



LAXMI ORGANIC INDUSTRIES LTD

Chandermukhi, Third Floor, Nariman Point, Mumbai 400021, India
T +91 22 49104444 E info@laxmi.com W www.laxmi.com

August 16, 2023

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: **Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Intimation of Schedule of Institutional Investor Meeting(s)**

Pursuant to Regulation 30 and Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“**SEBI LODR Regulations**”), we wish to inform you that the management of Laxmi Organic Industries Limited (the “**Company**”) will be participating in meetings at Mumbai from August 21, 2023 to August 25, 2023 with potential investors.

A copy of the presentation to be used during the meetings with the investors is attached herewith. The same is also available on the website of the Company.

No unpublished price sensitive information (UPSI) is proposed to be shared during the meeting(s).

The above schedule may undergo a change due to exigencies on the part of the investors / the Company.

We request you to kindly take the same on record, upload the same on your respective websites and the same be treated as compliance under the applicable regulations of the SEBI LODR Regulations.

Thanking you,
Yours Faithfully,

For **Laxmi Organic Industries Limited**

Aniket Hirpara
Company Secretary and Compliance Officer

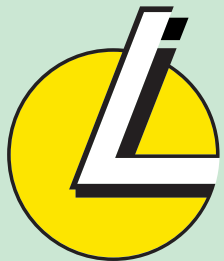


Enclosed: Investor Presentation



Laxmi Organic Industries Limited

Corporate Presentation



Disclaimer

This presentation is issued by **Laxmi Organic Industries Limited** (the “Company”) for general information purposes only, without regard to specific objectives, suitability, financial situations and needs of any particular person. This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefor. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person.

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. This presentation should not be relied upon as a recommendation or forecast by the Company. Please note that the past performance of the Company or its Subsidiaries is not, and should not be considered as, indicative of future results. The Company cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

This presentation may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of applicable laws.

The information contained in these materials has not been independently verified. None of the Company, its Subsidiaries, its Directors or affiliates nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this document, and makes no representation or warranty, express or implied, for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current, and if not stated otherwise, as of the date of this presentation. The Company undertakes no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

This presentation is not an offer to sell or a solicitation of any offer to buy the securities of the Company in the United States or in any other jurisdiction where such offer or sale would be unlawful. Securities may not be offered, sold, resold, pledged, delivered, distributed or transferred, directly or indirectly, in to or within the United States absent registration under the Securities Act of 1933, as amended (the “Securities Act”), except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in compliance with any applicable securities laws of any state or other jurisdiction of the United States. The Company’s securities have not been and will not be registered under the Securities Act. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions.



Table of Contents

01  **Company Overview**

02  **Our Journey**

03  **Key Strengths**

04  **The Way Forward**

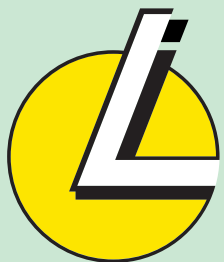
05  **Business Updates**

06  **Financial Snapshot**





Company Overview



Who we are?

AI

Acetyl
Intermediaries

- #1 in India
- #3 globally (excluding China)
- Capacity > 232 kTPA
- **Lead in Quality, Safety & Reliability**

SI

Specialty
Intermediaries

- #1 in India
- Top 5 globally
- >30 products via R&D
- High & growing contracted revenue
- **Lead in innovation, Quality, Safety & Reliability**

FI

Fluorine
Intermediaries

- USD 2.5 bn market
- World class technology
- **Innovation, Safety & Diversification**

End Use Applications

Essentials



Pharmaceutical



Agrochemical

Lifestyle



Dyes &
Pigments



Paints &
Coatings



Flavour &
Fragrance

Opportunities



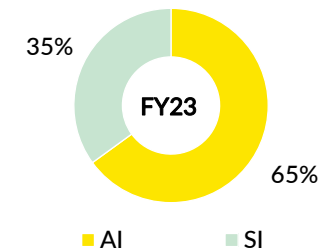
Electronics



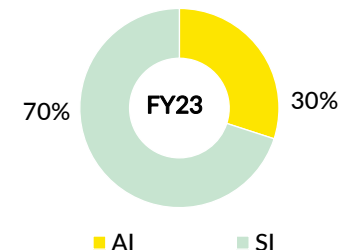
Automobile

Business mix

Revenue Contribution

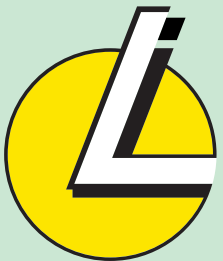


Profit Contribution





Key Strengths



Category Leader with Differentiated Business Model

1 Global leadership in our range of products

2 Cost leadership across the technology platforms

3 Large-scale, flexible and safe operations

4 Multiple sites for expansion and business continuity

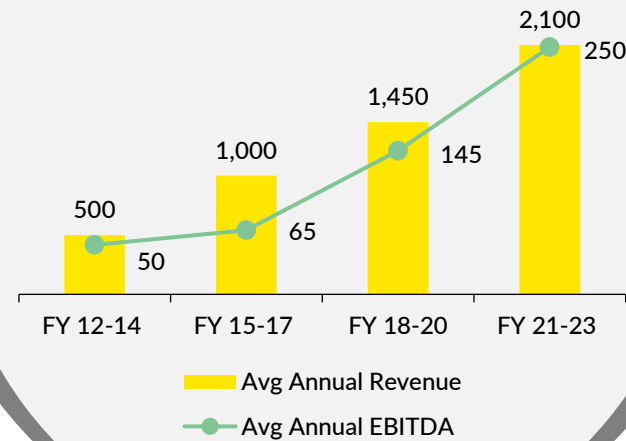
5 Well diversified customer industries and geographies

6 Healthy balance sheet, low leverage & strong cash flow from existing businesses

7 Experienced leadership team and independent eminent Board

8 Trusted partners to our customers with differentiated business model

Historical Performance (INR Cr)



Ambitions...

