

**LAXMI ORGANIC INDUSTRIES LTD**

Chandermukhi, Third Floor, Nariman Point, Mumbai 400021, India

T +91 22 49104444 **E** info@laxmi.com **W** www.laxmi.com

July 28, 2025

BSE Limited

Corporate Relationship Department,
1st Floor, New Trading Ring,
Rotunda Building, P. J. Towers,
Dalal Street, Fort,
Mumbai – 400 001
Scrip Code: 543277

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Bandra (E),
Mumbai – 400 051
Trading Symbol: LXCHEM

Dear Sir / Madam,

Sub: Presentation for Analyst / Institutional Investors' meeting for the quarter ended June 30, 2025

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company had informed that it will hold Investor & Analyst Meet to discuss performance for the quarter ended June 30, 2025, on Tuesday, July 29, 2025, at 14:00 hours (IST).

In this regard, please see enclosed investors presentation for the aforementioned meet.

We request you to take this intimation on record.

For **Laxmi Organic Industries Limited**

Aniket Hirpara

Company Secretary and Compliance Officer

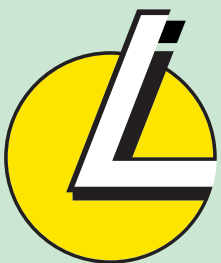
Encl.: A/a



Geared to Win; Geared for Growth

Investor Presentation – Q1 FY26

July 2025



www.laxmi.com



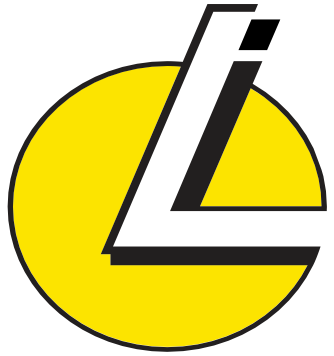
Disclaimer

*This presentation and the accompanying slides (the “Presentation”), have been prepared by **Laxmi Organic Industries Limited** (the “Company”) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The Company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. The Company does not make any promise to update/provide such presentation along with results to be declared in the coming quarters and years.





Company Overview



Laxmi Organic Industries Ltd. – A Leading Indian Chemical Company



INR 29.85 bn

Revenue (FY25)

4

Manufacturing Sites

50+

Products

750+

Active Customers

55+

Countries Served

~25%

Green Power



Diversified Business Catering to Varied Industries

End User Industries

Essentials



Pharmaceuticals



Agrochemicals



Inks & Paints



Coatings



Printings



Packaging



Adhesives



Fragrance & Flavour

Specialties



Pharmaceuticals



Agrochemicals



Dyes & Pigments



Personal Care



Paints & Coating



Flame Redundant



Electronics



Thermal Fluids

Market Position

- Top supplier of Ethyl Acetate in India
- Amongst **top 3 players** globally (ex. China)
- Making headway in domestic n-butyl acetate market

- Top supplier in India
- Amongst **top 5 players** globally in Diketene Market
- Only Supplier for Electro Chemical Fluorination products in India

Strategic Pillar

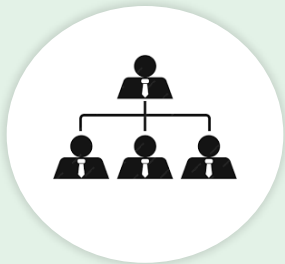
- Lean and Reliable Supplier
- Economy of Scale
- **Cost Leadership**

- **Technology leadership** (World class Tech Platform)
- Focused R&D and **Process development**
- Ability to quick scaling of commercial production



Geared to Win

Leadership



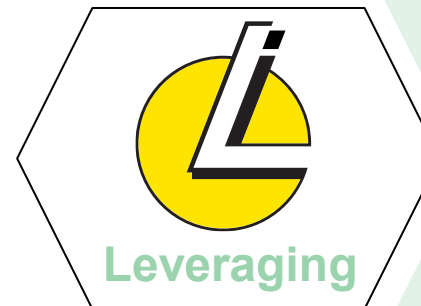
- 1 Cost and Technology leadership
- 2 Market leadership – **top 3 in Essentials** (ex-China) and **top 5 in Specialties** globally
- 3 Partner of choice for customers

Ambitions



- 1 Use technology & cost leadership to grow and diversify the product portfolio
- 2 Top 5 in all our segments globally
- 3 Continue to have 20% of revenue from New Products

Demonstrated capability of absorbing and scaling best in class technologies



Sufficient financial muscle to invest

Large Brownfield Sites open for CAPEX

Credible Board & Experienced Management

Integrated EHS Program



Track Record of technology absorption and in-house R&D capabilities

CLARIANT

2010

- Acquisition of Ketene/Diketene business
- Acquired know-how of some derivatives for pigments

- Addition of >40 New Derivatives for multiple industries including agro and pharma and CASE to the Specialties Platform acquired from Clariant

**yellowstone
chemicals**

2021

- Addition of capacity for Essentials
- With this acquisition, LOIL became the largest manufacturer of ethyl acetate in India

- Developed multiple different chemistry platforms on commercial scale

MITENI

2019

- Foray into fluorospecialties with acquisition of Miteni (Mitsubishi + ENI)
- Commercial production of existing product line commenced in FY25 at Lote plant

- Leading position in domestic Specialties market & leader in several products globally

Strategically located Manufacturing Sites



Mahad (2 Sites)

- Land parcel: 45 acres
- Land Occupancy: 90%
- Product Mix:
 - Essentials – 60%
 - Specialties – 40%

Dahej*

- Land parcel: 116 acres
- Land Occupancy: <20% (phase I)
- Product Mix (proposed)#:
 - Specialties – 60%
 - Essentials – 40%

Lote*

- Land parcel: 30 acres
- Land Occupancy: 60%
- Product Mix#:
 - Specialties – 80%
 - Essentials – 20%

Scalable Brownfield Sites



All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

*including upcoming manufacturing facilities at Lote & Dahej
#Spilt of Capex Spend

Network and Alliances



Ravi Goenka
Executive Chairman

Bachelor's degree in Chemical Engineering from Bangalore University and has been a part of the Company since its inception in 1989.



Dr Rajan Venkatesh
Managing Director & Chief Executive Officer

Masters in Chemistry, M. Phil. in Polymer Science, and Ph.D. in Polymer Chemistry. 19 years at BASF, culminating as Senior VP, Care Chemicals APAC.



Harshvardhan Goenka
Executive Director – Strategy & Business Development

B.Sc. from Babson College, School of Business in Boston, USA, and 11 years of experience in the chemicals industry.



Rajeev Goenka
Non-Executive Director

Masters' degree in Business Administration from Lehigh University, Pennsylvania. Over 27 years of experience in the chemicals industry.



Manish Chokhani
Non-Executive Director

MBA, associate of ICAI, fellow of AIMA. Previously associated with Enam Securities, Axis Capital, TPG Growth India. Served as member of SEBI's Alternative Investment Policy Committee.



Vijay Ratnaparkhe
Independent Director

Msc degree in Chemical Engineering from the IIT, Bombay. 36 years of experience in managing large-scale operations, leading IT transformations. Previous associations include Bosch, Infosys Tech, TCS, and L&T.



Sangeeta Singh
Independent Director

BA from Wilson College, University of Bombay. ~37 years of experience in human resources management and operations. Previously associated with KPMG.



