

9<sup>th</sup> February, 2021

То,	То,
BSE Limited,	The Manager,
25, P. J. Towers,	Listing Department,
Dalal Street,	National Stock Exchange of India Ltd.,
Mumbai – 400 001	Exchange Plaza, Bandra Kurla Complex,
Ref: Company Scrip Code: 532834	Bandra (East), Mumbai- 400051
	Ref: Symbol: CAMLINFINE    Series: EQ

### Sub: Intimation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - ("SEBI LODR")

This is in continuation to our disclosure dated February 2, 2021 in relation to the conference call with various domestic and international investors and analysts organized by Nirmal Bang Institutional Equities to discuss the financial results of the Company for the quarter ended December 31, 2020 (Q3) on February 9, 2021, please find enclosed herewith the earnings presentation made for the aforesaid call.

It is clarified that the presentation and the information contained therein does not constitute or form part of an invitation or solicitation to offer to purchase or subscribe to any securities of the Company in any jurisdiction. This presentation has been prepared for information purposes only. The information contained in the earnings presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment.

We request you to take the above on record and the same be treated as compliance under the applicable Regulations of SEBI LODR.

Thanking You, Encl.: a/a. For **Camlin Fine Sciences Limited** 

Mandar Godbole Company Secretary & Compliance Officer

Registered Office: Camlin Fine Sciences Ltd. F/11-12, WICEL, Opp. SEEPZ, Central Road, Andheri East, Mumbai 400 093, India. CIN: L74100MH1993PLC075361 | ISO 22000 Certified Company







Bringing science to everyday life

### EARNINGS PRESENTATION

9M / Q3-FY2I

# Snapshot



One of the few vertically and backward integrated players	Leading Manufacturers of Antioxidants in the world with more than 30 years of experience	3 <sup>rd</sup> largest producer of Vanillin in the world
Serving more than 80 countries with over 100 products	Preferred Partner for manufacturing customized products	Strategic move to start blends which have higher margins
5 Manufacturing Facilities, 2 R&D Centres and 5 Application Labs	Global expertise, local solutions	Strong management team with experienced industry professionals

## About the Company

- In 2006, Camlin Fine Sciences Limited (CFS) was formed after de-merging (mirror shareholding) the fine chemical business from Camlin Ltd.
- The Company has over 30 years of experience providing innovative solutions with a competitive advantage in fine sciences.
- CFS is a vertically integrated company, engaged in research, development, manufacturing, commercializing and marketing of specialty chemicals and blends, which are used in a wide array of sectors.

#### Food, feed, animal and pet nutrition

Pharma

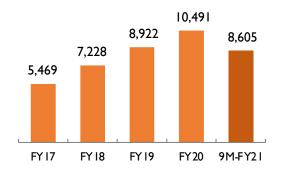
Petro Chemicals

#### **Polymers**

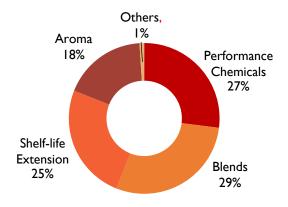
Flavours & Fragrance Agro Chemicals Dyes and Pigments Bio Diesel

- CFS categorizes their business into 3 different verticals based on their product portfolio, namely: Shelf-Life Solutions (which include anti-oxidants, its blends and additives), Performance chemicals and Aroma Chemicals.
- CFS has subsidiaries in Mexico, North America, China, Europe and Brazil serving in more than 80 countries with more than 100 products and over 1,000 satisfied customers.
- CFS markets its products in Europe, Asia Pacific (including India), North Africa, Middle East, South, Central and North America.

