

# Bhagiradha Chemicals & Industries Limited.

Unit No.1011A, Level 1, Sky One (Wing A), Prestige SkyTech, Financial District, Nanakramguda, Hyderabad - 500032, Telangana, INDIA.

Tel: +91-40-65440409 Fax: +91-40-23540444 E-Mail: info@bhagirad.com

Ref: BCIL/SE/2025/60

August 18, 2025

To, The Secretary, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001

To,
The Manager,
Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, G Block, Bandra-Kurla,
Complex, Bandra (East), Mumbai – 400 051

Scrip Code: 531719 Symbol: BHAGCHEM

**Sub: Investor Presentation** 

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith Investors Presentation on the Financial Highlights for the quarter ended June 30, 2025.

The copy of the same is also available on the website of the Company i.e. https://www.bhagirad.com

Kindly take the same on record and display on the website of your exchange

Thanks & Regards,

For Bhagiradha Chemicals and Industries Limited,

Sharanya. M Company Secretary & Compliance Officer M. No: ACS-63438

Factory: Yerajarla Road, Cheruvukommupalem - 523 272, Ongole Mandal, Prakasam Dist., A.P., Tel.: 08592-286677, +91-9247003114, Fax: 08592-231412 Website: www.bhagirad.com, CIN: L24219TG1993PLC015963





Rooted in Chemistry,

**Rising with Promise** 

**Bhagiradha Chemicals & Industries Limited** 

**Investor Presentation** 

**Q1FY26** 

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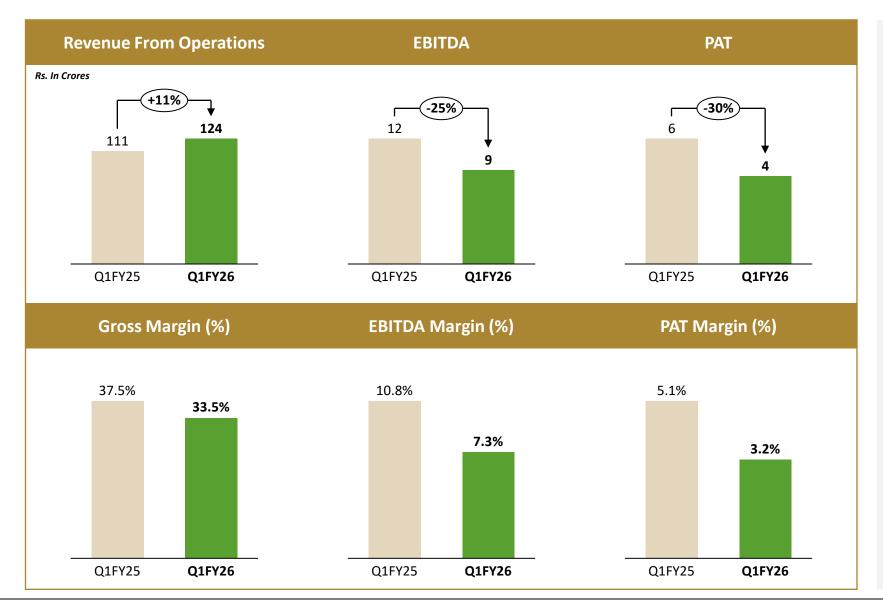


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# **Q1FY26 Results Highlights**

## YoY Q1FY26 Consolidated Financial Highlights





#### **Volumes:**

Double-digit growth, supported by improved demand.

#### **Price Realizations:**

Average price realizations for certain products remained subdued

#### **Revenue:**

 Up 11% YoY, led by improved volume growth but offset due to weaker realizations

#### **Gross Margins:**

 Impacted as raw material costs did not ease in proportion to the decline in end-product prices

#### **EBITDA:**

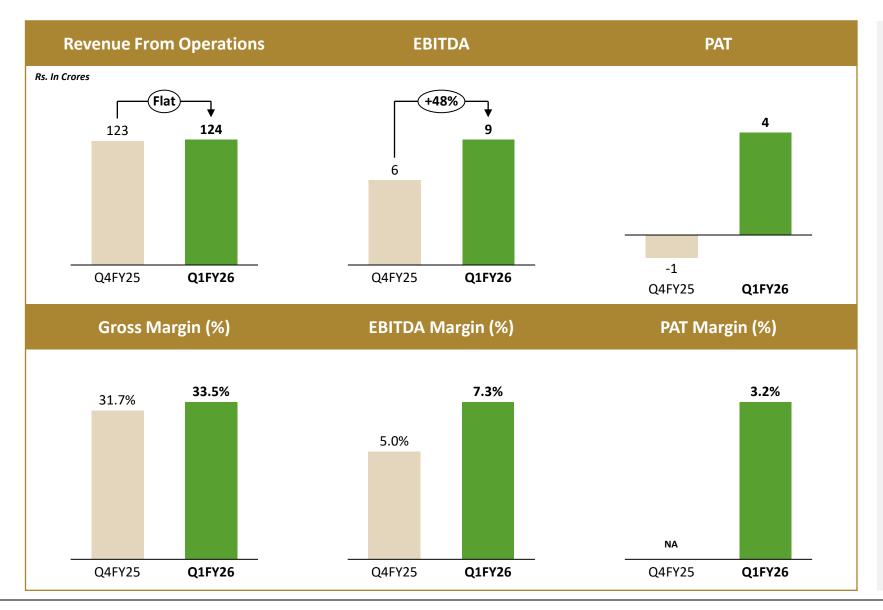
 Down 25% YoY, impacted by margin compression from weaker realizations

#### PAT:

 Down by 30% YoY, driven by pricing pressure and higher finance costs from increased working capital utilization

# QoQ Q1FY26 Consolidated Financial Highlights





#### **Volumes:**

Sequentially remained flat, with stable demand trend

#### **Price Realizations:**

 Prices have bottomed out; expected to trend upward going forward

#### Revenue:

• Remained flat, in line with volumes

#### **Gross Margins:**

Expanded, largely aided by subsiding raw material costs and a favourable product mix