Dr Rajeev Vaidya
Independent Director

B.Tech (CE) from IIT, Mumbai, & a doctorate degree from The University of Southern Mississippi. 32 years of experience in chemicals industry & 7 years in investment advisory services.



Dr Rajiv Banavali
Independent Director

Bsc. and Msc. degree in Chemistry, Doctorate degree in Organic Chemistry. 36 years of experience in the chemicals industry, including 21 years leading innovative research organizations.



Arun Todarwal
Independent Director

Practicing CA with 40+ years of experience. Handled assignments including Mgmt. Consulting, Audits, Due diligence, Taxation matters, etc. in India, Dubai and other 25+ countries.



Strong Management Team



Harshvardhan Goenka

Executive Director

B.Sc. (Babson College, School of Business, Boston, USA)
11 years of experience (Laxmi Organic)



Mahadeo Karnik

Chief Financial Officer (CFO)

Rank-holder Chartered Accountant
28+ years of experience in finance, capital markets, corporate tax, and M&A (Abbott Healthcare, Roche Diagnostics)



Prateek Singh

Chief Human Resources Officer (CHRO)

B.Tech (Mechanical Engineering) | MBA (IMT Ghaziabad)
18+ years of experience in HR leadership (Marico & GSK Consumer Healthcare)



Uday Vaishampayan

Executive Vice President (Corporate EHS)

Certified EHS professional
36+ years of experience in chemical sector & industrial safety (SABIC Petrochemicals, Supreme Petrochemicals)



Jitendra Agarwal

President (Essentials)

Chartered Accountant
29+ years of experience in finance & accounts, global procurement & supply chain, sales & marketing operations (Huhtamaki India Limited)



Virag Shah

President (Specialties)

M.Sc. in Applied Chemistry | MBA
20+ years of experience in marketing, sales, and business development across the chemical and pharma sector (ZCL Chemicals, Lupin, Rabamin Laboratories)



Dr. Rajan Venkatesh
Managing Director & CEO

Ph.D.(Polymer Chemistry)
M.Phil. (Polymer Science)
M.Sc. (Chemistry)

19 years at BASF, Global Experience



Dr. Milind Vaidya

Executive Vice President (R&D and Specialties Marketing)

Doctorate in Science (ICT, Mumbai)
25+ years of experience in R&D, business development, and strategy across speciality chemicals, lubricants, and polymers (Atotech GmbH, ICI India Research and Technology Centre)

Prashant Patil

President (Manufacturing)

PG Diploma in Materials Management – Welingkar Institute
31 years of experience in manufacturing, projects, and process engineering consultancy (Deepak Fertiliser, Reliance)

Susheel Mittal

Chief Supply Chain Officer

MBA (IIM-A) | B.Sc. (Hons.) Agriculture & Animal Husbandry
25+ years of global experience (BASF)

Salil Mukundan

Chief Technology Officer

B.Tech (Chemical Engineering) (IIT Bombay)
34 years of experience across the Chemical and pharma (Deepak Nitrite, IPCA Laboratories)

Lydia Wang

Senior Vice President (China)

20+ years in direct procurement, cost control & contracts, managing complex, volatile supply markets (Axalta, BASF)

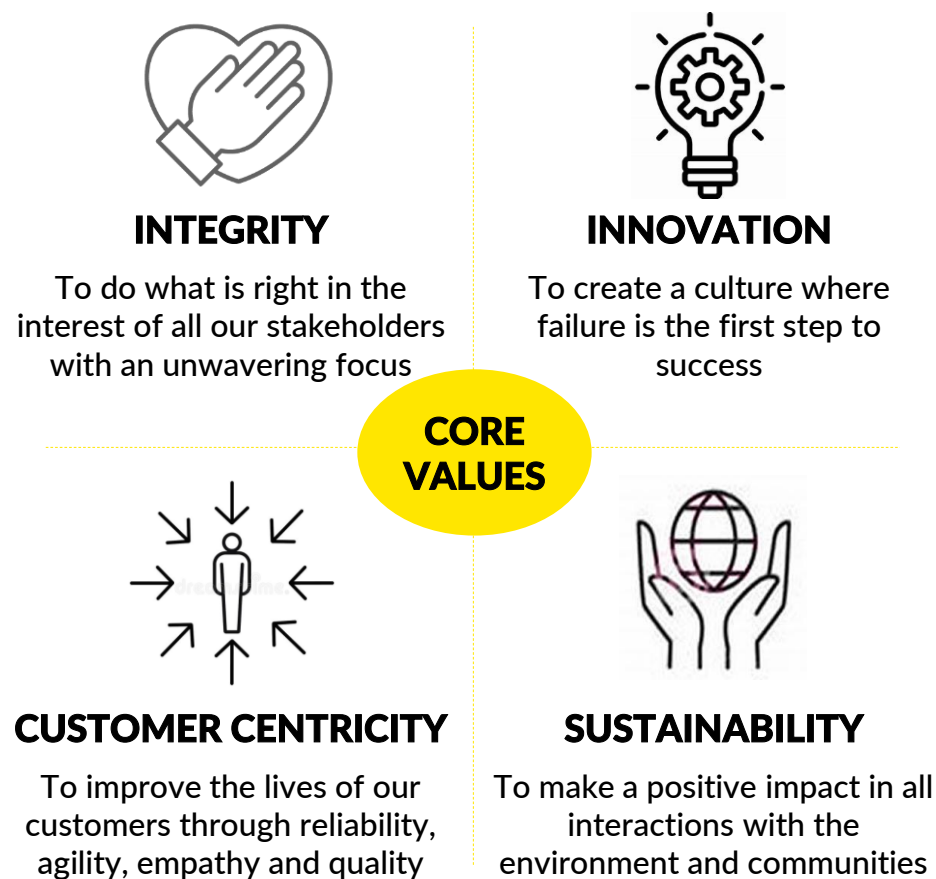
Mustafa Nuri Mert

Senior Vice President (Head of LOBV)

MBA | B.Sc. in Chemistry
28 years of experience in the Chemical Sector (Weylchem International GmbH, Eastman)



Our Core Values and Integrated EHS Program



*Reportable lost time injury-free manhours YTD June25

Accreditation & Certification

Recognized for its sustainable practices



Going beyond the regulatory compliances



Ranked in **68th percentile** globally in
EcoVadis Sustainability Rating

Accredited facilities



Biobased Product Label for Ethyl Acetate



Accreditation & Certification

Mahad Cluster – Site 1 & Site 2 – Certified for ISO 15001:2018 International Standard Implementation of Energy Management System (EnMS)

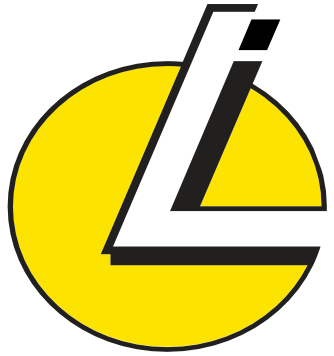


Laxmi achieves BIS (Bureau of Indian Standards) Certification



BIS (Bureau of Indian Standards) Certification

First Time in India – License to use ISI Mark for three products Acetic Anhydride, Ethyl Acetate and Methyl Ester



Geared for Growth

- Strategic Plan



Geared for Growth: Historical Performance

Growth Fueled by Strategic Acquisitions, Fast Technology Absorption together with achieving >20%+ Revenue Contribution from New Products launched in last 5 years