#### Total Operational Revenue (INR Mn)



9M-FY2I Operational Revenue Breakup





Camling Fine Sciences



### 9M / Q3-FY21 FINANCIAL OVERVIEW



<b>Q3-FY2I F</b> i	<b>Q3-FY21 Financial Highlights (Standalone):</b>			ancial Highlights (	Consolidated):
INR 1,636 Mn	<b>INR 179 Mn</b>	<b>10.94%</b>	<b>INR 2,979 Mn</b>	INR 468 Mn	<b>15.71%</b>
Total Revenue	EBITDA	EBITDA Margin	Total Revenue	Ebitda	EBITDA Margin
INR 203 Mn	INR 34 Mn	<b>2.08</b> %	<b>INR 487 Mn</b>	INR 194 Mn	<b>6.51%</b>
Adjusted EBITDA	PAT	PAT Margin	Adjusted EBITDA	PAT	PAT Margin
<u>9M-FY2I F</u>	inancial Highlight	<u>s (Standalone):</u>	<u>9M-FY21 Fin</u>	(Consolidated):	
INR 4,316 Mn	INR 412 Mn	<b>9.55%</b>	<b>INR 8,605 Mn</b>	INR 1,315 Mn	<b>15.28%</b>
Total Revenue	Ebitda	EBITDA Margin	Total Revenue	EBITDA	EBITDA Margin
INR 510 Mn	INR 61 Mn	<b>I.41%</b>	INR 1,455 Mn	INR 496 Mn	<b>5.76%</b>
Adjusted EBITDA	PAT	PAT Margin	Adjusted EBITDA	PAT	PAT Margin

#### **Operational Highlights (Standalone and Consolidated)**

- Robust revenue growth of 16% QoQ and 9% YoY with the opening up of economies post COVID restrictions
- Other expenses include foreign exchange loss of INR 24.57m and INR 19.29m in standalone and consolidated financials respectively, for last quarter, the figures were INR 73.21 million and INR 88.52 million, while in the corresponding quarter last year, these figures were Nil
- QoQ increase in other expenses by INR 73.34m and depreciation by INR 39.78m is on account of expenditure of entire quarter of Dahej Di-phenol commercial production
- Dahej Di-phenol plant has achieved 55% capacity utilization in December 2020 and expected to achieve optimum utilization by the end of the financial year

\* EBITDA after adjusting Foreign Exchange Fluctuation Gain/ (Loss)

## Q3-FY21 Standalone Income Statement (Ind-AS)



Income Statement (Mn)	Q3-FY21	Q3-FY20	Y-0-Y	Q2-FY21	Q-0-Q
Operational Revenue	1,636	1,532	6.8%	1,468	11.4%
Total Expenses	1,457	1,392	4.7%	١,397	4.3%
Operational EBITDA	179	140	27.9%	71	152.1%
Operational EBITDA Margins (%)	10.94%	9.14%	180 Bps	4.84%	610 Bps
Adjusted EBITDA*	203	141	44.0%	144	41.0%
Adjusted EBITDA Margins (%)	12.41%	9.20%	321 Bps	9.81%	260 Bps
Other Income	14	28	(50.0)%	13	7.7%
Depreciation	63	26	142.3%	34	85.3%
Finance Cost	81	69	17.4%	59	37.3%
Exceptional Items	-	-	_	-	-
РВТ	49	73	<b>(32.9</b> )%	(9)	NA
Tax	15	26	(42.3)%	I	NA
Profit After tax	34	47	(27.7)%	(10)	NA
PAT Margins (%)	2.08%	3.07%	(99) Bps	NA	NA
Other Comprehensive Income	(1)	(3)	NA	(1)	NA
Total Comprehensive Income	33	44	(25.0)%	(11)	NA
Diluted EPS (INR)	0.25	0.39	(35.9)%	(0.08)	NA

\* EBITDA after adjusting Foreign Exchange Fluctuation Gain/ (Loss)



## 9M-FY21 Standalone Income Statement (Ind-AS)



Income Statement (Mn)	9M-FY21	9M-FY20	Y-o-Y
Operational Revenue	4,316	4,402	(2.0)%
Total Expenses	3,904	3,945	(1.0)%
Operational EBITDA	412	457	(9.8)%
Operational EBITDA Margins (%)	9.55%	10.38%	(83) Bps
Adjusted EBITDA*	510	457	11.6%
Adjusted EBITDA Margins (%)	11.82%	10.38%	144 Bps
Other Income	37	84	(56.0)%
Depreciation	127	82	54.9%
Finance Cost	226	213	6.1%
Impairment loss (exceptional item)	(5)	(31)	NA
РВТ	91	215	(57.7)%
Tax	30	73	(58.9)%
Profit After tax	61	142	(57.0)%
PAT Margins (%)	1.41%	3.23%	(182) Bps
Other Comprehensive Income	(1)	(7)	NA
Total Comprehensive Income	60	135	(55.6)%
Diluted EPS (INR)	0.46	1.17	(60.7)%