#### **EBITDA:**

• Improved by 48% QoQ, supported by margin expansion and better operating efficiency

#### PAT:

 Turned positive from a loss in Q4FY25, driven by stronger operating performance despite elevated finance costs on account of increased working capital utilization

## Consolidated Profit & Loss Statement



Particulars (Rs. In Cr.)	Q1FY26	Q1FY25	YoY	Q4FY25	QoQ	FY25
Revenue From Operations	123.8	111.4	11%	122.6	1%	440.5
Cost of Raw Materials Consumed	82.3	69.6		83.7		278.1
Gross Profit	41.5	41.8	-1%	38.9	7%	162.3
Gross Profit Margin (%)	33.5%	37.5%		31.7%		36.9%
Employee Benefit Expenses	11.4	9.6		11.0		40.7
Other Expenses	21.1	20.2		21.8		84.7
EBITDA	9.0	12.0	-25%	6.1	48%	36.9
EBITDA Margin (%)	7.3%	10.8%		5.0%		8.4%
Depreciation & Amortization	3.9	3.2		3.6		13.9
EBIT	5.1	8.7		2.5		23.1
Interest Expense	3.3	1.3		1.6		7.1
Other Income	0.6	2.3		1.3		9.3
Exceptional Gain/Loss	0.0	0.0		0.0		0.0
Profit Before Tax	2.5	9.7		2.2		25.2
Tax Expense	-1.5	4.0		3.1		11.4
Profit After Tax	4.0	5.7	-30%	-0.9	-	13.9
Profit After Tax Margin (%)	3.2%	5.1%		NA		3.1%

### **Management Commentary**



### Commenting on the performance Mr. A. Arvind Kumar, Executive Director & CEO said:



"After a challenging FY25 marked by pricing pressures, we entered FY26 with a strong recovery in volumes. While pricing pressures persist, we believe they have now bottomed out, setting the stage for gradual improvement ahead.

Revenue from operations grew 11% year-over-year—driven by strong double-digit volume growth and a favourable product mix—and remained flat sequentially. Raw material prices moderated during the quarter, though not sufficiently to offset the pronounced decline in price realizations, weighing on gross margins. EBITDA declined 25% year-on-year but grew by 48% sequentially, while PAT was down 30% year-on-year yet turned positive compared to a loss in Q4 FY25, impacted by subdued pricing in key products. Higher working capital utilization also led to increased finance costs, further pressuring profitability. As volumes continue to improve, we expect operating leverage benefits to gradually flow through, supporting margin recovery in the coming quarters.

Our capex plan remains firmly on track, with Phase I expected to be operational by September 25, followed by a 12–18-month ramp-up. We expect the full benefits of this phase to reflect in our FY27 performance. This quarter, we further strengthened our portfolio with Pinoxaden, in the herbicide segment, which will supporting long-term growth.

Despite global headwinds and pricing pressures, early signs of demand recovery are evident with volume rebound. With pricing likely having bottomed out, we expect gradual improvement through FY26. We remain focused on our strategic roadmap—driving innovation, advancing backward integration, expanding capacity, and strengthening R&D. Confident in our long-term prospects, we are committed to delivering sustained value to our stakeholders."

### Key Business Update



### Q1FY26 Key Highlights

- We are witnessing a strong recovery in volumes since H2FY25, driven by rising demand and expanding market reach
- In Q1FY26, robust double digit volume growth continued, Despite the volume recovery, pricing pressure persists, although it appears to have bottomed out
- During the quarter we launched a new product in herbicide segment

### **Capex Update**

- Total expansion plan of ~Rs. 800 crore, including a ~Rs. 70 crore for solar project
- For Phase 1, against an estimated capital investment of ~Rs. 385 crore plus applicable GST, ~Rs. 387.50 crore has been spent as of June 2025; structured ramp-up over the next 12–18 months
  - Aiming 5 to 8 new & existing molecules,
     with higher gross material margin
- Phase 2 yet to operationalise; expected to commence by H1FY27, with an estimated capital investment of ~Rs. 350 crore





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# **Company Overview**

### Bhagiradha at a Glance



### **30+ years Establishment**

Established in 1993 by visionary entrepreneur, late Sri. S. Koteswara Rao who was well recognised scientist in South India

- Backward integration to basic chemicals and faster adaptation to new chemistries is the core strength applied across multiple products
- Long-standing relationship of 10+ years with top customers in domestic and international markets

BCIL is well-established, trusted & respected name in the Agrochemical space

whose DNA is to Deliver Quality products on consistent basis

#### **Product Portfolio**

### **Established Capacity of 32**

Active Ingredients, Intermediates & Formulations

#### **Manufacturing Facilities**

2 manufacturing facilities at Andhra Pradesh (existing) & Karnataka (upcoming)

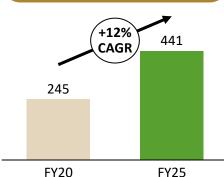
Capacity at existing facility is 3,250 MT

Capacity of upcoming facility is 9,002 MT

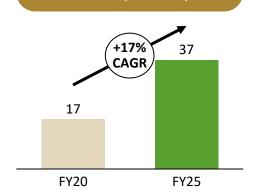
#### **Robust R&D infrastructure**

One of the few R&D focused active ingredient players in India - Tactically curated product basket comprising 'Exclusive' and 'Complex' products

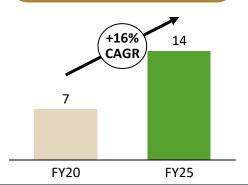
### Revenue (Rs. In Cr.)