CLARIANT

- Acquired Ketene / Diketene business
- Acquired know-how of some pigment derivatives



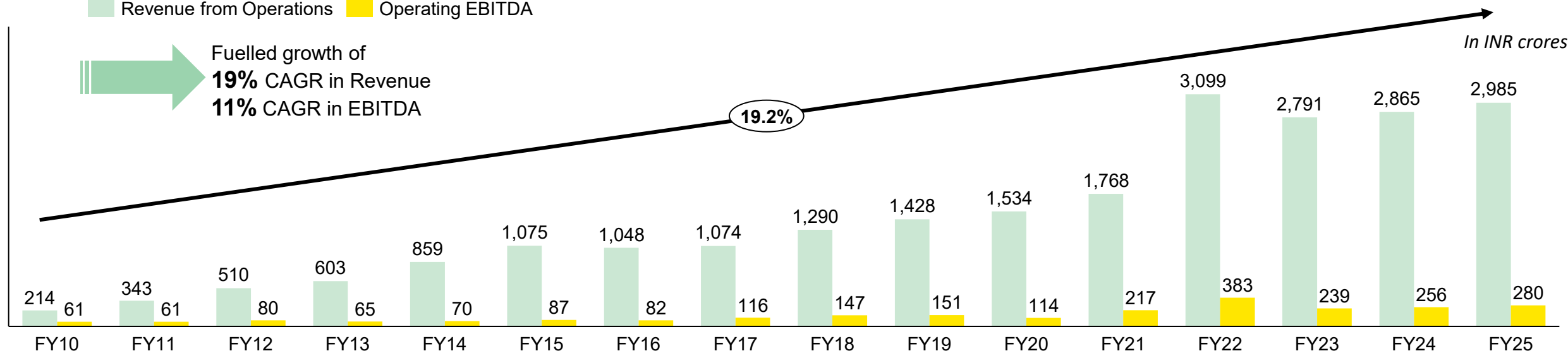
Foray into fluorospecialties
Commercial production at Lote in FY25



Capacity Addition for ethyl acetate and acetaldehyde

Revenue from Operations Operating EBITDA

Fuelled growth of
19% CAGR in Revenue
11% CAGR in EBITDA



Geared for Growth: Positioned for the next Growth Phase

Proven Success

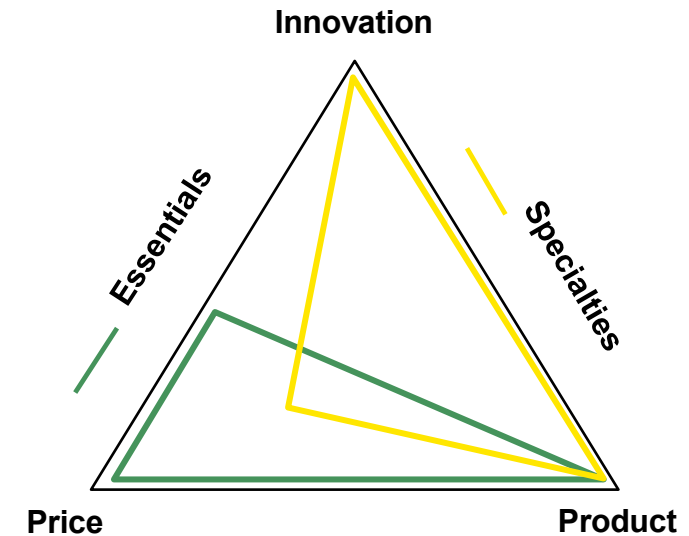
- 1 Product
- 2 Plant
- 3 Platform
- 4 Customer

Transited

Pivoted for the Next Growth Phase

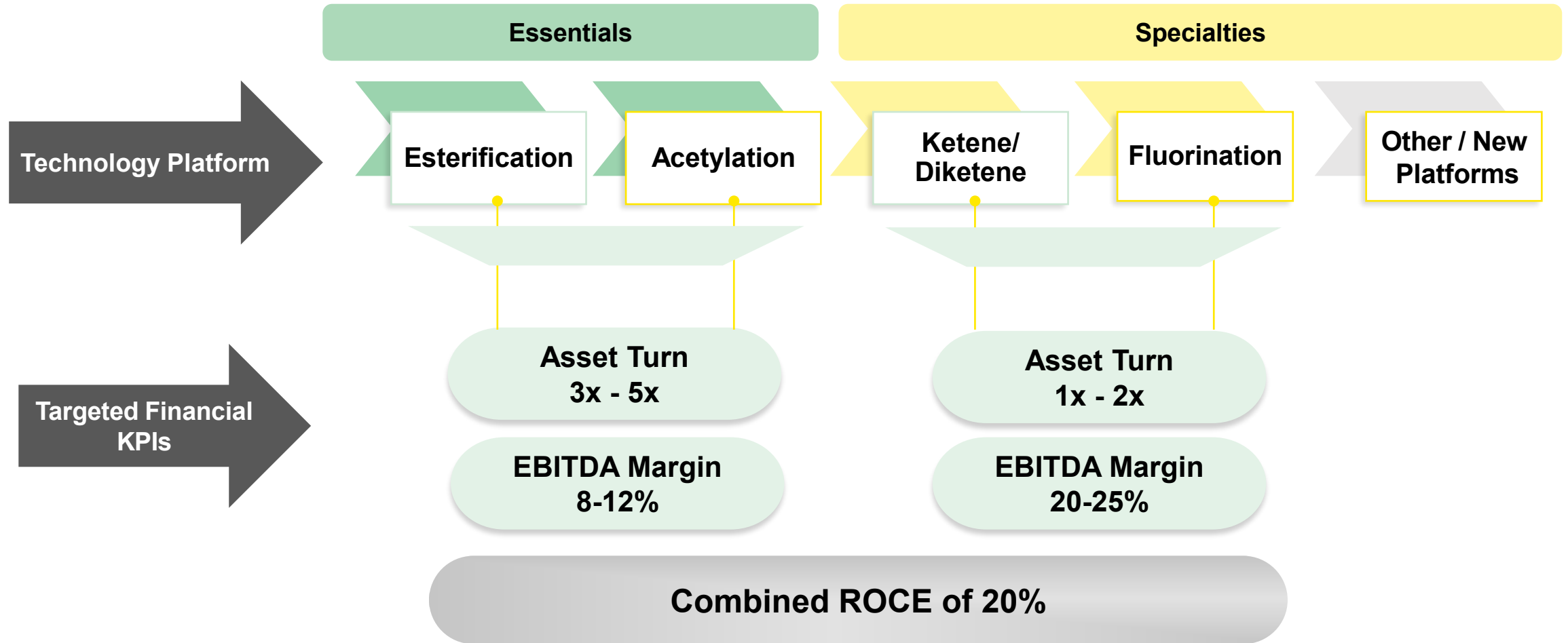
- 1 Customer
- 2 Platform
- 3 Plant
- 4 Product