\* EBITDA after adjusting Foreign Exchange Fluctuation Gain/ (Loss)

# Q3-FY21 Consolidated Income Statement (Ind-AS)



Income Statement (INR Mn)	Q3-FY2I	Q3-FY20	Y-0-Y	Q2-FY21	Q-0-Q
Operational Revenue	2,979	2,739	8.8%	2,568	16.0%
Total Expenses	2,511	2,444	2.7%	2,232	12.5%
Operational EBITDA	468	295	<b>58.6</b> %	336	39.3%
Operational EBITDA Margins (%)	15.71%	10.77%	494 Bps	13.08%	263 Bps
Adjusted EBITDA*	487	296	<b>64.5</b> %	425	(85.41)%
Adjusted EBITDA Margins (%)	16.35%	10.81%	554 Bps	16.55%	(20) Bps
Other Income	11	7	57.1%	١3	(15.4)%
Depreciation	134	84	59.5%	96	39.6%
Finance Cost	67	75	(10.7)%	81	(17.3)%
Share of profit/ loss of associate	-	-	-	-	-
РВТ	278	143	<b>94.4</b> %	172	61.6%
Тах	84	105	(20.0)%	75	12.0%
Profit After Tax	194	38	410.5%	97	100.0%
PAT Margins (%)	6.51%	1.39%	512 Bps	3.78%	273 Bps
Other Comprehensive Income	116	24	NA	42	NA
Total Comprehensive Income	310	62	NA	139	NA
Diluted EPS (INR)	1.15	0.42	NA	0.46	NA

\* EBITDA after adjusting Foreign Exchange Fluctuation Gain/ (Loss)

# 9M-FY2I Consolidated Income Statement (Ind-AS)



Income Statement (Mn)	9M-FY21	9M-FY20	Y-0-Y
Operational Revenue	8,605	7,563	<b>I 3.8</b> %
Total Expenses	7,290	6,606	10.4%
Operational EBITDA	1,315	957	37.4%
Operational EBITDA Margins (%)	15.28%	12.65%	263 Bps
Adjusted EBITDA*	I,455	964	<b>50.9</b> %
Adjusted EBITDA Margins (%)	16.91%	12.75%	416 Bps
Other Income	29	14	NA
Depreciation	325	237	37.1%
Finance Cost	254	279	(9.0)%
Share of Profit/loss of associates	_		-
РВТ	765	455	<b>68.</b> 1%
Tax	269	177	52.0%
Profit After tax	496	278	<b>78.4</b> %
PAT Margins (%)	5.76%	3.68%	208 Bps
Other Comprehensive Income	205	(32)	NA
Total Comprehensive Income	701	246	NA
Diluted EPS (INR)	2.73	2.28	19.7%

\* EBITDA after adjusting Foreign Exchange Fluctuation Gain/ (Loss)

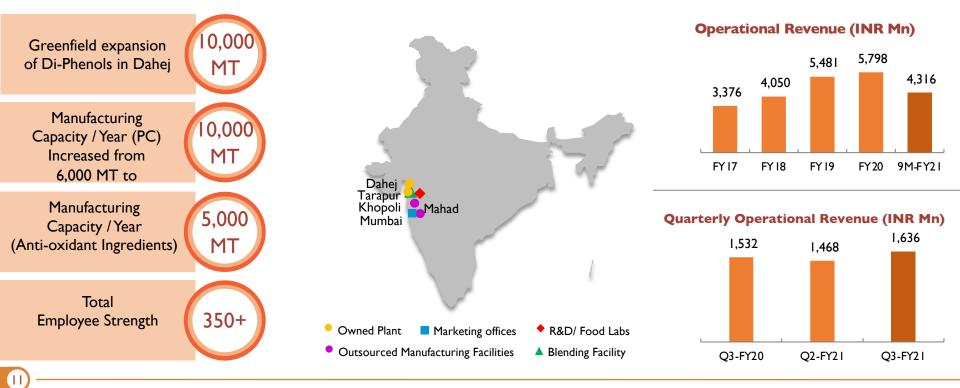


### COUNTRY OVERVIEW

### **CFS** India



- R&D Centre at Tarapur that has developed many new Diphenol-downstream products
- Shelf Life Solutions Development, Testing and Applications Lab at Mumbai that works on testing food formulations and blends for the food, pet food and animal nutrition industries
- Provides technical expertise and support for shelf life solutions and aroma ingredients to the various laboratories of CFS located globally