#### EBITDA (Rs. In Cr.)



#### PAT (Rs. In Cr.)



### Transformational Journey so far



#### **BCIL 1.0**

FY04 Revenue: 52 crores FY11 Revenue: 60 crores FY19 Revenue: 384 crores FY25 Revenue: 441 crores

#### 1993 - 2004

- 1993: Founded by Sri Koteswara Rao, a well-recognized scientist in South India.
- 1995: Set-up manufacturing plant and launched Chlorpyriphos as Flagship product.
- 1996: Launched IPO and listed on BSE
- 1998: Ventured into international regulated markets including EU, Australia, Peru and Costa Rica.
- **2002:** Founder's son, S. Chandrasekhar, joined the business.
- 2004: Set-up 2<sup>nd</sup> manufacturing block and also launched a dedicated in-house R&D facility.
- 2004: Launched herbicide Triclopyr for exports to Australia and insecticide Imidacloprid in domestic market.

#### 2005 - 2011

- 2005: Started contract manufacturing for US based MNC.
- 2008: Set up Block 3, enhancing capacity to 3,250 MT for manufacturing new molecules.
- 2009: Commercialized Herbicide products Clodinafop Propargyl and Cloquintocet Mexy.
- **2010**: Launched insecticide Thiamethoxam.
- 2011: Launched Azoxystrobin at N-1.

#### 2012 - 2019

- 2012: Backward integration of Azoxystrobin to N-5 level.
- 2012: Ventured into regulated markets of Brazil and EU.
- 2014-16: Launched 3 new intermediates for contract manufacturing business for India and US market.
- 2017: Expanded export markets by adding big ticket customers in regulated markets like US.

#### 2020 - 2025

- 2020: Backward integration of Azoxystrobin to N-7, highest among the Indian peers.
- 2021: Evolved a large molecule -Fipronil at high backward integration level.
- 2023: Turnover crossed Rs. 500 crores.
- 2024: Commencement of operations of wholly owned subsidiary Bheema Fine Chemicals.
- 2025: Introduced new product Trifloxystrobin.

#### **BCIL 2.0**

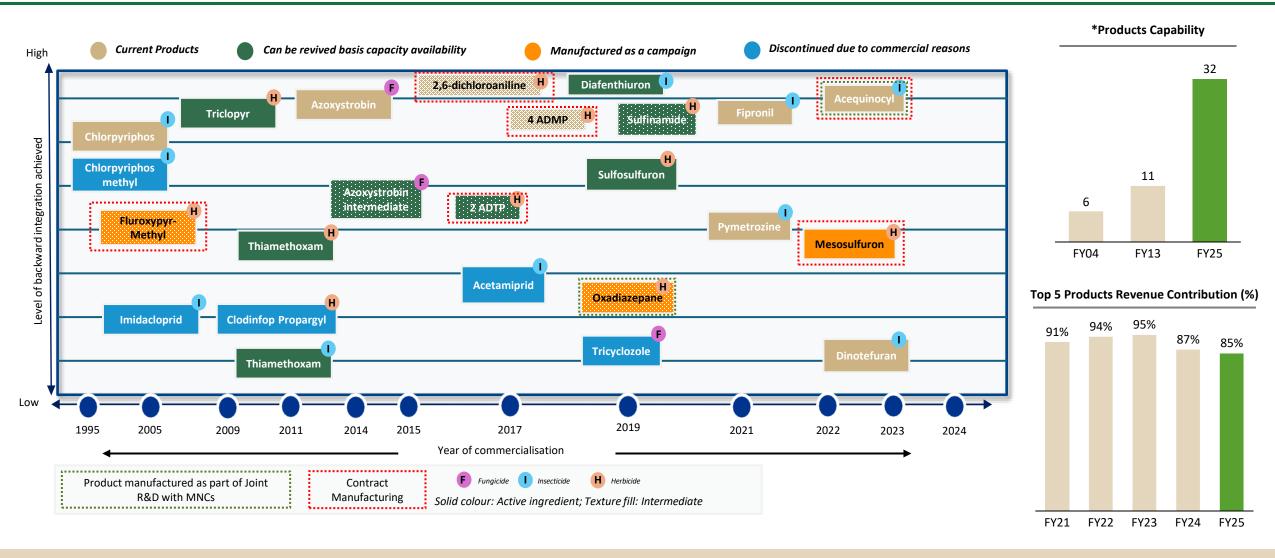
#### **Growth Phase**



- ✓ Commencement of operations of wholly owned subsidiary Bheema Fine Chemicals.
- ✓ Greenfield expansion with incremental capacity of 9,002 MTPA.
- ✓ New Products/molecule introduction.
- ✓ Further backward integration.
- ✓ Revenue Target of ~5x in next 6 to 7 years with operating efficiency and better margin profile.

# With Product Launches at Regular Intervals



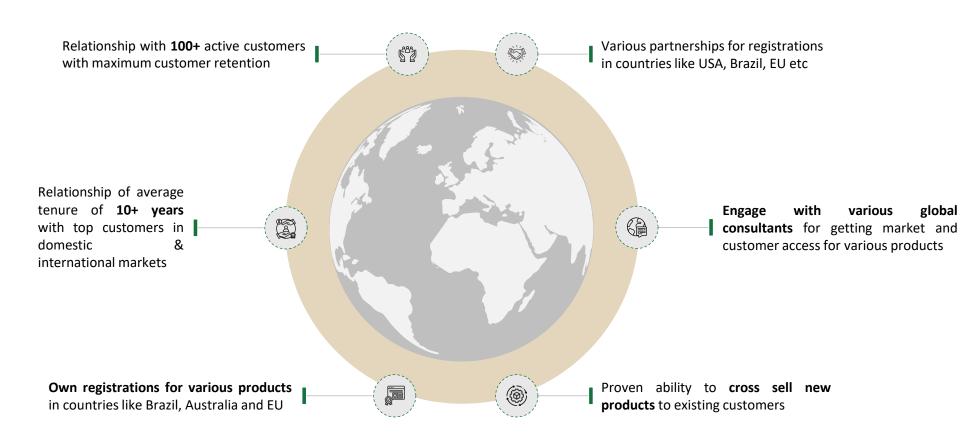


<sup>\*</sup>Over the years successfully launched 30+ Active Ingredients, Intermediates & Formulations at regular intervals, through strong in-house R&D, reflecting the innovative mindset of the leadership and R&D team

