocated Rs. 194.05 crore to the Department of Chemicals and Petrochemicals.

**India is expected to remain a driving force in Asia for chemical demand in 2024 given its strong economic growth and resilient industrial production and greater demand. India's specialty chemicals companies are expanding their capacities to cater to rising demand from domestic and overseas**

**An investment of Rs. 8 lakh crore (US\$ 107.38 billion) is estimated in the Indian chemicals and petrochemicals sector by 2025 & 7-9% growth is expected in FY25 *(Source: IBEF & TOI)***

**As the global economy strengthens, demand for chemicals in expected to rise, benefiting the Indian exporters.**

**The Indian Specialty Chemical Industry was valued at \$41Bn in 2021 and is projected to reach \$72Bn by 2026, growing at a CAGR of 12.4% from 2021 to 2026.**



Source:

1. \* FICCI Aventus Report
2. @ IBEF
3. # McKinsey report 2019

## ESG & CSR





# Excel's Three Pillars of Sustainability



All Three Aspects – People, Profit and Planet must be balanced to ensure Sustainability

**People** in **Excel Industries** are guaranteed a work environment where employees find value in what they do everyday. Beyond a safe, healthy work environment, opportunities to develop one's potential are provided through education and participation.



**Planet** refers to the commitment by **Excel Industries** to implement environmentally sustainable practices and they continually look for ways to go beyond what is expected in order to safeguard and enhance the natural environment.

Protecting the interests of all our stakeholders

**₹ 12+ Crs**  
spent on CSR activities  
in last 5 years

Engaged in CSR  
initiatives since  
inception.

Endeavors towards  
creating positive change  
for the environment and  
the communities we  
serve.

Committed to the UN's  
Sustainability  
Development Goals.



# Protecting the Environment



## Water Security Through Community



Drinking Water Facility Sand Filter  
At – Pale khurd Village Roha - Raigad



Repairs of Water Wells, At- Nivi  
Adivasiwadi , Roha Raigad

## Animal Husbandry



Fish Farming Pond follow-up Visit –  
Yashwantkhar, Taluka- Roha, Raigad



Goat farming – Bhise Taluka Roha - Raigad

## Rural Development – Agriculture & Community



Kharif seeds Distribution, Karivane,  
Khateliwadi Roha Taluka, Raigad



Turmeric Cultivation, Roha Taluka,  
Raigad



Rabi Season Land Preparation,  
Bahe, Roha Taluka, Raigad



Vegetable Transporting Vehicle,  
Khateliwadi , Roha Taluka, Raigad





## Women Empowerment



Millets Cakes Training, VRTI Training Hall, Roha Taluka, Raigad



Nauvari Training, VRTI Hall, Roha Taluka, Raigad



Flower making training, VRTI Hall Roha Taluka, Raigad



Support to bussiness stall, Bhat Hall, Roha Taluka, Raigad

## Education



School Head Master Teacher Meeting, VRTI Office, Roha Taluka, Raigad



Sport Material Distribution, Shramik Vidyalay Chilhe High School, Roha Taluka, Raigad

## Health



Batch 1 Nursing Training Class Material Support, VRTI Training Hall, Roha Taluka, Raigad



Kits Distribution to ASHA Workers (Health Workers) : VRTI training hall, Roha, Raigad



## Historical Financial Performance

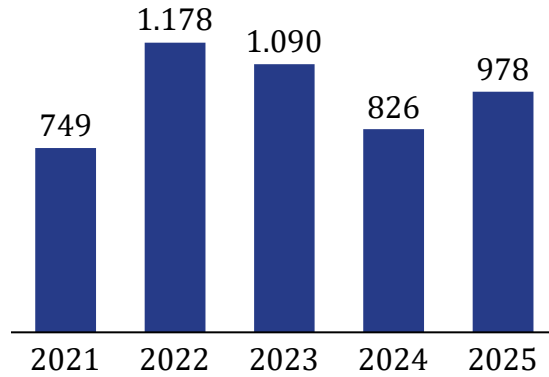


# Historical Performance

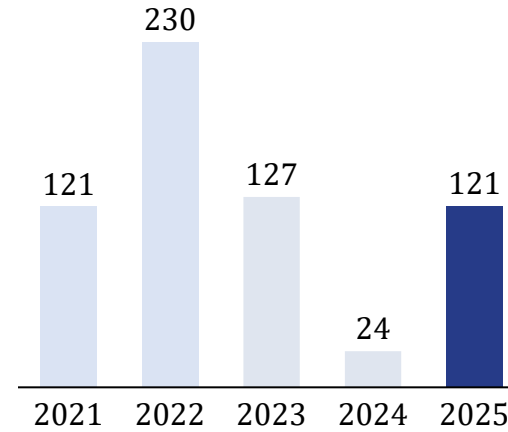


(Standalone)