### **CFS** Mexico



- Acquire 65% stake in Dresen Quimica SAPI De CV, Mexico in May 2016
- Primarily manufactures Blends and Additives
- Key customer segments: Oil, Poultry, Diary, Rendering, Aqua, Pet food, Swine, Vitamin Pre-mix
- Total Market size is ~USD 200 Mn and CFS Mexico enjoys an overall market share of ~15% giving enough growth opportunities
- CFS Antioxidantes De Mexico S.A.de C.V, the holding company has been reversed merged with effect from February 1, 2019 into Dresen Quimica S.A.P.I de C.V, Mexico
  Operational Revenue (INR Mn)



### **CFS** Europe

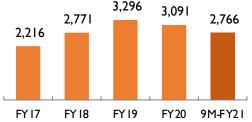
### **Performance Chemicals**

- Acquired the manufacturing facility at Ravenna, Italy in 2011, which provides captive requirements of key raw materials i.e. Hydroquinone • and Catechol
- Capacity utilization achieved at 95% in FY19 ٠
- Considerable growth in EBITDA Margins & Profits due to favourable prices and better yields •

### Shelf Life Solutions

- Application lab commenced in October 2018 ٠
- The Blending plant was commissioned in March 2019 ٠
- Dedicated Sales team being appointed to cover the entire European market ٠
- **On-boarded 5 customers**

#### **Operational Revenue (INR Mn)**



951

Q2-FY21

697

Q3-FY21



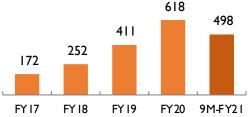


### **CFS Brazil**

### Shelf Life Solutions

- Formed in 2013 for Blends and the production started in 2015
- Has an application lab in Indaiatuba Brazil for customizing blends for Shelf-life Extension Solutions. ٠
- Handles distribution of bulk antioxidants and vanillin. ٠
- Key customer segments: Oil, Poultry, Diary, Rendering, Aqua, Pet food, Swine, Vitamin Pre-mix and Bio Diesel ٠
- Dedicated facility for animal feed and pet food additives. ٠
- Revenue will continue to grow due to launch of new products in animal nutrition and ٠ better penetration of markets

#### **Operational Revenue (INR Mn)**







# **CFS** Wanglong

- CFS along with CFS Europe acquired 51% stake in Ningbo Wanglong Flavours in 2017 which had an operational plant since 2011
- This acquisition makes CFS the 3<sup>rd</sup> largest producer of Vanillin
- Located in Grade I Industrial zone in the city of Yuyao Zhejiang Province, China.
- It manufactures Vanillin through a dedicated manufacturing facility which started at the end of Q2-FY18
- With capacity expansion of Guaiacol in India, we are covered for 100% of primary raw material
- Establishing a distribution network across the globe



#### **Operational Revenue (INR Mn)**



# **CFS North America**

#### Shelf Life Solutions

Formed in October 2015 as a wholly owned subsidiary

#### Market focus

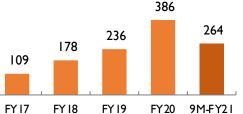
16

- **Food** Bulk oils (synthetic antioxidants), Meat & poultry (natural antioxidants) •
- **Pet food** Rendering for pet food (natural antioxidants), Rendering for animal feed (synthetic antioxidants) ٠
- **Animal feed** Antioxidants, Mould Inhibitors, Gut Health Probiotics, Others •
- Has launched new products in natural anti-oxidants and animal nutrition ٠
- Built a strong diversified portfolio of 40+ products ٠





#### **Operational Revenue (INR Mn)**





### HISTORICAL FINANCIAL OVERVIEW

### Historical Standalone Income Statement



Particulars (INR Mn)	FY18	FY19	FY20	9M-FY21
Operational Income	4,050	5,481	5,798	4,316
Total Expenses	3,996	5,182	5,201	3,904
EBITDA	54	299	597	412
EBITDA Margin	1.33%	5.46%	10.30%	9.55%
Depreciation	91	91	113	127
Finance Cost	236	203	281	226
Other Income	92	137	241	37
Exceptional Items	-	-	31	(5)
РВТ	(181)	142	413	91
Tax	(39)	35	106	30
Profit After Tax	(142)	107	307	61
PAT Margin	NA	1.95%	5.29%	1.41%
Other Comprehensive Income	I	(3)	(3)	(1)
Total Comprehensive Income	(141)	104	304	60
Diluted EPS (INR per share)	(1.63)	0.88	2.53	0.46