- 1 Top 5 in our segments globally
- 2 Continued leading cost positions
- 3 Healthy balance of exports and domestic sales*
- 4 Continued trusted partner of choice for our customers

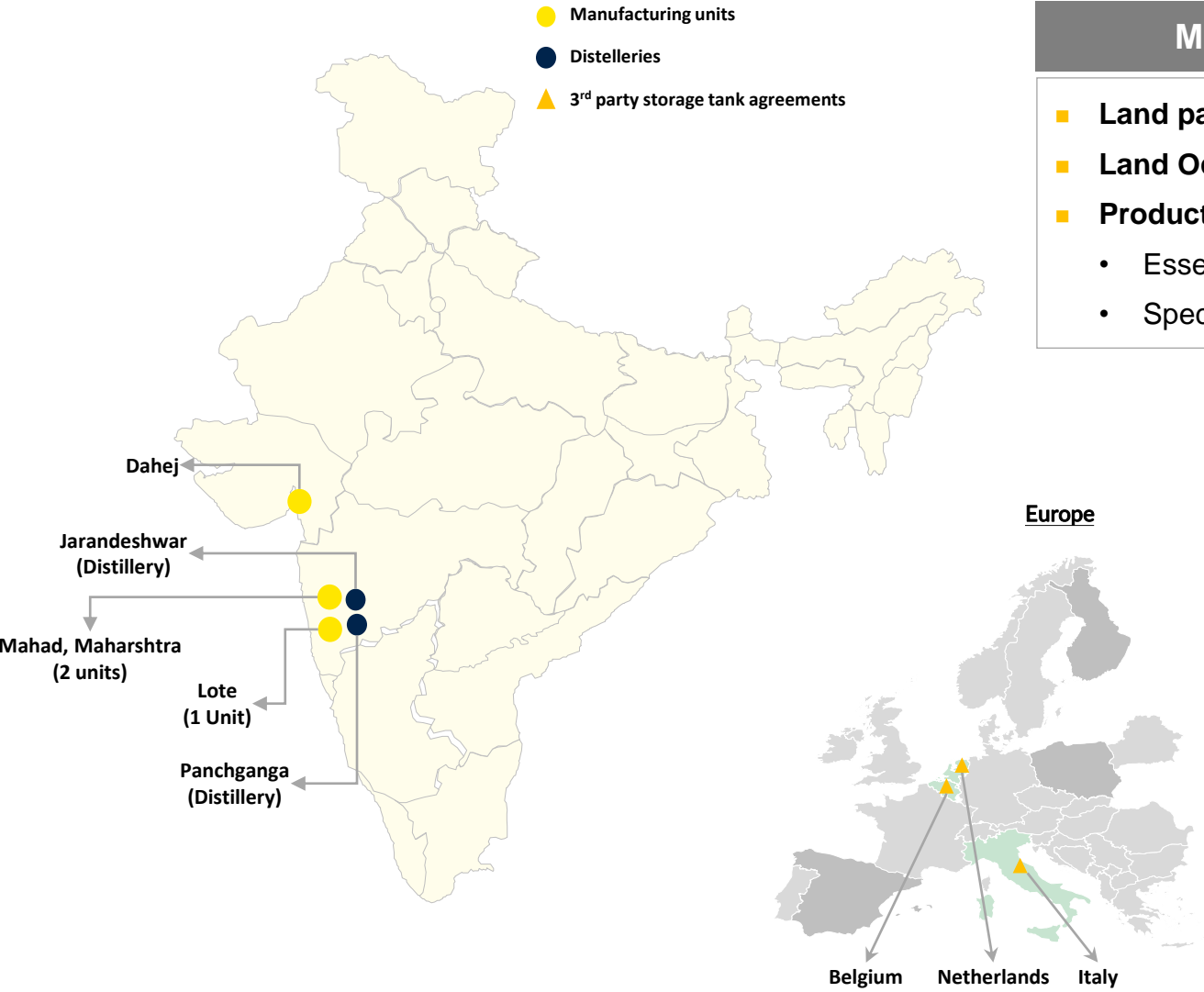
Leveraging...

- Shifting of supply chains
- Growing end products markets
- Growth of Indian market



* Historically 30-40% share of exports

Strategically located manufacturing sites with room for expansion



Mahad (2 units)

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

Lote

- **Land parcel:** 30 acres
- **Land Occupancy:** 50%
- **Product Mix:**
 - Specialties

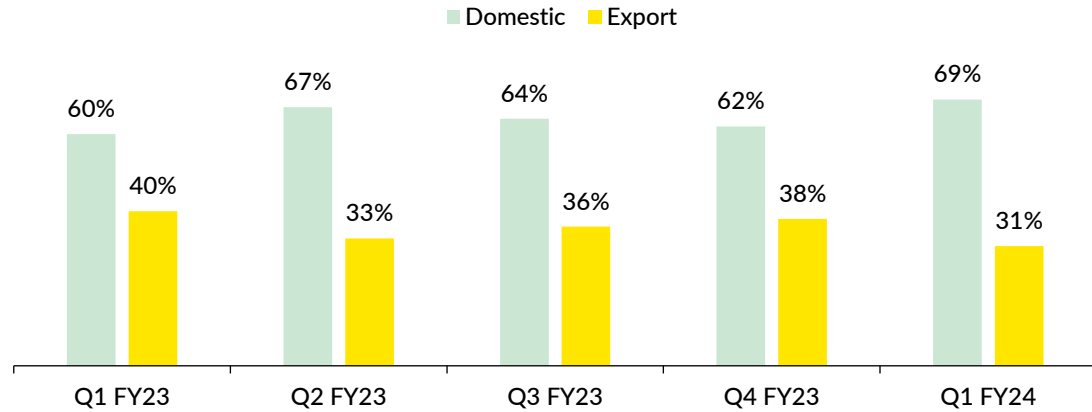
Dahej

- **Land parcel:** 86 acres
- **Land Occupancy:** 20% (for Phase 1)
- **Product Mix (proposed):**
 - Specialties – 65%
 - Essentials – 35%