Customer Needs



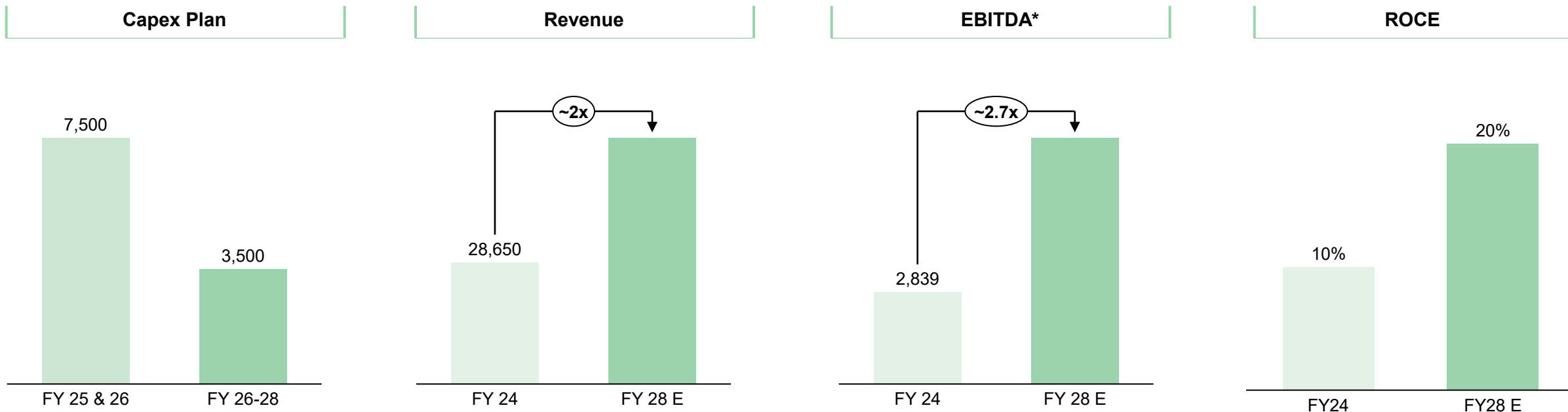
Strategic shift to Customer Centric Business Approach helped us gain more market and increase the overall wallet share in past 2 years even during the subdued chemical environment

Geared for Growth: Financial Steering for FY28 Plan



Consolidated Enterprise

(in INR Mn.)



Key Highlights: Incremental Capex Investment Plan of ~ INR 11,000 Mn

- On Consolidated basis the company plans to achieve RoCE: 20%, Revenue: ~2x and EBITDA: ~2.7x by FY 28
- Double the Revenues by FY28 (Essential: ~2x Revenue and Specialties: ~2x Revenue)
- Triple the EBITDA by FY28 (Essential: ~3x EBITDA and Specialties: ~2.5x EBITDA)

The company plans to achieve this by gaining additional market share through wallet expansion in existing + new sectors and launch of new products



*FY24 EBITDA includes other income

LAXMI ORGANIC INDUSTRIES LIMITED | Q1FY26

Essentials: Strategy and Right to Win

Strategy

Go Deeper, Go Broader

Grow in the Existing Products

- Retain India market share
- Grow exports
- Focus on continuous operational efficiencies

Enter in New Products

- Portfolio expansion
- De-risking of business
- Future ready for biobased products

Right To Win

Lean & Reliable Partner

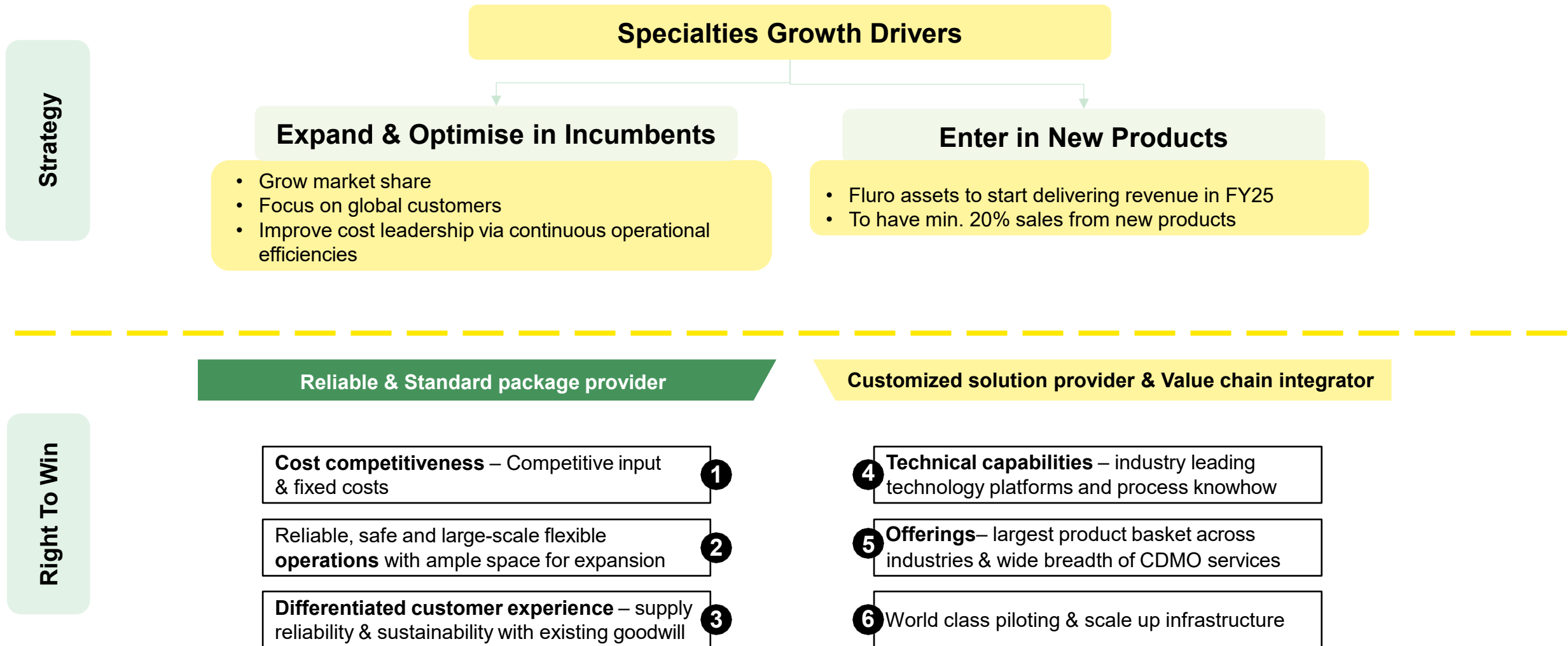
Strategic locations – closer to customers	<ul style="list-style-type: none">• Mahad - South, West & Exports• Dahej – Gujarat & North 1
Cost leadership through scale	<ul style="list-style-type: none">• Raw Material, logistics• Operational efficiencies 2
High Volume business management	<ul style="list-style-type: none">• 35+ years' experience with high volume 3

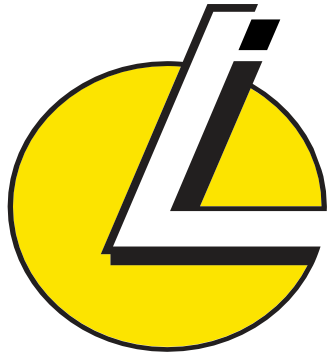
Extending our existing right to win

4 Differentiated customer exp. vs competition	<ul style="list-style-type: none">• Quicker deliveries• Reliable service• Trust in Laxmi
5 Import substitution	<ul style="list-style-type: none">• Provide competitive option to customers with local supply chain
6 Multiple synergies	<ul style="list-style-type: none">• Common material, assets & customer



Specialties : Strategy and Right to Win





Financial Highlights Q1FY26



From the desk of MD & CEO



Rajan Venkatesh
MD & CEO

Q1FY26 Reflections

The global chemical industry has been marked by continued efforts towards cost optimization, rerouting supply chain linked to evolving tariffs and regional conflicts, and a strong push towards innovation. Regional dynamics continue to play a crucial role in shaping the industry's trajectory.