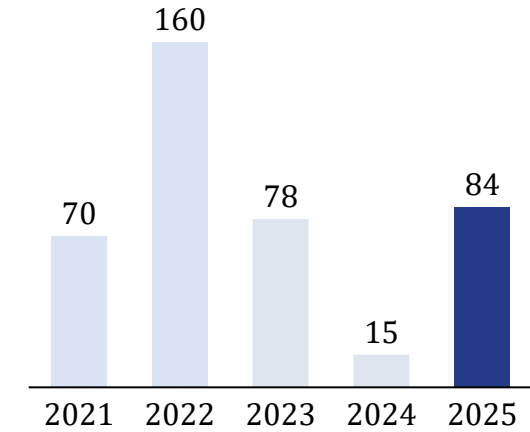
**TOTAL REVENUE (Rs in Crs)**



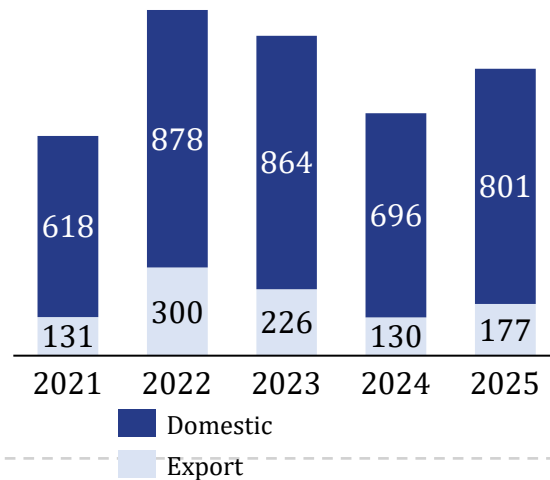
**EBITDA (Rs in Crs)**



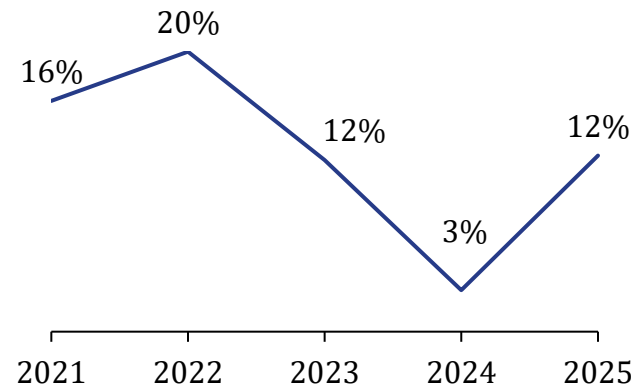
**PAT (Rs in Crs)**



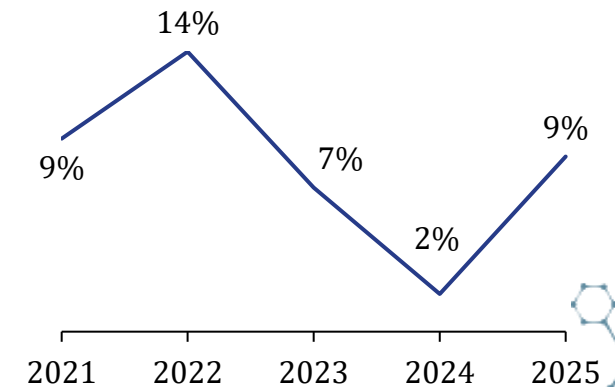