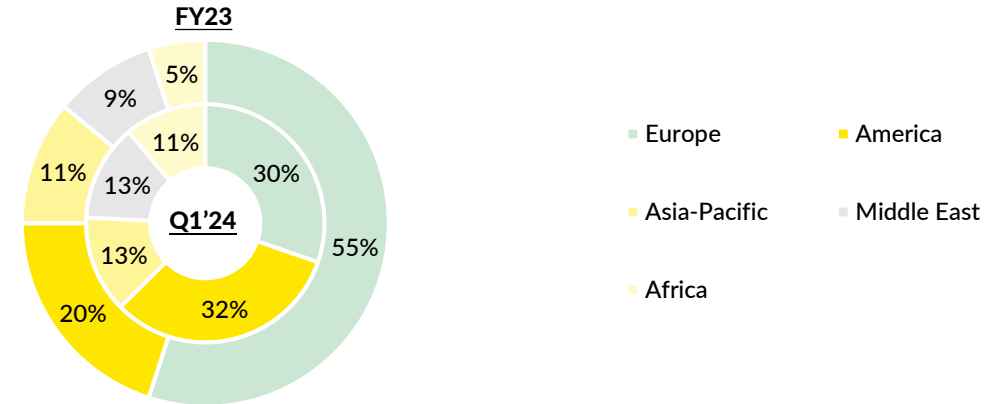


De-risked Business Model with Diversified Revenues

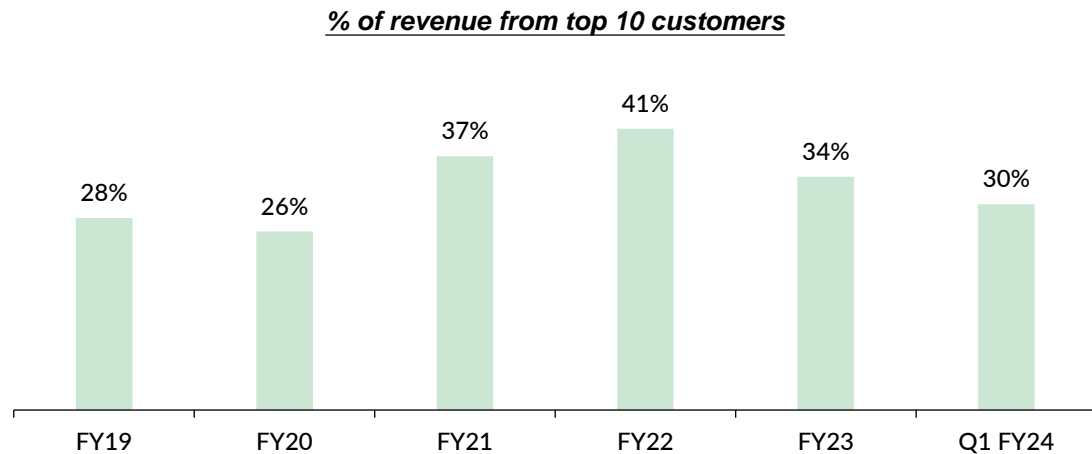
Exports continue to remain relevant



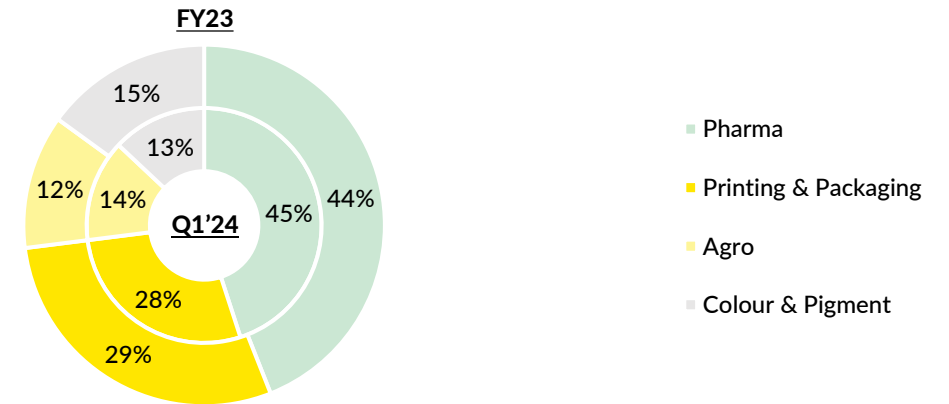
Building Deeper Exports



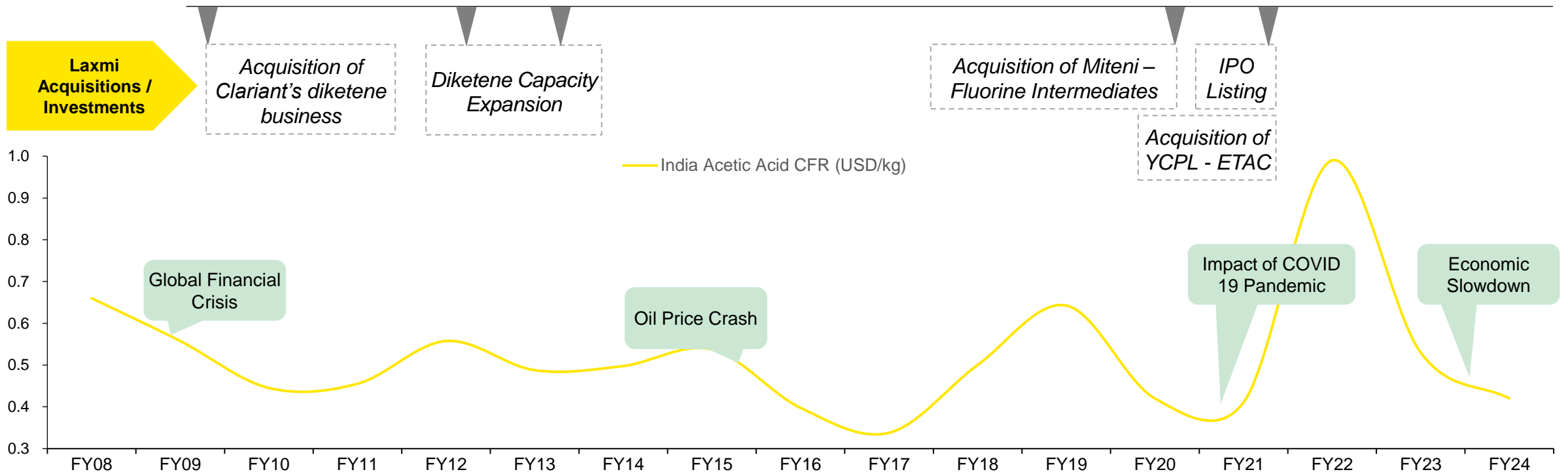
Contribution from top 10 customers



Diversified Industry Base



Demonstrated Resilience Over Business Cycles



EBITDA CAGR	1%	17%	26%
ROCE	16%	22%	18%
Avg. D/E	1.06	0.66	0.12
Avg. ROCE FY12-22	20%		



Source: Company Data

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

CLARIANT 

2010

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

**yellowstone
chemicals**

2021

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

MITENI

2019

- Foray into fluorospecialties with acquisition of Miteni (Italy)
- Commercial production of existing product line to commence in FY25 at Lote plant

- Developed **multiple different chemistry platforms** on commercial scale
- **Addition of 30 New Products** to the SI Platform acquired from Clariant across various industries including Agro & Pharma
- Leading position in domestic SI market & **leader in several products globally**

Experienced promoters with senior management led by Dr. Rajan

Promoters



Ravi Goenka

Chairman

- Bachelors' degree in chemical engineering from Bangalore University
- ~30 years of experience in the chemicals and paper industries, 17 years of experience in the education industry, and 22 years in the power industry
- Ex-trustee of Mumbai Port Trust and Jawaharlal Nehru Port Trust
- President of the executive committee of the Indian Chemical Council for the period from 2020 to 2022



Harshvardhan Goenka

Executive Director – BD & Strategy

- B.Sc from Babson College, School of Business, Boston USA