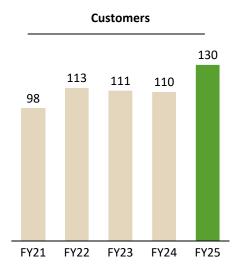
### and Established Customer Base



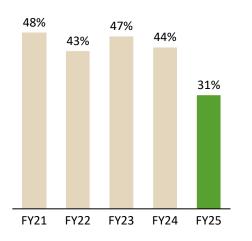
### No single customer contributes more than 20% of the sales



Relationship with almost all the Top Agrochemical companies in India having B2C presence Tier II & Tier III customers in Export market, with 100+ domestic & 25+ multinational customers



### **Top 5 Customer Revenue Contribution (%)**

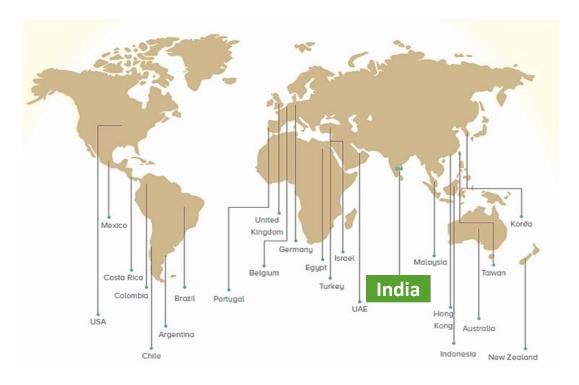


### Along with Strong Market Presence



#### Presence in 20+ countries - Serving the farming communities worldwide

Manufacturing Plants in Andhra Pradesh & Karnataka (India)



>80% of exports sales in regulated markets

#### **Andhra Pradesh**

(Existing Plant)

- No. of production blocks: 3 production blocks with 4 process lines
- Capacity: 3,250 MT / p. a.
- Capacity Utilization: ~80%
- No. of products manufactured in year: 7 - 10

### Karnataka (New Plant)

 No. of production blocks: 2 production blocks with 5 process lines (proposed)

- Capacity: 9,002 MT / p. a.
- No. of products manufactured in year: 10 14



Production blocks are equipped to manufacture multiple products as per business requirement

- **Quality infrastructure:** Well, laid out infrastructure with assured water supply by KIADB, with no dependency on outside water supply
- Access to work force: Proximity to key towns, help in sourcing skilled manpower
- Cost savings on waste disposal: Availability of TSDF inside industrial area, leading to reduced transport cost related to waste disposal
- · Zero liquid discharge effluent treatment facility





Rooted in Chemistry, Rising with Promise **Bhagiradha's Competitive Edge** 

### R&D serves as a growth engine, backed by strong infrastructure



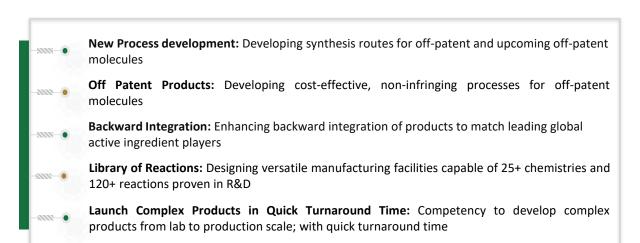
#### Well-established R&D centre -

Approved by Department of Scientific and Industrial Research & Ministry of Technology and Science, Government of India

8 Synthesis labs with 60+ Chemists

R&D center,
Pilot and semi
commercial plant

- Establishing an R&D lab for new product development, a pilot plant for sample production, and semi-commercial plant to support early-stage commercialization.
- Pursuing joint R&D initiatives with leading multinational partners from Japan, the US, and Israel





R&D Facility – Synthesis, Kilolab & Process Safety Lab

- Process development for new products and optimization studies for existing products
- Generation of product samples and impurities to support registration process
- Process safety studies



**Pilot Plant** 

- Scaling of process up to 25 kg per batch
- Generation of product samples to support registration process
- Scale-up studies for technology transfer to semi-commercial / commercial plant

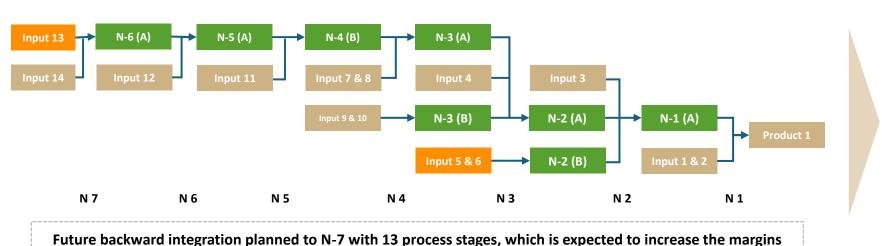


Semi - Commercial Plant

- Batch reactors, autoclave, condensers, etc. that can produce up to 250 kg/batch
- Support customer campaigns and enabling customer feedback to support future commercial scale campaigns

## Creating Entry Barrier: Backward Integration

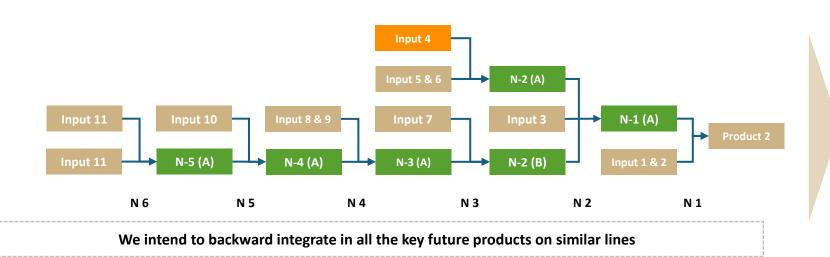




Backward integration to increase to N-9 level with 16 process stages by FY 26, thus increasing margin

~4% Global Market share **~14%**Domestic Market share

Imports ~60%



Launched the product with high level of backward integration right from the start, commanding a high margin.