Acetic acid prices remained bearish. The spread for ethyl acetate continued to be subdued. That notwithstanding, we have sustained our volume growth momentum (+11%YoY) and in line with our strategy, continued the diversification into newer products. In this current backdrop, our primary focus for the Essentials segment remains achieving volume-driven profitable growth.

While maintaining our market share in the Specialties segment during the quarter, we faced impacts on account of, (i) anticipated phase-out of one agrochemical product for which we supplied the intermediate (to be offset with a mapped product by Q4FY26) and (ii) deferred deliveries to global customers which will now happen in second half of FY26.

The fluorine intermediates operations at the Lote facility are ramping up well, and we remain on track to deliver revenues as previously outlined (40-60% of peak revenues). At the upcoming Dahej site, the project remains on schedule in terms of timelines, scope and cost.

We anticipate concluding the contract with Hitachi Energy to set up production of an eco-efficient gas used in their SF6-free high-voltage switchgear portfolio in Q2FY26. Building on our execution excellence, we can accommodate the capex for the same in the previously announced INR 11000 mn.

Given the current operational backdrop, we will continue our focus on productivity, commercial excellence, execution excellence, cost discipline and growth projects. The end-to-end digitization of our supply-chain operations which has been started in Q1FY26 is one such example that should advance efficiency and predictability, reduce costs and improve agility to serve our customers.

As Team Laxmi we remain #GearedtoWin and #GearedforGrowth as we work diligently towards our plans for FY28

I would like to express my deep appreciation to the entire Laxmi Organic team, our customers, the Board of Directors, our investors, the communities where we operate our sites and other related stakeholders.