**REVENUE MIX (Rs in Crs)**



**EBITDA Margin (%)**



**PAT Margin (%)**

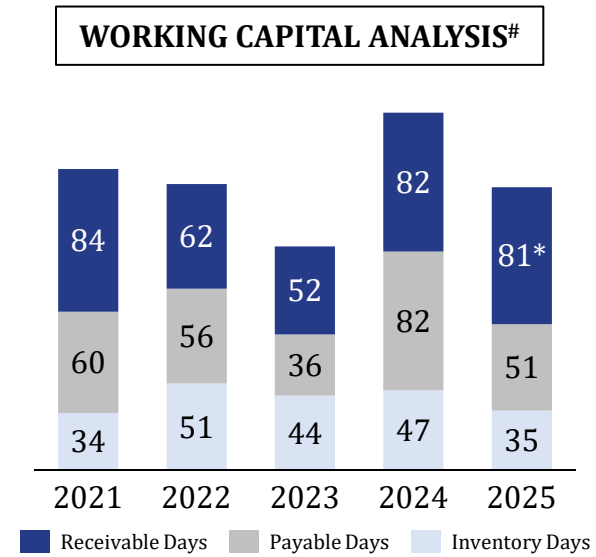
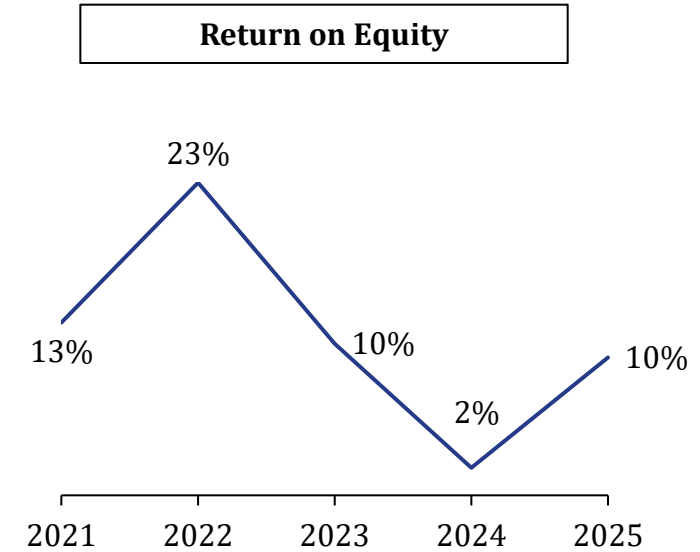
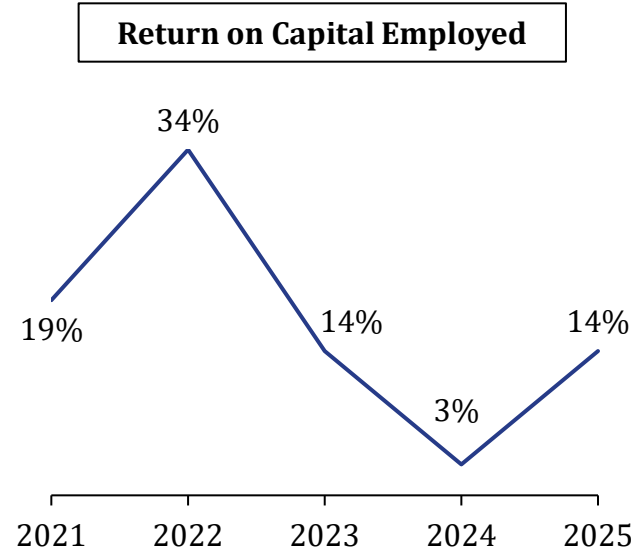




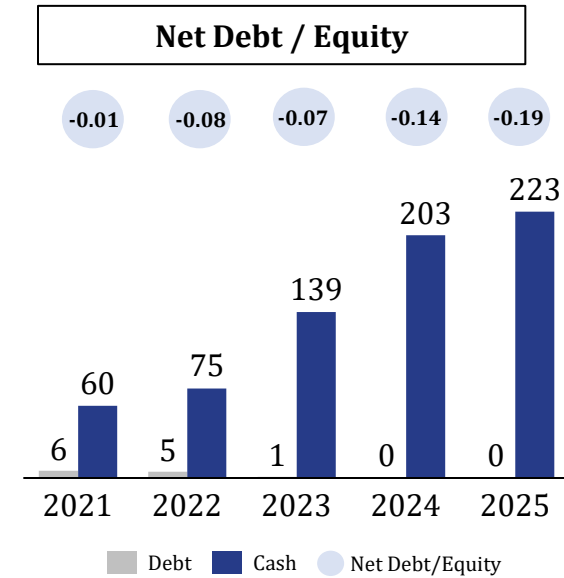
# Historical Performance



(Standalone)