Allowed to operate at competitive pricing and capture the market

**~6%** Global Market share **~27%**Domestic Market share

Imports ~23%

### Environmentally Responsible & Validated by Customers & External Agencies



#### **Effluent Treatment Plant**

- Zero Liquid Discharge (ZLD) ETP which recycles water for reuse.
   ~30% of daily water requirement is catered through recycling
- Organic waste generated is sent to authorized cement plant for co-incineration while Inorganic solid waste is disposed to APPCB\* approved secured landfill
- Biological sewage treatment plant has been set up for treatment of domestic wastewater

### Pollution Control Measures

- Multi-stage scrubbers installed to control gaseous emission
- Mechanical dust collector, bag filter and stack of adequate height provided for boilers to control suspended particulate matter (SPM)
- Online Continuous Monitoring Systems (OCMS) installed as per the CPCB and APPCB guidelines

#### **Electro Oxidation Plant**

- Effluent treatment process based on electro-oxidation technology implemented for first time in an agrochemical facility
- Highly effective process for treatment of Chemical Oxygen Demand (COD) in waste waters which improve the quality of recycle water

#### **Fire Safety Measures**

- Nitrogen breathing systems installed for all bulk storage tanks (flammable solvents) and process equipment to ensure inert atmosphere (fire safety)
- Continuous earth monitoring systems installed to ensure the earth bonding to ensure no static charge accumulation
- Fire hydrant systems implemented as per Tariff Advisory Committee guidelines

#### **Greenery Around Plant**



#### **ETP**



#### **Green Belt**



# Audit by Reputed External Agencies



- Ground water quality assessment (2020, 2022, 2024)
- Odor Assessment Report (2022)



 Off-site emergency plan (2021)



• Safety audit (2019)



 Risk assessment and disaster management planning

## Social Responsibility and Workplace Safety



Our CSR initiatives focus on education, healthcare, and skill development, with this year's funds directed towards reconstructing and repairing a building for future use in skill development and training

# Promoting Education, Healthcare & Skill Development









### **Training & Workplace Safety**











# Rooted in Chemistry, Rising with Promise

# BCIL 2.0 Growth Investment

### Investment in Subsidiary



Bhagiradha Chemicals & Industries Limited (BCIL)

Bheema Fine Chemicals Private Limited (100% subsidiary)