- 11 years of experience in the chemicals industry
- Heads Business Development initiatives of the Company

Senior Management



Dr. Rajan Venkatesh

Managing Director & CEO

- Master's degree in chemistry from ICT-Mumbai, M. Phil. in Polymer Science and Technology from the University of Manchester, and Ph.D. in Polymer Chemistry from Eindhoven University of Technology in the Netherlands
- 20 Years of experience in BASF Germany, Singapore, India, and Hong Kong
- Last position - Senior Vice President at Care Chemicals APAC, BASF



Tanushree Bagrodia

Chief Financial Officer

- Bachelor's degree in Computer Engineering from Vivekananda Education Society's Institute of Technology and MBA from INSEAD
- Started as an investment banker in London and Mumbai
- 20 years of experience across financial services, automotive, and startups



Global Leaders with best-in-class independent governance

Independent Directors



Rajeev Vaidya

- B.Tech (CE) from IIT, Mumbai, & a doctorate degree from The University of Southern Mississippi
- 32 years of experience in chemicals industry & 7 years of in investment advisory services
- Previously associated with DuPont Specialty Products, USA
- Based out of the US



Dr. Rajiv Banavali

- Bachelor's and Master's degree in Chemistry, Doctorate degree in Organic Chemistry
- 36 years of experience in the chemicals industry, including 21 years leading innovative research organizations
- Expert in materials sciences and research to the board.
- Based out of the US



Manish Chokhani

- MBA (LBS), 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



O.V. Bundellu

- Master's degree in mathematics and science, & Master's in financial management from the University of Bombay
- ~39 years of experience in banking industry
- Previously associated with Indian Bank & IDBI Bank