### Standalone Balance Sheet



Particulars (INR Mn)	FY19	FY20	HI-FY2I	Particulars (INR Mn)	FY19	FY20	HI-FY2I
EQUITY	3,474	3,768	4,367	Non-Current Assets	2,733	3,802	3,812
a) Equity Share Capital	121	121	121	a) Property, Plant and Equipment	789	686	2,419
b) Other Equity	3,353	3,647	4,246	b) Capital Work In Progress	523	1,742	65
c) Non-Controlling Interest	-	-	-	c) Right-Of-Use Assets	-	246	235
	1,149	1,240	1,267	d) Investment Property	21	21	21
Non-Current Liabilities	1,177	1,240	1,207	e) Other Intangible Assets	6	4	243
				f) Intangible Assets under Development	161	240	-
Financial Liabilities				g) Financial Assets			
a) Borrowings	,	1,130	1,156	(i) Investments	657	740	735
b) Lease Liabilities	-	50	45	(ii) Loans	288	36	31
c) Provisions	24	28	28	(iii) Other Financial Assets		-	2
d) Deferred Tax Liabilities (Net)	-	21	29	h) Deferred tax assets (Net)	12	-	-
e) Other Non-Current Liabilities	14	11	9	i) Income Tax Assets	36	33	35
Current Liabilities	3,187	3,905	4,329	j) Other Non-Current assets	240	54	26
a) Financial Liabilities	5,107	3,703	1,027	Current Assets	5,075	5,112	6,151
· ·	1 000	2 104	2 220	a) Inventories	1,093	972	1,424
(i) Borrowings	1,990	2,184	2,229	b) Financial Assets			
(ii) Trade Payables	1,059	1,330	1,718	(i) Investments	33	-	-
(iii) Other Financial Liabilities	115	250	265	(ii) Trade Receivables	2,619	3,235	3,271
(iv) Lease Liabilities	-	10	10	(iii) Cash and Cash Equivalents	189	7	365
b) Other Current Liabilities	15	61	66	(iv) Other Bank balances	502	124	323
c) Provisions	3	4	12	(v) Loans	159	301	300
d) Current Tax Liabilities (Net)	3	66	29	(vi) Other financial assets	221	235	203
			27	c) Other Current Assets	259	237	265
GRAND TOTAL - EQUITIES & LIABILITES	7,808	8,913	9,963	GRAND TOTAL – ASSETS	7,808	8,913	9,963

### Historical Consolidated Income Statement



PARTICULARS (INR Mn)	FY18	FY19	FY20	9M-FY21
Operational Income	7,228	8,922	10,491	8,605
Total Expenses	7,102	8,235	9,184	7,290
EBITDA	126	687	1,307	1,315
EBITDA Margin	1.74%	7.70%	12.46%	15.28%
Depreciation	267	290	328	325
Finance Cost	284	367	431	254
Other Income	116	138	34	29
Income from Associate	2	(1)	-	-
РВТ	(307)	167	582	765
Tax	(68)	137	284	269
Profit After Tax	(240)	30	298	496
PAT Margin	-	0.34%	2.84%	5.76%
Other Comprehensive Income	124	5	13	205
Total Comprehensive Income	(116)	35	311	701
Diluted EPS (INR per share)	(3.01)	0.05	2.50	2.73