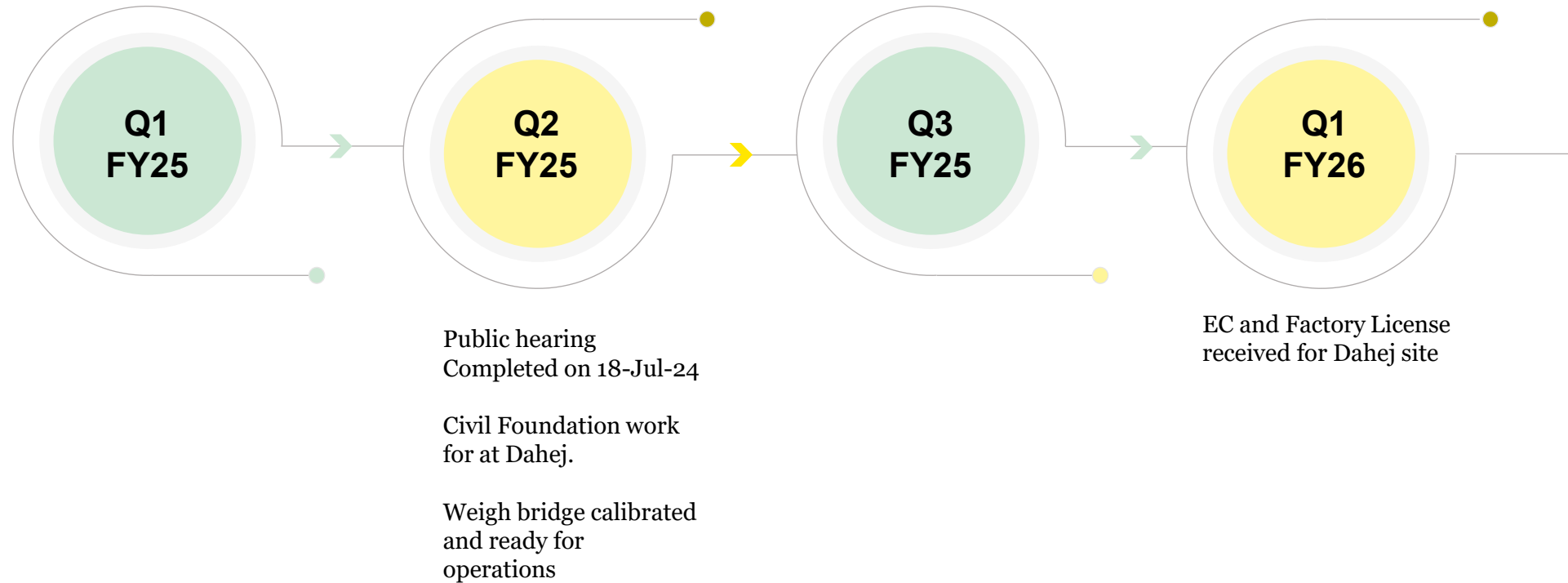


Capex Update – Dahej

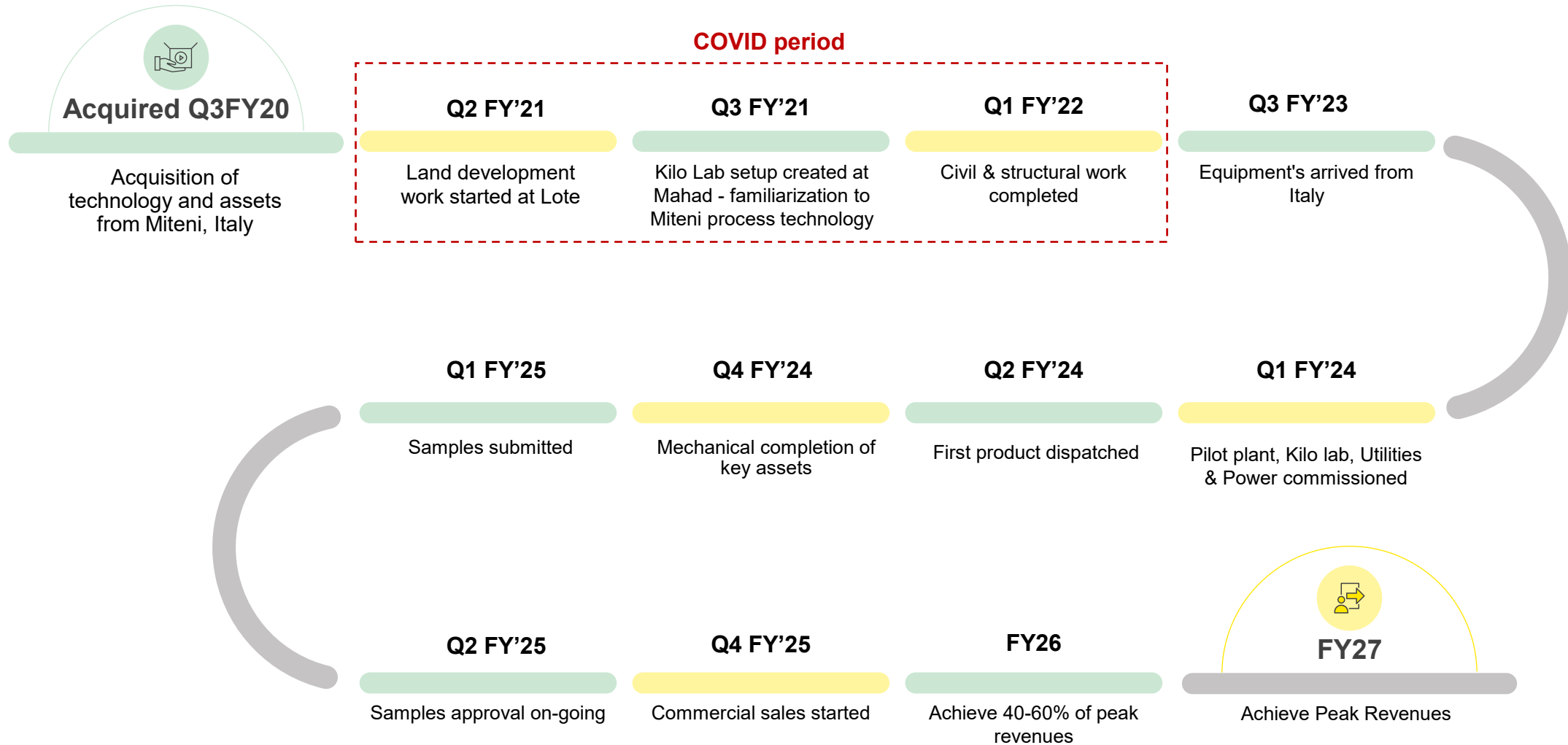
Inorganic EC Received
on 04-May-24

Bhoomi Pujan at Dahej
Site on 10-May-24

Organic CTE received on
20-Jun-24



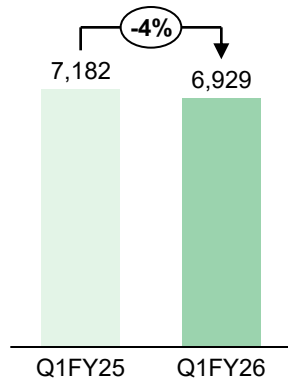
Capex Update – Lote



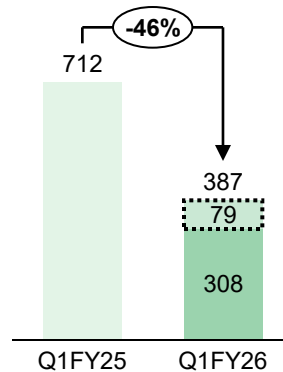
Consolidated Financial Highlights – Q1FY26

(in INR Mn.)

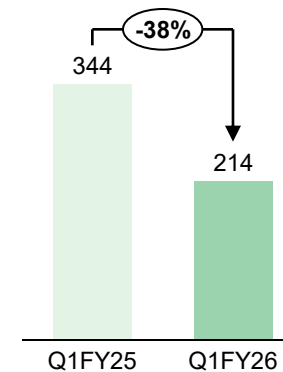
Revenue



Adjusted EBITDA



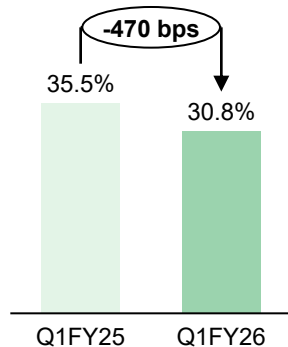
PAT



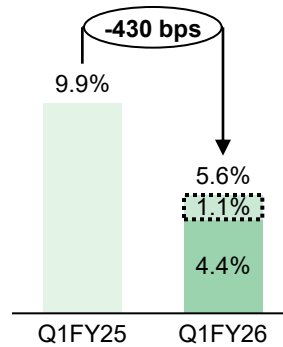
Key Highlights vs Q1FY25

- Total volumes grew by 8%
- Consolidated Revenue dropped by 4% due to reduction of Acetic Acid prices in the Essentials segment and on account of an anticipated phase out of a product served to Agricultural Solutions Industry and deferment of deliveries of few products to H2FY26. Bridging plan for phased-out product is in progress.
- Continued pressure on gross margin in Essentials and mix effect in Specialties has impacted EBITDA.
- Fluorination products at Lote site ramping up as planned and we remain on track to achieve 40-60% of peak revenues in FY26.

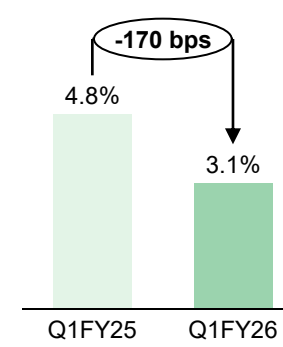
Gross Margin (%)



Adjusted EBITDA Margin (%)



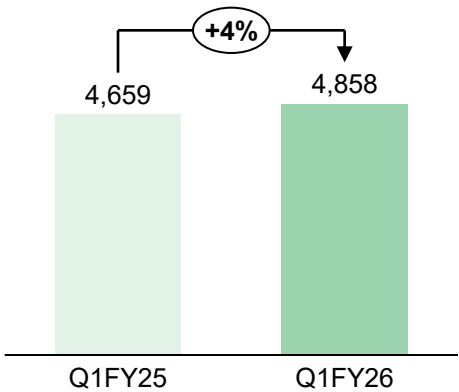
PAT Margin (%)



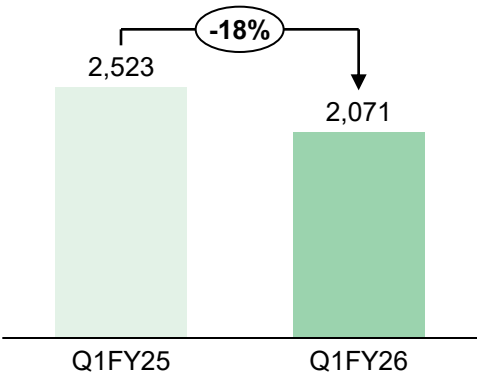
Consolidated Business Highlights – Q1FY26

(in INR Mn.)

Essentials Revenue

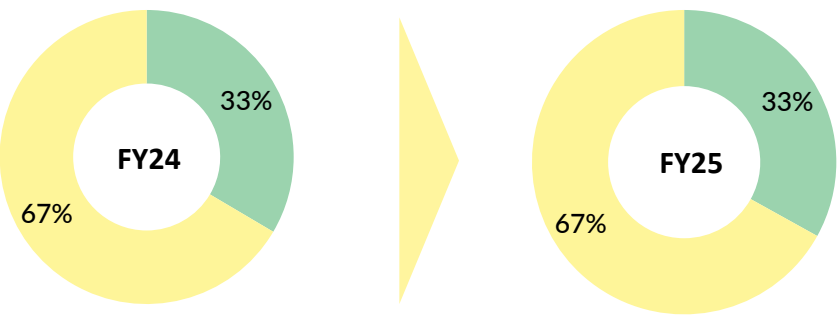


Specialties Revenue

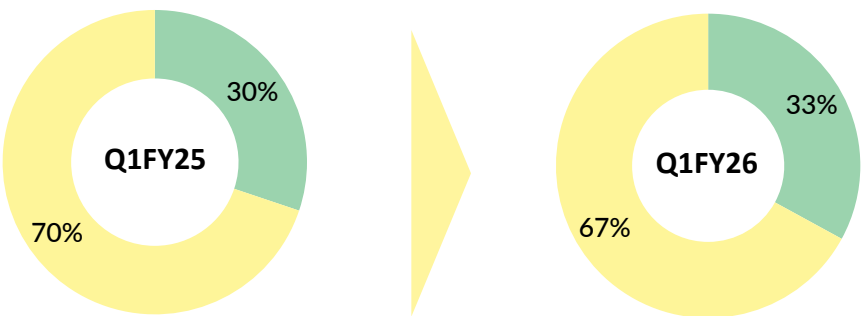


Anticipated phase out of a product serving the agricultural solutions industry and deferment of deliveries of few products impacted revenue in Q1FY26