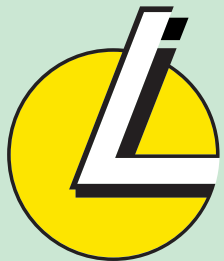
Sangeeta Singh

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



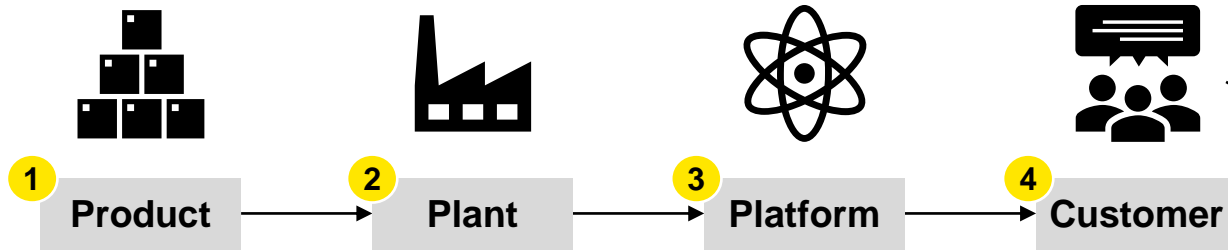


The Way Forward

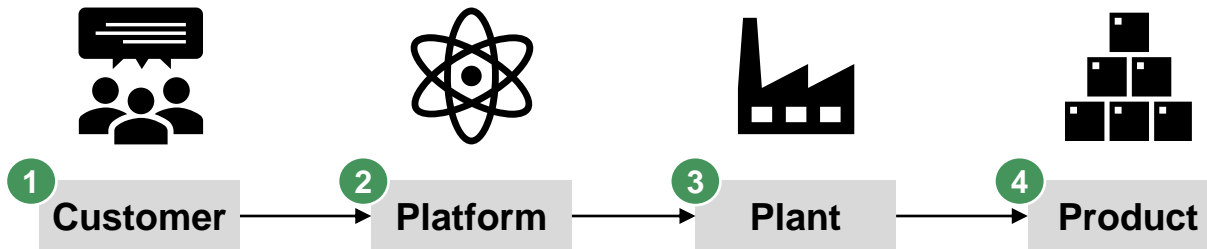


Positioning for the next Growth Phase

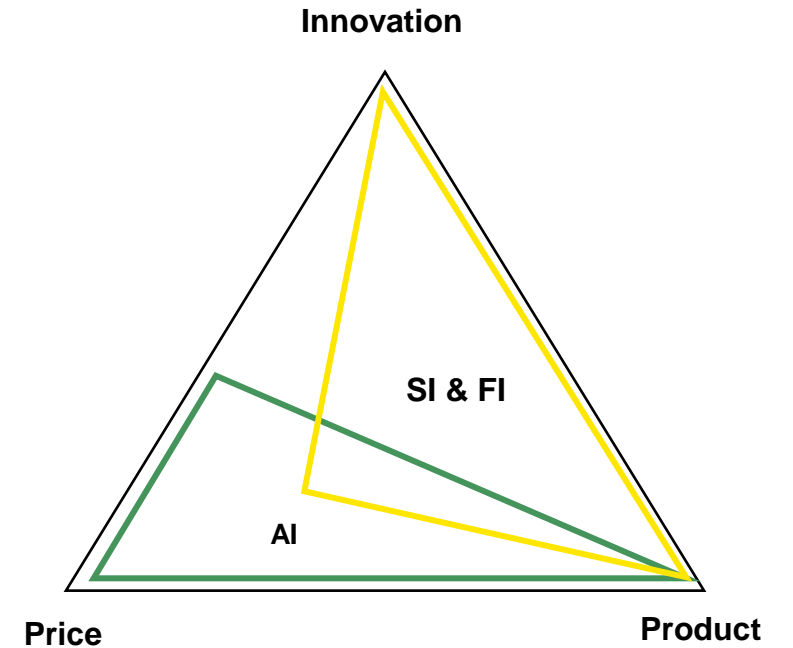
Proven Success



Pivoting for the Next Growth Phase



Customer Needs



— Acetyl Intermediates

— Specialty & Fluorine Intermediates



Sharpening Business Focus

Various Customer Interaction Models (CIM)

Business	Trader / Transactional Supplier	Lean/ reliable basics supplier	Standard package provider	Product/ process innovator	Customized solution provider	Value chain integrator
Acetyl Intermediates						
Specialty Intermediates						
Fluorine Intermediates						



Essentials

Acetyl Intermediates including Anhydrides

- Lean & reliable supplier
- Large addressable market > USD 12 billion
- Economy of scale and cost leadership

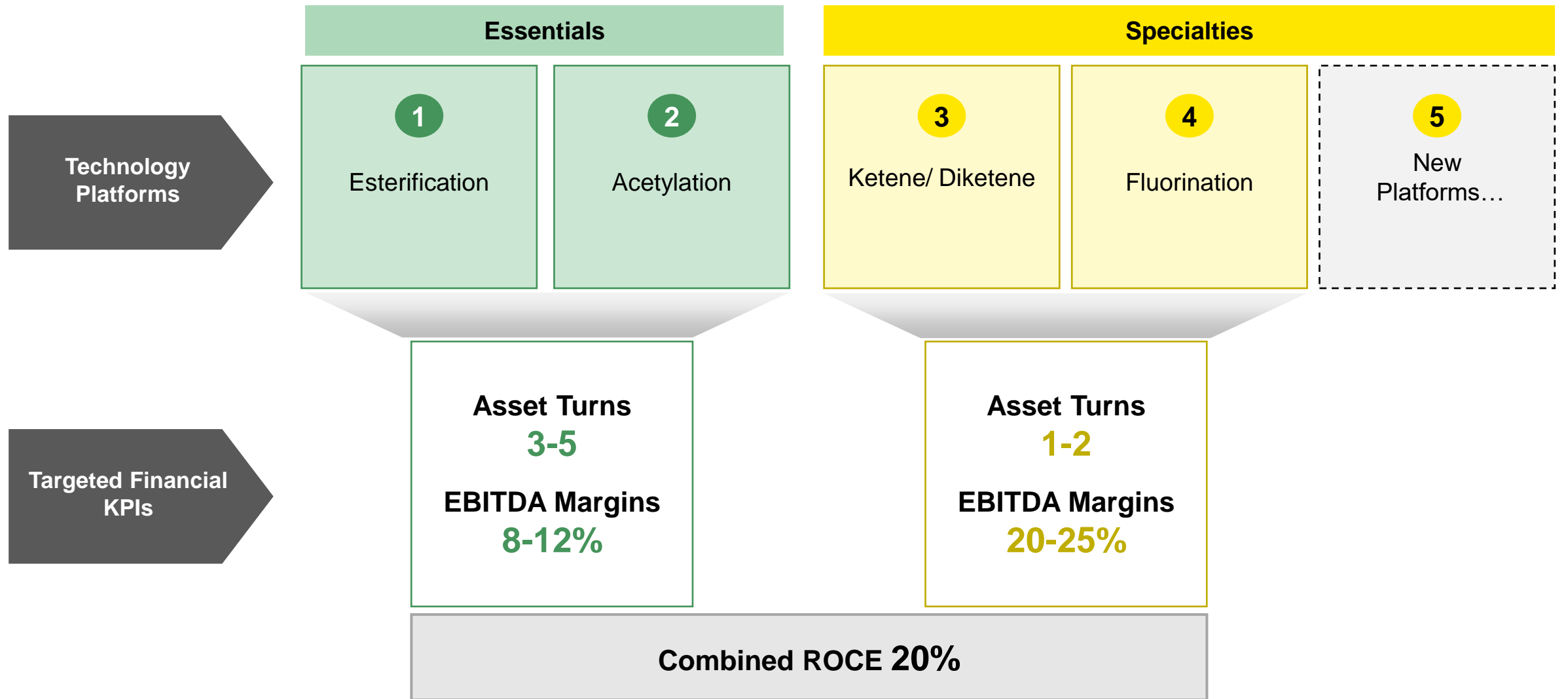
Specialties

Fluorine & Specialty Intermediates

- Worldclass technology platforms
- Large addressable market > USD 3.5 billion
- Innovation – lever for profitable growth