### Consolidated Balance Sheet

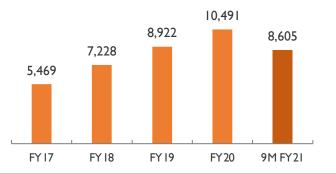


PARTICULARS (INR Mn)	FY19	FY20	HI-FY2I	PARTICULARS (INR Mn)	FY19	FY20	HI-FY2I
EQUITY	4,303	4,601	5,540	Non-Current Assets	4,143	5,591	5,576
a) Equity Share Capital	2	121	121	a) Property, Plant and Equipment	2,055	2,034	3,738
b) Other Equity	3,588	3,910	4,769	b) Capital Work In Progress	573	1,761	117
, .,			-	c) Right-Of-Use Assets	-	338	325
c) Non-Controlling Interest	594	570	650	d) Investment Property	21	21	21
LIABILITIES				e) Goodwill	444	444	444
Non-Current Liabilities	1,961	2,261	2,427	f) Intangible Assets	205	221	243
Financial Liabilities				g) Intangible Assets under Development	17	27	-
	1,936	2,115	2 201	h) Investment in Associate	I	<u> </u>	I
a) Borrowings	1,730		2,281	i) Financial Assets			
b) Lease Liabilities	-	97	90	(i) Investments	71	72	71
c) Provisions	24	28	27	(ii) Loans	111	123	128
d) Deferred Tax Liabilities (Net)	I	21	29	(iii) Other Financial Assets	0	0	2
Current Liabilities	4,604	5,478	5,089	j) Deferred tax assets (Net)	412	407	359
	-,00-	3,470	3,007	k) Income Tax Assets	74	66	80
a) Financial Liabilities				I) Other Non-Current assets	159	76	47
(i) Borrowings	2,443	2,781	2,602	Current Assets	6,725	6,749	7,480
(ii) Trade Payables	1,646	1,737	1,425	a) Inventories	2,854	2,981	3,167
(iii) Lease liabilities	-	33	35	b) Financial Assets			
(iii) Other Financial Liabilities	366	672	712	(i) Investments	33	-	-
				(ii) Trade Receivables	2,093	2,528	2,117
b)Other Current Liabilities	73	110	195	(iii) Cash and Cash Equivalents	532	524	1,222
c) Provisions	71	79	91	(iv) Other Bank balances	502	124	323
d)Current Tax Liabilities (Net)	5	66	29	(v) Loans	31		10
GRAND TOTAL - EQUITIES &				(vi) Other financial assets	108	117	108
LIABILITES	10,868	12,340	13,057	c) Other Current Assets	572	464	533
				<b>GRAND TOTAL – ASSETS</b>	10,868	12,340	13,056

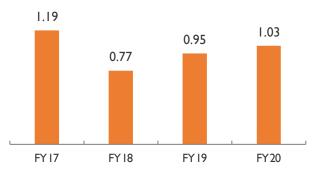


### Consolidated Financial Highlights

#### **Operational Revenue (INR Mn)**



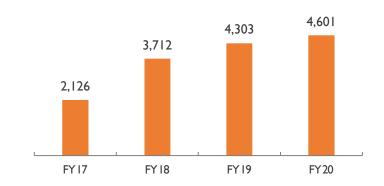
**Net Debt to Equity** 



EBITDA (INR Mn) & EBITDA Margin (%)

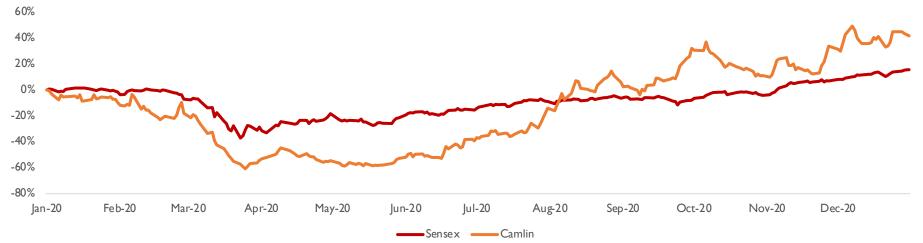






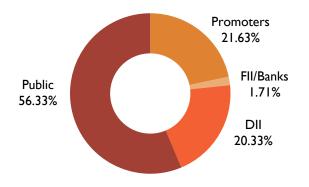
### Capital Markets





Price Data (31 <sup>st</sup> December, 2020)	INR
Face Value	1.0
Market Price	122.4
52 Week H/L	133.7/33.4
Market Cap (Mn)	15,596.2
Equity Shares Outstanding (Mn)	127.5
I Year Avg Trading Volume ('000)	703.6

Shareholding Pattern as on 31<sup>st</sup> December, 2020



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#### For further details, please feel free to contact our Investor Relations Representatives:

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