Gross margin Contribution (in %)



Gross margin Contribution (in %)

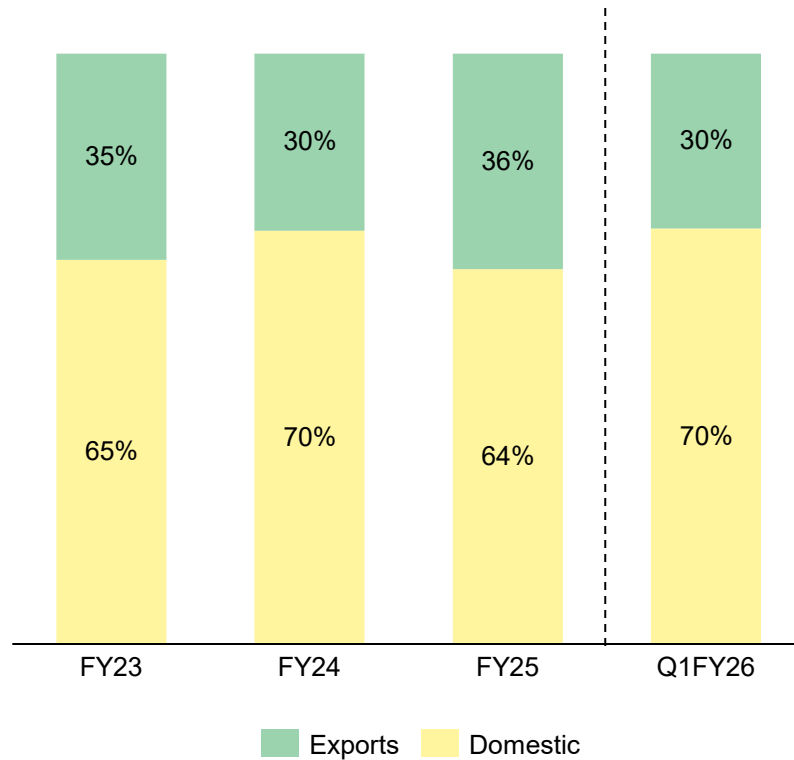


Essentials Specilties

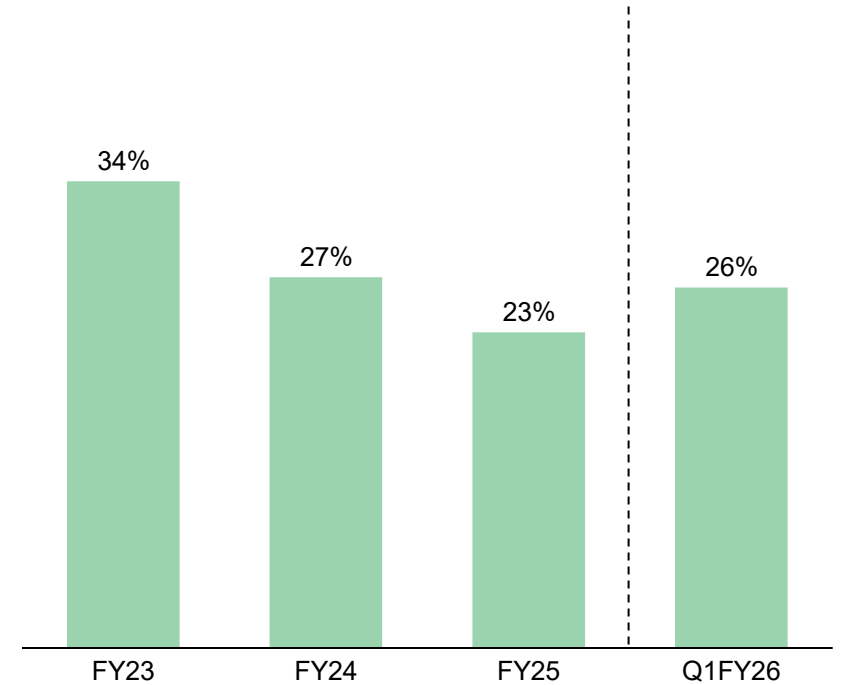


De-risking continues to Deliver*

Exports Continue to remain Relevant



Revenue from Top 10 Customers

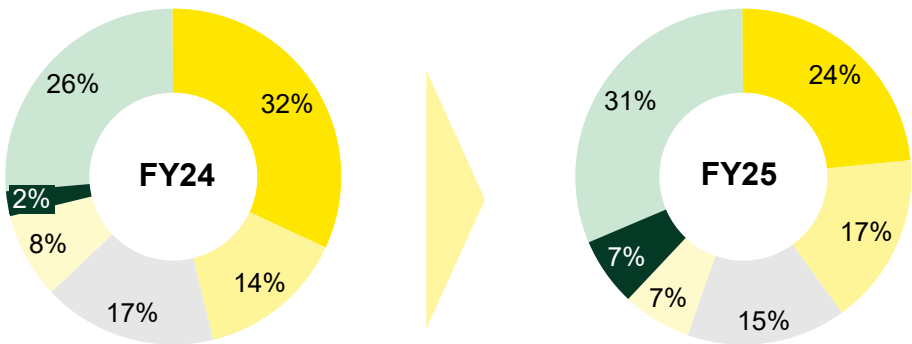


*On consolidated basis

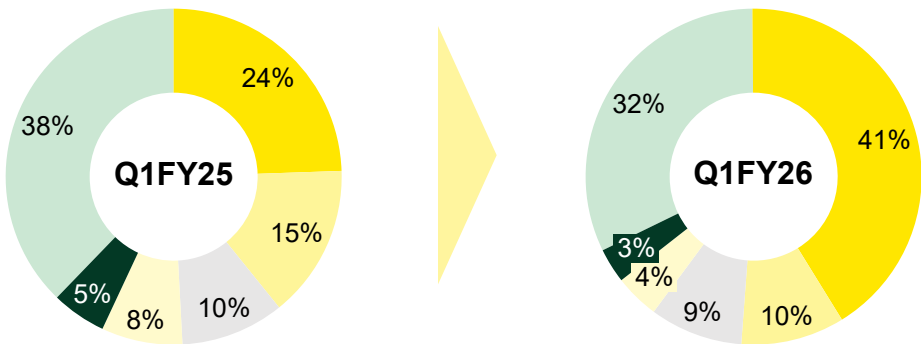
De-risking continues to Deliver

Export Revenue Break-up

FY24 Vs FY25



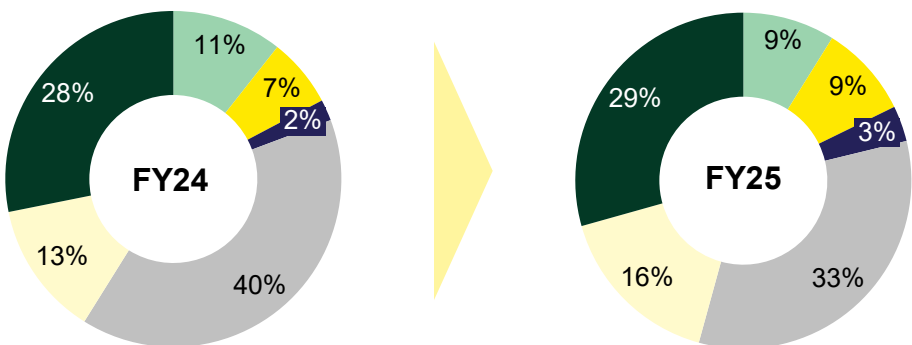
Q1FY25 Vs Q1FY26



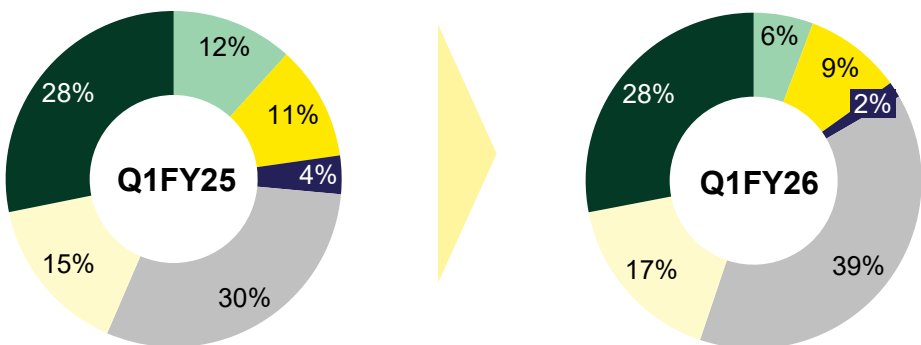
Americas Europe Middle East Rest of Asia Pacific Africa China

Industry Wise Revenue

FY24 Vs FY25



Q1FY25 Vs Q1FY26



Agro Industrial Solutions New Industry Pharma Pigments Printing & packaging



Consolidated Profit & Loss – Q1FY26

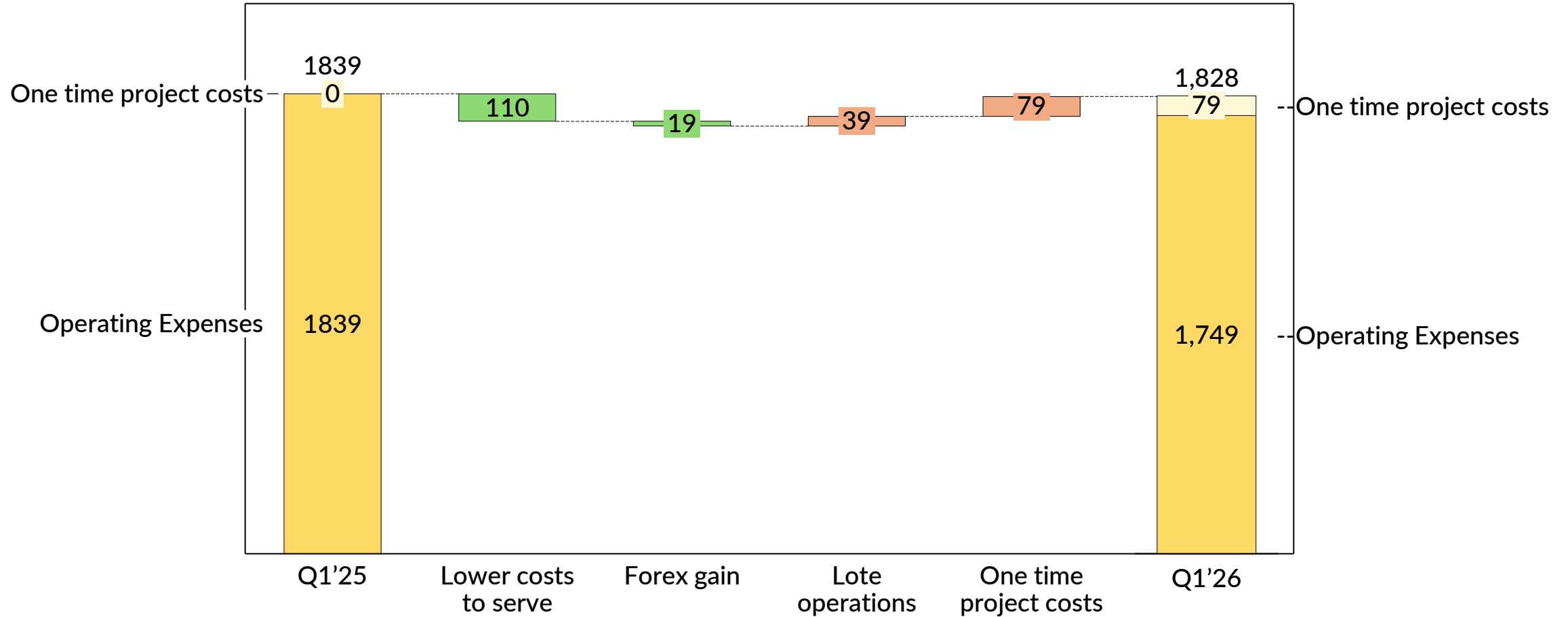
(in INR Mn.)

Particulars (Rs. Mn)	Consolidated Q1FY26	Q1FY25	Y-o-Y	Q4FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from operations	6,929	7,182	-3.5%	7,097	-2.4%	29,854	28,550	4.6%
COGS	4,794	4,630		4,639		19,476	19,248	
Gross Margin	2,136	2,551	-16.3%	2,458	-13.1%	10,378	9,303	11.6%
Gross Margins (%)	30.8%	35.5%	-470 bps	34.6%	-381 bps	34.8%	32.6%	218 bps