\*Receivables includes GST component on domestic sales



Long-term debt free & Cash-rich company

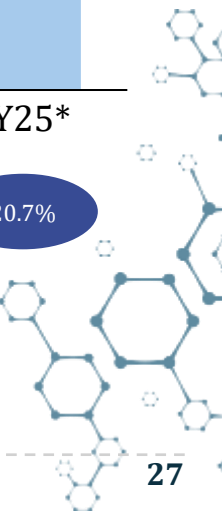
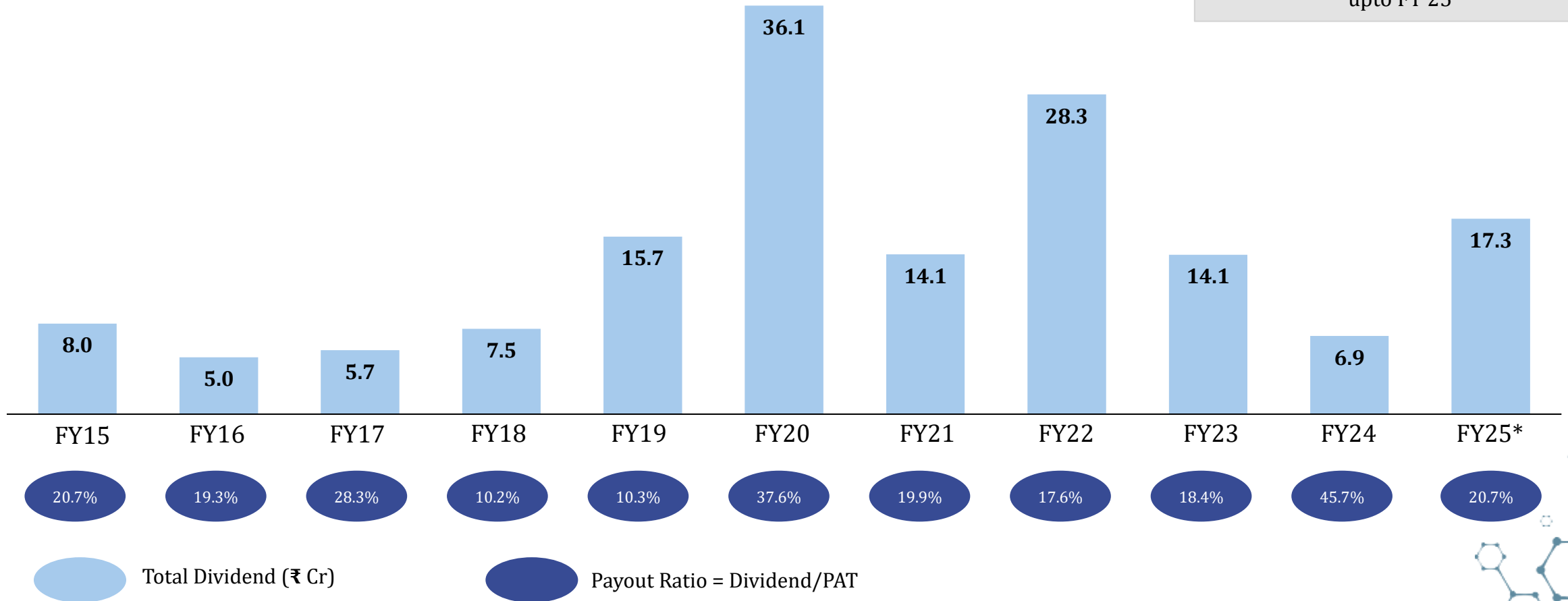




# Consistent shareholder returns



- **Rs 145.5 crores**  
Returned to shareholders in the form of dividend in the last 10 years upto FY24;
- **14% CAGR**  
Growth in market cap in last 10 years upto FY 25



(\* - subject to the approval of the shareholders at the Annual General Meeting)

## Annexure



# Executive Leadership Team



**Mr. Ashwin C. Shroff**

Executive Chairman

- He has been part of the Company since 1965 and his leadership continues to inspire the entire group to march ahead
- He has been richly recognized for his contributions to the growth of the Indian Chemical industry and received the ICC Lifetime achievement award in 2018
- He previously held the position of President for Indian Chemical Council and Chairman Environment Committee at Federation of Indian Chambers of Commerce & Industry (FICCI)



**Mr. Ravi A. Shroff**

Managing Director

- He is a third generation industrialist who is qualified as a Chemical Engineer with Masters in Chemistry
- His areas of strengths are Strategy, New business development, R&D and Finance
- He is currently the Managing Director of Excel Industries and also on Board of other companies
- He is well connected with Startup Ecosystems and actively participates in it



**Mr. Hrishit A. Shroff**

Executive Director

- He is a Chartered Accountant and an alumni of Harvard Business School having completed the Owner President Management program
- Has a prior business leadership experience in Agrochemicals as Executive Director of erstwhile Excel Crop Care Ltd.
- His areas of expertise are financial planning, people development and business strategy formulation.
- He is currently the Executive Director of Excel Industries Ltd and also on Board of other companies.