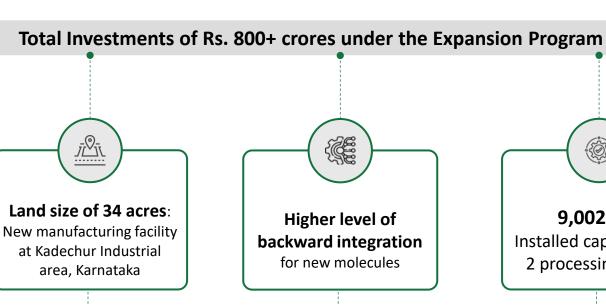
Incorporated in July 2020 in Karnataka



Commenced commercial production on 27<sup>th</sup>
March 2024



Tax rate (@ 17.16%) for newly established manufacturing units



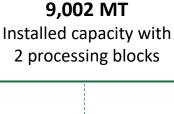


Automated Operation through implementation of Distributed Control Systems



Zero Liquid Discharge ETP with complete water

recycling

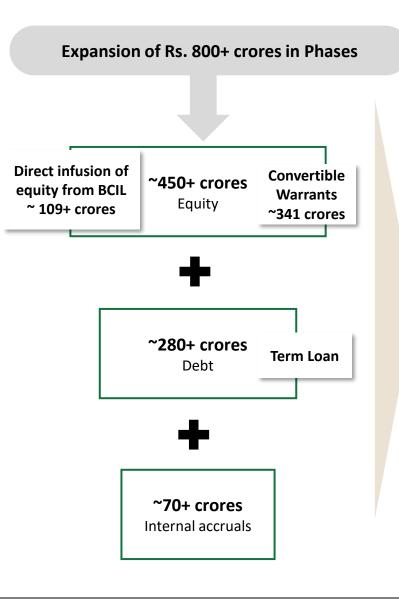


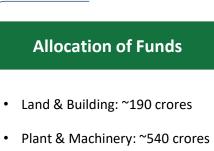


**Solar Power Plant** for saving in power cost

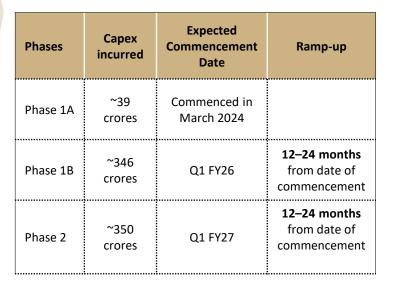
### will have Exponential Growth

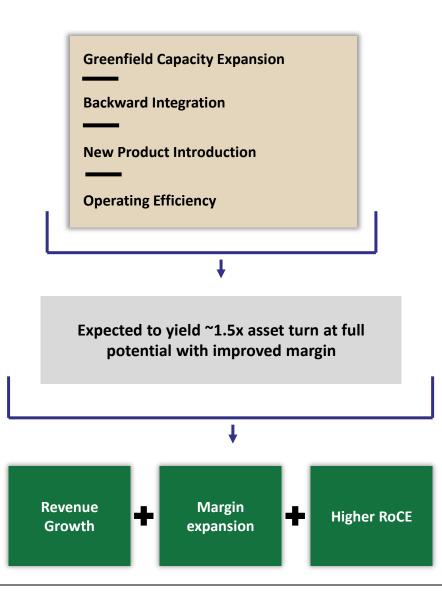






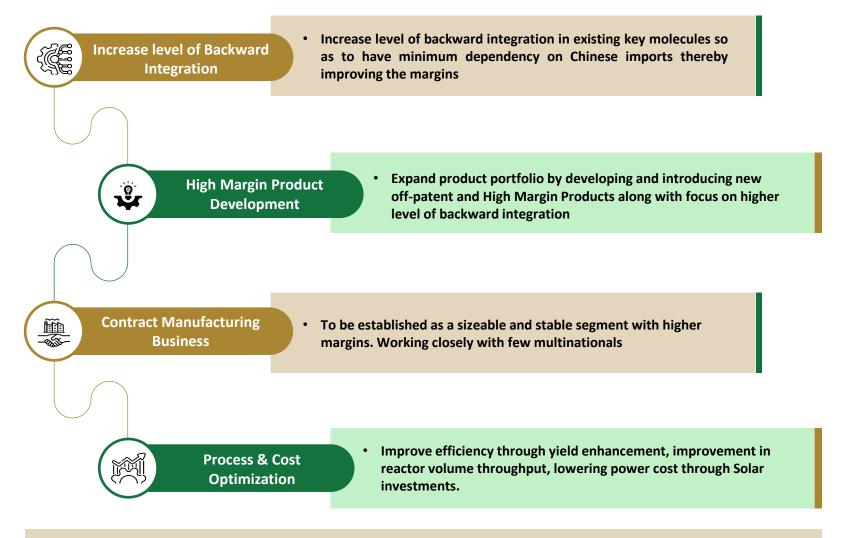
• Solar Project: ~70 crores





### and Growth Strategies





Revenue Target of ~5x in next 6 to 7 years with operating efficiency and better margin profile

- ✓ Leveraging existing relationships to capture markets & adding new customers through competitiveness pricing & ability to offer high quality products
- ✓ Launching new products which are globally top selling molecules in their respective categories with significant level of backward integration.
- ✓ New products expected to have higher margins because of the limited competition, first mover advantage & high level of backward integration
- ✓ Partnering with innovators on exclusive basis by leveraging our product development capabilities
- ✓ Ability to decode complex chemistries and develop non-infringing processes within a reasonable turnaround time.
- ✓ Preferred partner in regulated markets by virtue of its intellectual property rights in respect of certain processes





Thank You!

#### **Company:**

#### **Investor Relations Advisors:**



SGA Strategic Growth Advisors

CIN: L24219TG1993PLC015963

CIN: U74140MH2010PTC204285

Mrs. Sharanya. M - Company Secretary & Compliance Officer

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# Rooted in Chemistry, Rising with Promise

### **Annexure**

## Founded by Well-recognised Scientist





Late Singavarapu Koteswara Rao

**Scientist Founder** 

- Late Sri Koteswara Rao was one of the well-recognized scientists in South India. His years of hard work, research and innovative mindset have spurred the growth and success of BCIL.
- He held a postgraduate degree in Chemical Engineering from IIT Madras.
- He started his career working in research related roles at global reputed institutes. He joined University of Stuttgart, Germany as a research fellow, after which he played a key role as production engineer at Chemische WorkeHuels AG for 6 years.
- After a successful stint in Germany, Mr. Rao returned to India and joined as a Senior Scientist at Indian Institute of Chemical Technology, Hyderabad.
- In 1988, he co-promoted Vantech Industry Limited to set up a Monocrotophos plant.
- He founded BCIL in 1993 along with his former colleague. He steered the company to success as its Managing Director.
- Under his leadership, BCIL became an internationally respected agrochemical player in a short period of time.

### Have Strong Leadership Team





S. Chandra Sekhar Promoter & Managing Director

- Sri. S. Chandra Sekhar is a Chemical Engineer holding a B. Tech degree with distinction from Osmania University and Master's Degree in Chemical Engineering from University of Illinois.
- He has over two decades of experience in speciality chemicals synthesis and chemical plants design.
- He also has strong expertise in governance, compliance and technology.



A. Arvind Kumar
Executive Director & CEO

- Sri. A. Arvind Kumar holds a Master's degree in Chemical Engineering from IIT, Madras.
- He was earlier the COO of BCIL. Prior to that, he was the Executive Director of JC Biotech, another group company, and was involved in the design and commissioning of its fermentation plant.
- He has about 15 years of experience in agrochemical and pharmaceutical manufacturing.



B. Krishna Mohan Rao
Chief Financial Officer

- Graduate in Arts and Associate of the Indian Institute of Banking & Finance.
- 35+ years of experience Corporate finance function, Commercial and SME banking.
- Responsible for the financial operations of the Company, and legal & regulatory compliances.



Dr. Venkatesan Subbusamy

Vice President - Regulatory Affairs & Registration

- Holds a PhD degree in Entomology from the University of Madras.
- Associated with BCIL since 2022.
- Prior to joining BCIL, Dr Subbusamy held senior positions in UPL, NACL and ZIBO NAB Agrochemicals, China.
- Responsible for product registration in India and overseas geographies.



Sharanya M.

**Company Secretary & Compliance Officer** 

- Qualified Company Secretary, Member of the Institute of Company Secretaries of India (ICSI) and a Law Graduate.
- With over 5+ years of experience in Secretarial, Legal, Regulatory Compliances and Corporate laws.
- Responsible for ensuring compliance with Secretarial, Statutory and legal requirements while promoting corporate governance practices.

### **Experienced Board Members**





Kishor Shah
Non-Executive Chairman

- He is a Fellow Member of the Institute of Chartered Accountants of India.
- Over 30 years of experience in senior positions in finance and accounts.
- He served as the CFO and also Board member of Balrampur Chini Mills.
- His areas of expertise include accounting, financial and treasury management, project finance, compliance, etc.



**GSV Krishna Rao** Non-Executive Director

- An Independent and Non-Executive Director on the Board of BCIL since November 2018.
- He is a graduate in commerce and a Fellow Member of the Indian Institute of Banking & Finance.
- He has over three decades of experience in industrial and corporate banking.