Differentiated financial steering



Robust Innovation pipeline

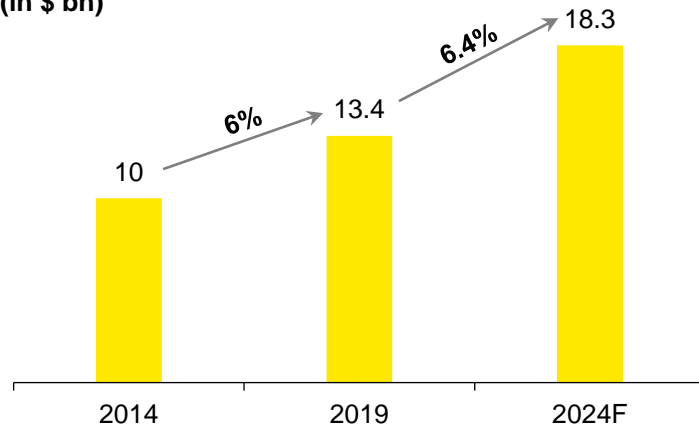
- 1 Continue to invest 2% of Specialties revenues for Innovation**
- 2 Continue >20% Revenue Contribution from New Products in Specialities***
- 3 Strong Innovation Pipeline – 11 products are in pilot and capex approval stage**
- 4 Infrastructure - Miteni piloting assets already in place**
- 5 New Innovation Campus startup in Mahape, Maharashtra by Mar'24**



Essentials Business Unit

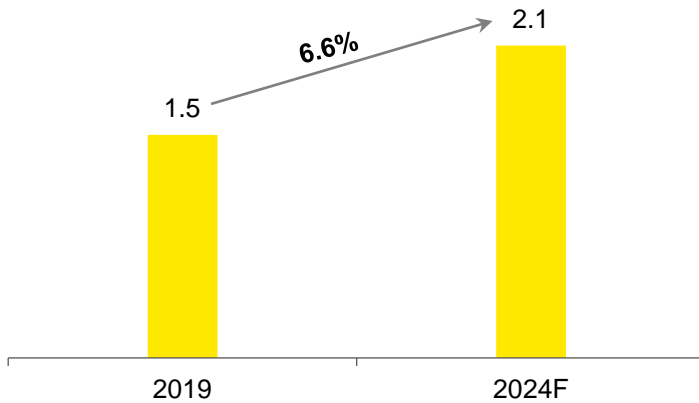
Global Acetyl Market

(in \$ bn)



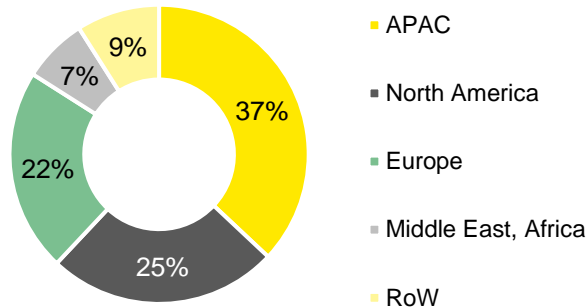
Indian Acetyl Market

(in \$ bn)



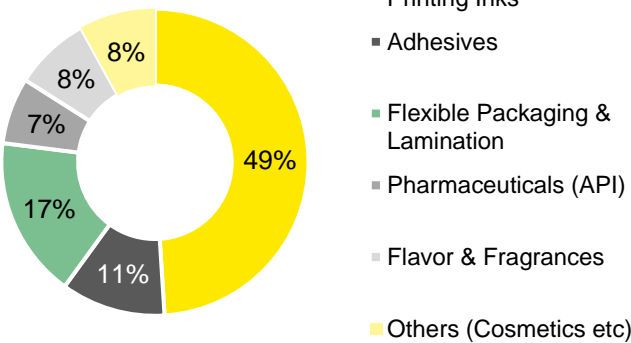
Geographical segmentation

2019: \$ 13.4 bn



Global Market, by end use application

2019: 3.9 MMT



Growth Drivers

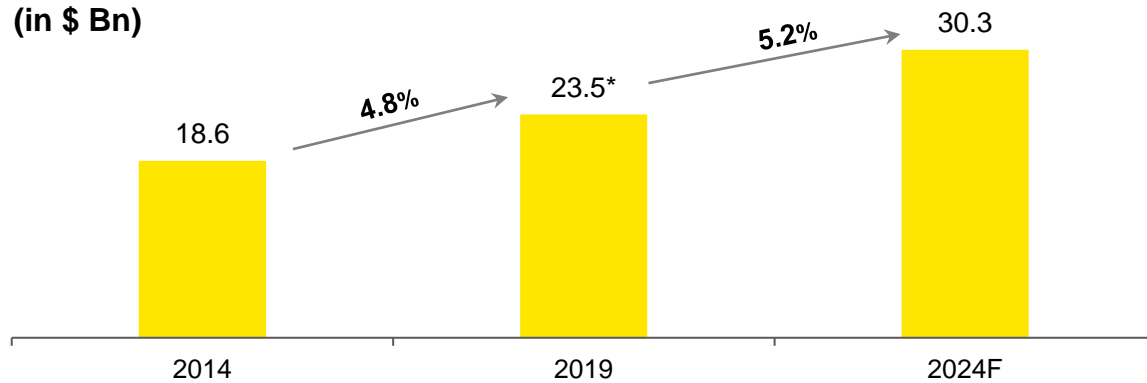
- Use of high evaporation rate solvents in manufacturing
- Growth in demand of personal care products, primarily in emerging markets
- Increasing per capita consumption of flexible packaging in emerging markets
- Rise in demand of sanitisers & disinfectants
- Usage of aluminium foils for packaging in high growth F&B industry in emerging markets
- Growth is demand for high performance pigments (HPP) which are highly durable, resistant to UV radiation, heat and chemical
- Laxmi Organic has a top position in the Indian Acetyls market