**Mr. Pradeep Ghattu**

President & Chief Operating Officer

- He is a graduate in Electronics with a post graduate degree (M.B.A.) in Management. He has more than three decades of Industry experience.
- He has been associated with Excel Industries since 2004 in various functions including Corporate Affairs (M.D.'s office), International and Domestic Sales, ERP Implementation, Product Group Management, Heading the delivery function as President and Chief Operating Officer (COO) and long term strategy formulation.

## Mr. Ninad D. Gupte

Mr. Ninad D. Gupte is a Bachelor of Science from Bombay University, PGDBM from XLRI-Jamshedpur and has Diploma in Tax Management. He has a vast experience of 49 years in Agri and Specialty Chemicals Industry. He is currently a Director in Sumitomo Chemical India Ltd and Excel Crop Care (Africa) Ltd.

## Mr. Vihang Virkar

Mr. Vihang Virkar holds a degree in Bachelor of Legal Studies (BLS) and a degree in Master of Laws (LLM). He has a vast experience of 22 years as corporate and commercial lawyer. He is the Lead Partner of the Mumbai Corporate practice of DMD Advocates .

## Mr. Rajesh Varma

Mr. Rajesh Varma holds a Bachelor of Commerce (B. Com) degree and is a Fellow Chartered Accountant (FCA). He has vast experience of 32 years with expertise in Corporate Governance and Enterprise Risk Management. Currently he is a Managing Partner of RVCO Consultants, LLP and Independent Director in Shilchar Technologies.

## Mr. Shekhar Khanolkar

Mr. Shekhar Khanolkar holds degree in B.E. (Petroleum and Petrochemical Engineering) M.N.S. (Marketing) and AMP from Harvard Business School. He has vast experience of 30 years in Leadership, People Management, Strategy, Operation & Projects. Currently he is an Independent Director and member of the audit committee with Aarti Industries Limited.

## Dr. Meena A. Galliara

Dr. Meena A. Galliara is currently a Director at Jasani Center for Social Entrepreneurship & Sustainability Management and Narsee Monjee Institute of Management Studies (NMIMS). She is alumna of Tata Institute of Social Sciences (TISS). She is a co-chairman of the CSR Committee and has been appointed as the special invitee to the Board of Bombay Chambers of Commerce and Industry.

## Mr. Dinesh Kumar Bhagat

Mr. Dinesh Bhagat is an Honors Graduate in the field of Finance/Commerce from the University of Delhi. He has served LIC in very prominent positions, which include the position of Zonal Manager Eastern Zone, Kolkata, Chief (Pension & Group Schemes), Central Office, Mumbai, Sr. Divisional Manager, and Marketing Manager of different divisions.

# Awards & Accolades (1/3)



**PC Ray award for Indigenous Technology**  
1965



**Jamnalal Bajaj fair business Practices Award**  
1992



**ENCON, Govt of India Award for Energy Efficiency**  
2004



**ICC Lifetime Achievement Award to Mr. Ashwin Shroff**  
2018



**JSW Earth Care Award to Excel's NGO ,VRTI for CSR Initiatives**  
2018



**ICC Product Stewardship Award**  
2019



**National Safety Council of India Award**  
2020



**ICC Award for Excellence in Management of Human Resources and Environment Management**  
2020



**FICCI : Joint Runner Up "Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals"**  
2021



# Awards & Accolades (2/3)



Shrestha Suraksha Puraskar in Chemical Manufacturing Sector for the year 2021 from National Safety Council of India



Certificate of Appreciation from National Safety Council of India



Certificate for Longest Accident Free period & Lowest Frequency Rate



Award of Excellence in Sub-Sector Agro-Chemicals



Our Chairman Shri. Ashwin C Shroff was nominated with the Lifetime Contribution (Individual) honouring his eminent contribution to the chemical industry



ICC Responsible Care "Pollution Prevention Code" 2021 & Category : I Management of Health and Safety 2021



ICC Excellence in Management of Environment 2019



Leading Company Contributing Towards Atmanirbhar Bharat in Chemicals 2021 from FICCI

## Awards & Accolades (3/3)



2022 : ICC Certificate of Merit. Category : Management of Health and Safety 2021



"Make in India Partnering Award" was presented to Excel during Rallis' Annual vendor meet



Received Bronze medal for sustainability from Ecovadis



FICCI Chemicals and Petrochemicals Awards 2022" Category "Sustainability : Excellence in Safety



Mr. Pradeep Ghattu, President and COO, has received PMFAI's "Leader of the Year" award for his exceptional leadership in the allied industry

## Company :



CIN: L24200MH1960PLC011807

Mr. Devendra Dosi, CFO

Chief Financial Officer

Email: [devendra.dosi@excelind.com](mailto:devendra.dosi@excelind.com)

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Meeting Request

Link



**Thank You**