Employee Cost	409	387		321		1,465	1,479	
Power and Fuel	608	597		558		2,326	2,287	
Other Expenses	732	856		922		3,673	3,080	
Adjusted EBITDA	387	712	-45.7%	658	-41.2%	2,915	2,457	18.6%
Adjusted EBITDA Margin (%)	5.6%	9.9%	-433 bps	9.3%	-369 bps	9.8%	8.6%	116 bps
One time costs/(Income) – Net	79	0		68		119	(100)	
EBITDA	308	712	-56.8%	590		2,796	2,557	9.4%
EBITDA Margin (%)	4.4%	9.9%	-548 bps	8.3%	-387 bps	9.4%	9.0%	41 bps
Other Income	55	120		11		254	282	
Depreciation	171	259		395		1,240	1,066	
EBIT	191	573	-66.6%	206	-7.1%	1,810	1,773	2.0%
EBIT Margin	2.8%	8.0%	-522 bps	2.9%	-14 bps	6.1%	6.2%	-15 bps
Finance Cost	49	33		73		205	65	
Profit before Tax	142	540	-73.7%	132	7.2%	1,605	1,708	-6.0%
PBT Margin	2.0%	7.5%	-547 bps	1.9%	18 bps	5.38%	5.98%	-61 bps
Tax	(72)	196		(85)		470	503	
PAT	214	344	-37.7%	218	-1.7%	1,135	1,205	-5.8%
PAT Margin %	3.1%	4.8%	-170 bps	3.1%	2 bps	3.80%	4.22%	-42 bps
Basic EPS	0.77	1.24		0.79		4.10	4.46	



Operating expenses bridge YoY

(in INR Mn.)





LAXMI ORGANIC INDUSTRIES LTD



Thank You

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www.laxmi.com

CIN: L24200MH1989PLC051736



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