Dr. G. Aruna
Non-Executive Women Director

- She is B. Tech in Chemical Engineering from Osmania University and MS in Chemical Engineering from Indian Institute of Science.
- She also completed her PhD in Chem. Engineering from the Indian Institute of Science.
- She has over 21 years of consultancy experience (post-PhD) in process design of refinery units, upstream petrochemical industries, etc.

### Non-Independent Directors



S. Chandra Sekhar
Managing Director

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L. S. Singavarapu Non-Executive Director

- Smt. Lalitha Sree Singavarapu has been a Promoter Director since 2015.
- She holds a Post Graduate Degree in commerce and hails from a business family.



Suresh K. Somani Non-executive Director

- Sri. Suresh Kumar Somani is the Founder and Joint Managing Director of Ratnabali Group.
- He is an entrepreneur, investor and philanthropist with a substantial experience of over 40 years in the equity markets.
- He is a commerce graduate from St Xavier's college, Kolkata.

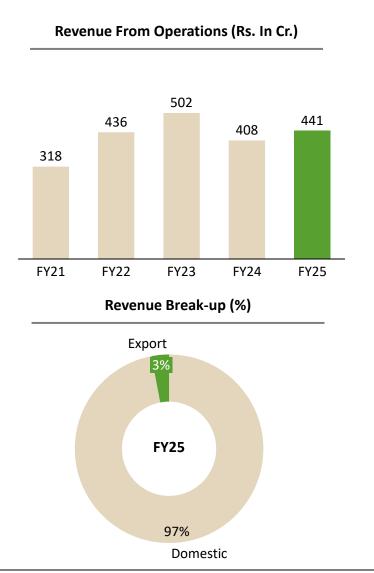


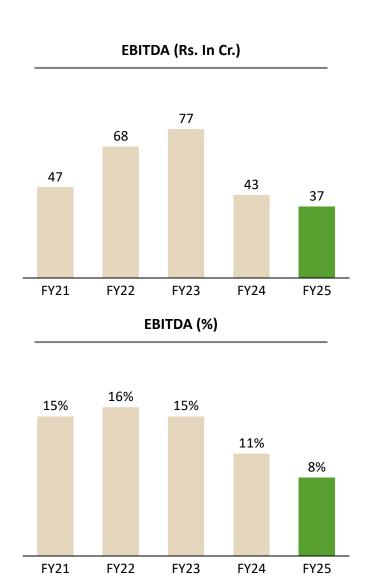


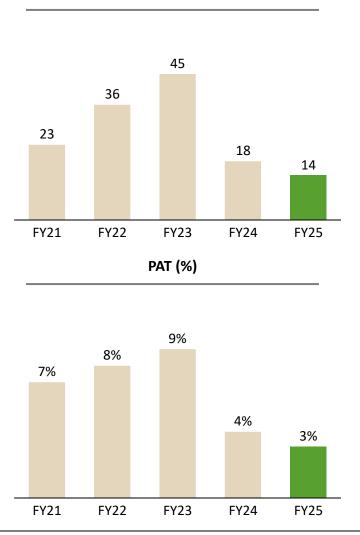
## **Historical Performance**

## Financial Snapshot





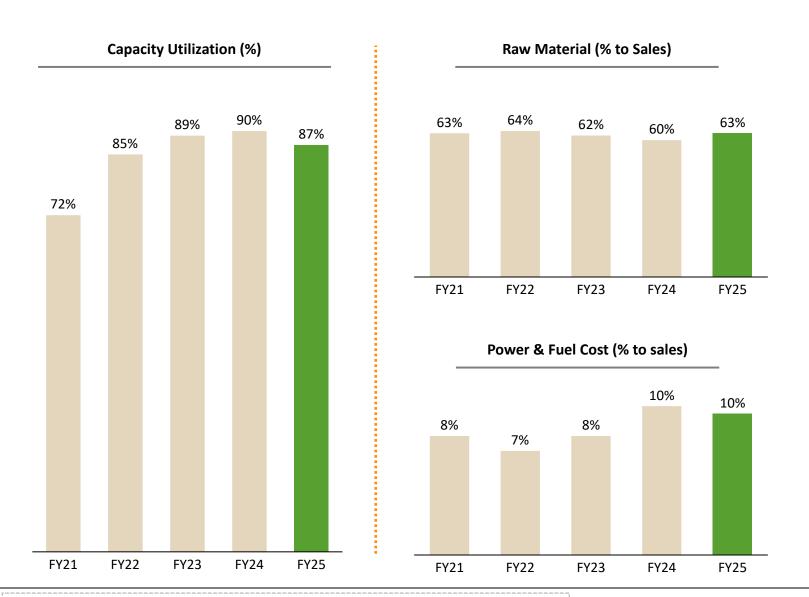


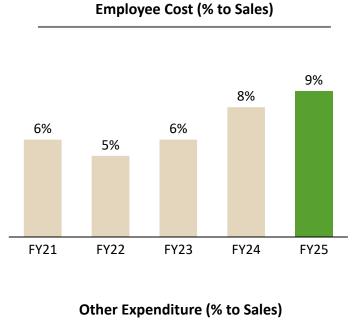


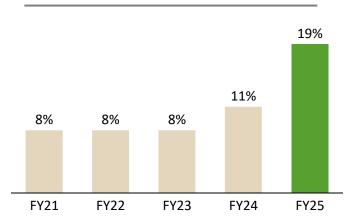
Profit After Tax (Rs. In Cr.)