Specialties Business Unit

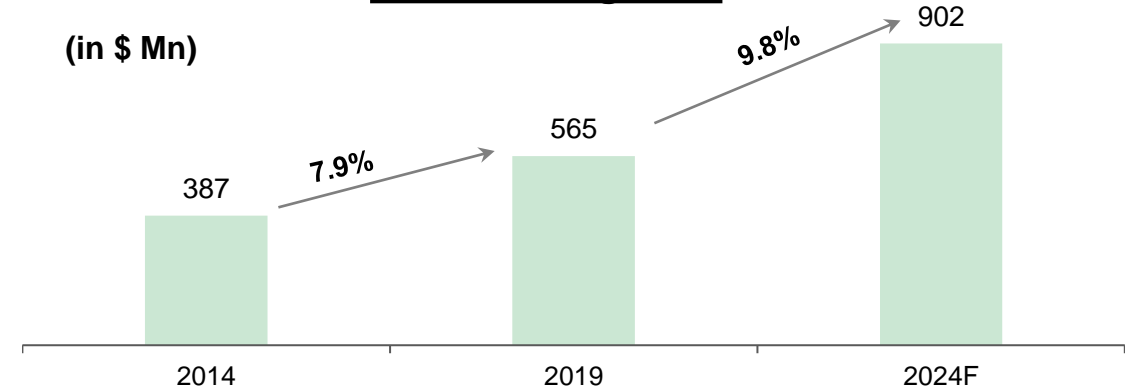
Sizeable Specialties Market

Global Market growth

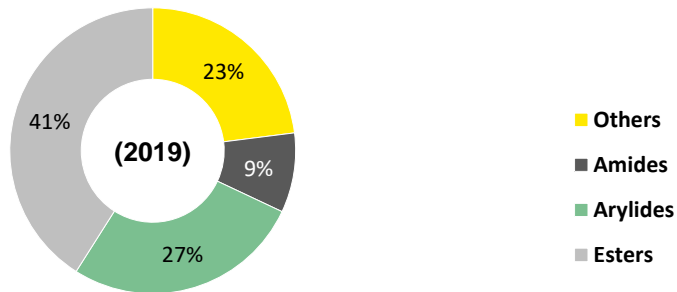


*LOIL's products address a part of this \$23.5 Bn market (~\$3.5 Bn TAM)

India Market growth

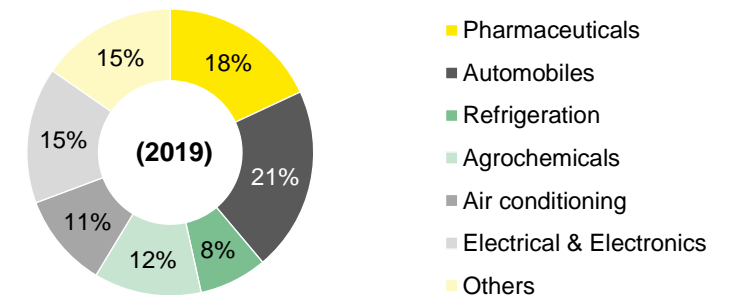


Diketene & derivatives – Split by type



- North America and Europe make ~50% of the total Diketene market demand
- Laxmi Organic controls 55% of Indian Diketene Market (2019)

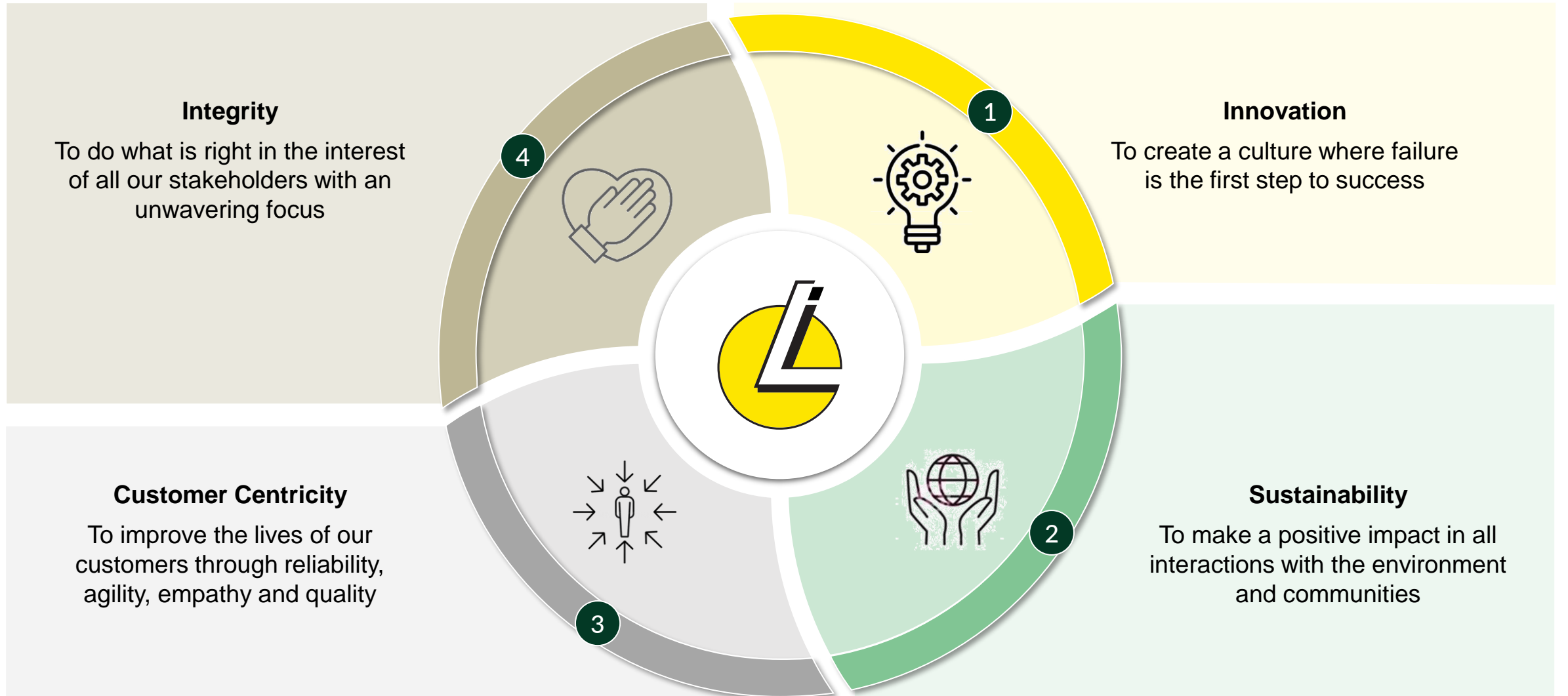
Fluorospecialties – Split by application