# **Expense Snapshot**



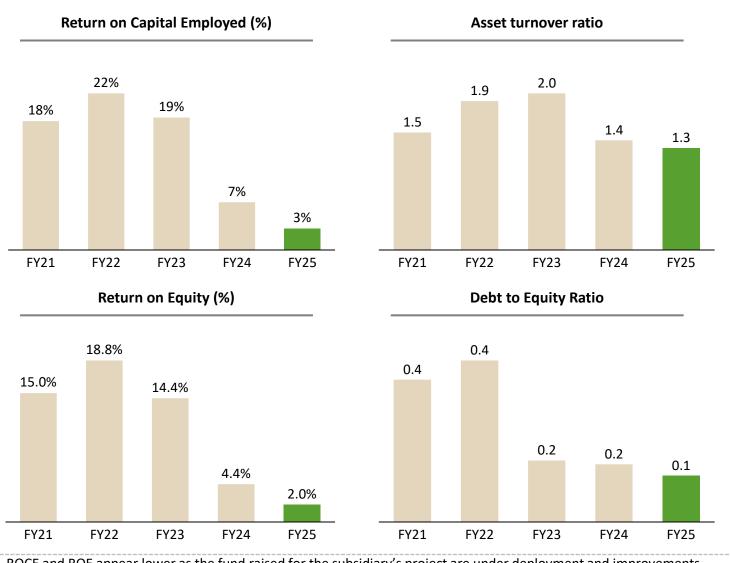


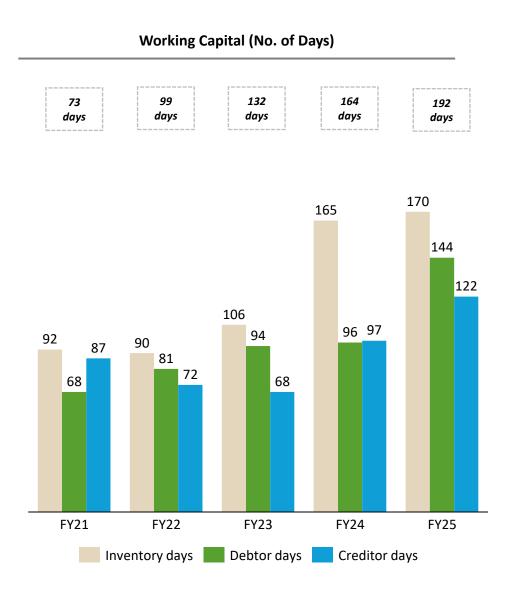




## **Key Ratios**







ROCE and ROE appear lower as the fund raised for the subsidiary's project are under deployment and improvements shall be reflected upon achieving full scale operations

### Corporate Action Update – Convertible warrants issued on preferential basis



#### Warrants issued in November 2023

Particulars		Remarks
No. of shares Issued & Allotted	25,61,425	Equity shares of Rs. 10/- each
Price	Rs. 1,332/-	Incl. premium of Rs. 1,322/- per share warrant
Total	Rs. 340 crores	-
Upfront Payment	25%	Equity warrants amounting to Rs. 85.30 Crores

#### **Subdivision of Shares: May 2024:**

The existing equity shares of the Company of face value of Rs. 10/-have undergone sub-division/split into 10 equity shares of face value of Re. 1/- each fully paid up.

#### **Conversion of Loans to Equity**

On May 13.05.25, outstanding amount of Rs.367.52 Cr lent to the subsidiary has been converted as equity in the subsidiary.

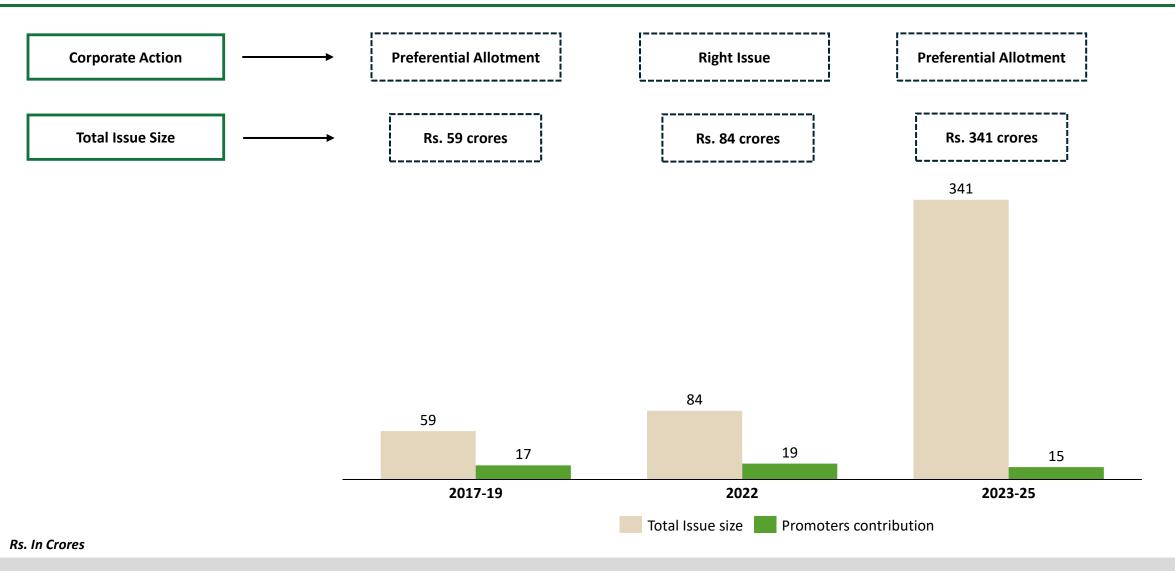
	Pre-conversion of securities				Post-conversion of securities		
Particulars (May-24)	Total no. shares held	Shareholding as a % of total no. of shares	No. of Shares Underlying- Outstanding convertible securities (including Warrants)	%	No. of Shares (assuming full conversion of convertible securities)	Shareholding as a % assuming full conversion of convertible securities	
Promoter & Promoter Group	2,44,73,640	23.52%	11,26,100	4.4%	2,55,99,740	19.74%	
Public	7,95,81,190	76.48%	2,44,88,150	95.6%	1,04,06,9340	80.26%	
Total	10,40,54,830	100%	2,56,14,250	100.0%	12,96,69,080	100.00%	

### **Warrants Fully Subscribed**

Proceeds will be channeled into investments for growth purpose in the subsidiary company – Bheema Fine Chemicals Private Limited

# Capital Raise History





Cumulative promoters' participation is to the tune of Rs. 51 crores into company