- North America & Europe make up ~45% of the total Fluorospecialties Market Demand
- Fluorine based intermediates growing at higher rate (6-7%), compared to other segments (3-4%)

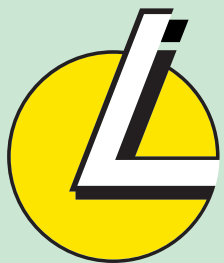


Living Our Values to Deliver our Ambitions





Business Updates



Business Update –Lote

Project Update

- Cost to complete – INR 550 Cr
 - Project had delays and cost overrun
 - COVID restrictions, rise in freight costs and EHS
 - Invested in infrastructure & utilities for future expansions
- 50% of the land available for expansion

Timelines

- FY 24 – Complete commissioning and sampling
- FY 25 – Ramp up production

The First Wins

- Successfully qualified the first product with Miteni assets basis production norms and quality
- Qualification quantities of a new agro intermediate supplied to an Innovator company for their product launch in 2026
- Signed contract with MNC to add more technology beyond Miteni with buy-back supply agreement



Largest Ever CAPEX to consolidate market position

Leveraging...

- Shifting of supply chains (China +1)
- Growing end products markets
- Growth of Indian market

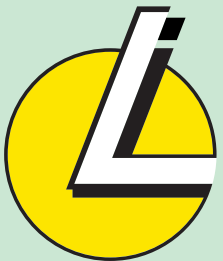
Investment at Dahej

- INR 710 Cr over the next 3 years
- Development over 20% of the available land parcel
- Support customers growth and business continuity needs
 - First customer led project signed
- Leverages economies of scale
- Product portfolio:
 - Specialties – Diketene and Ketene derivatives
 - Essentials – Esters, Anhydrides and Aldehydes derivatives





Financial Snapshot



Financial Update: Highlights Q1'24

Consol Revenue

₹ 7,375m
0% QoQ
-3% YoY

Consol EBITDA

₹ 813m
26% QoQ
-21% YoY

Consol CFO

₹ 1,717m
37% QoQ
5% YoY

ROCE*

15%
Vs 12% for FY23
*annualised RoCE

Business Unit Revenue

Essentials: 67%
(vs 65% FY23)
Specialties: 33%
(vs. 35% FY23)

Business Unit EBITDA

Essentials: 32%
(vs. 31% FY23)
Specialties: 68%
(vs. 69% FY23)

Business Unit Export

Essentials: 21%
(vs. 32% FY23)
Specialties: 51%
(vs. 51% FY23)

Specialties CM% growth
18% growth in Q1 FY'24 over
FY 23

The Profitability and cashflow has improved QoQ. YoY lower realisations in Essentials impacting profitability but YoY & QoQ volume growth is consistent.



Financial Update– Consolidated Results

Particulars (INR Mn)	Q1 FY24	Q4 FY23	QoQ (%)	Q1 FY23	YoY (%)	FY23	FY22	YoY (%)	FY21
Total Income	7,375	7,370	0%	7,587	-3%	28,087	30,991	-9%	17,730
Cost of Materials	4778	4880	-2%	4580	4%	18,552	21,256	-13%	11,743
Gross Profits	2,597	2,490	4%	3,007	-14%	9,535	9,735	-2	5,987
Gross Margin (%)	35%	34%	142bps	40%	-442bps	34%	31%	254 bps	34%
Employee Cost	347	292	19%	284	22%	1,159	1,244	-7%	929
Other Expenses	1437	1553	-7%	1698	-15%	5,810	4,665	25%	2846
EBITDA	813	645	26%	1,025	-21%	2,566	3,825	-33%	2,213
EBITDA Margin (%)	11%	9%	227bps	14%	-249bps	9%	12%	-321 bps	12%
Depreciation	210	230	-9%	136	54%	724	481	51%	465
EBIT	603	415	45%	889	-32%	1,842	3,344	-45%	1,747
EBIT Margin (%)	8%	6%	255bps	12%	-354bps	7%	11%	-423 bps	10%
Interest	46	-12	-483%	24	92%	113	155	-27%	164
PBT	557	427	30%	865	-36%	1,729	3,189	-46%	1,584
Tax	174	185	-6%	221	-21%	483	614	-21%	313.5
ETR (%)	31%	43%		26%		28%	19%		20%
PAT	383	242	58%	644	-41%	1,246	2,575	-52%	1,271
EPS	1.44	0.92	57%	2.44	-41%	4.70	9.76	-52%	5.58





Thank You!

For further information, please contact:

Kruti Patel

kruti@GoIndiaadvisors.com

M:+91 8108933441

Aniket Hirpara

investors@laxmi.com

M:+91 7666830913



LAXMI ORGANIC INDUSTRIES LTD