GHCL

April 26, 2019

बैसाख -कृष्णपक्ष सप्तर्म विक्रम सम्वत २०७६

National Stock Exchange of India Limited

"Exchange Plaza" Bandra – Kurla Complex, Bandra (E), Mumbai – 400 051

NSE Code: GHCL

BSE Limited

Corporate Relationship Department, 1st Floor, New Trading Ring, Rotunda Building, P.J. Towers,

Dalal Street, Fort, Mumbai – 400 001

BSE Code: 500171

Dear Sir/Madam,

Subject: Investors' Presentation - Q4FY19 Business Update

As informed on April 22, 2019 that a conference call to discuss the Q4FY19 results of the company with Mr. R S Jalan, Managing Director and Mr. Raman Chopra, CFO & Executive Director (Finance) is scheduled to be held on **Friday, April 26, 2019 at 4.00 PM (IST)**. In this regard, copy of the financials and other business details for Q4FY19 (i.e. Business Update), which is going to be circulated for the scheduled investors' conference, is enclosed herewith for your reference & record.

You are requested to kindly acknowledge the receipt and please also take suitable action for dissemination of this information through your website at the earliest. In case you need any other information, please let us inform.

Thanking you

Yours truly

For GHCL Limited

Manoj Kumar Ishwar

Sr. Manager (Secretarial)







Safe Harbour



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Agenda



Quarterly & **Annual** Update

Company Overview

Inorganic Chemicals Segment

Textiles Segment

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Management Address

- R. S. Jalan, MD, GHCL

"Adhering to core business strategies with conviction and continuous focus on optimizing Internal Business Environment leads to creation of moat from external factors to a great extent".

- Yet again achieved a PAT growth of 44% PAT in Q4 FY19 compared to Rs. 82 crore in Q4 FY18 with highest ever EBITDA of Rs. 241 crore in any quarter.
 - Inorganic Benefited from higher sales volumes and improved spread.
 - Textile Significant increase due to higher volumes and better realization.
- In Home Textiles, creating competitive advantage through innovative product offerings revolving around sustainability, traceability, innovation and giving back to society.
 - Launched fresh range of products under "NILE HARVEST" and "MEDITASI" in the recently concluded Market week.
- In Soda Ash, our efforts on building process efficiencies resulted in preponement Brownfield expansion leading to volume gains.
- Overall the year has been concluded on our expectations and we are confident of a better year ahead.

Key Financial Highlights - Q4 & FY19



In Rs. crore

Particulars	Q4FY19	Q4FY18	YoY	FY19	FY18	YoY
Revenue	915	726	26%	3,385	2,917	16%
EBITDA	241	185	31%	784	649	21%
EBITDA %	26.4%	25.5%	93 BPS	23.2%	22.3%	90 BPS
PBT	181	120	50%	541	415	30%
Less: Tax Expense	62	38	63%	180	133	35%
PAT	119	82	44%	361	282	28%
Add: Tax Credit(One Time)					82	
PAT	119	82	44%	361	364	(1%)

-----Key Financial Ratios** -----



*Note:- Revenue Figures are considered net off Excise/GST impact of 51 Cr. In Q1FY18.

^{**} Based on trailing 12 month average

Inorganic Segment Highlights - Q4 & FY19



Particulars	Q4FY19	Q4FY18	YoY	FY19	FY18	YoY
Production (Lac MT)	2.59	2.43	6%	9.72	9.37	4 %
Sales (Lac MT)	2.57	2.41	7 %	9.33	9.04	3%
Revenue (Rs. Crores)*	607	507	20%	2,182	1,872	17%
EBITDA (Rs. Crores)	212	173	23%	672	600	12%
EBITDA %	35%	34%	1%	30.8%	32.1%	(130 BPS)
EBITDA % (Excluding Trading)	40%	37%	3%	34.3%	34.0%	30 BPS

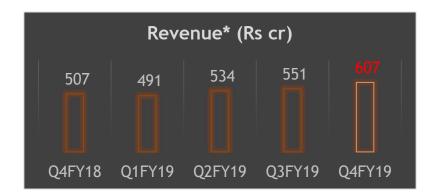
- > Production increased by 16,000 MT in quarter due to preponement of brownfield expansion.
- Revenue growth 20% for the quarter and 17% for the year, mainly driven by higher realization, volume growth and higher trading sales.
- > EBITDA growth by 23% compared to Q4 FY18 primarily due to volume growth and improvement in pricing over cost.
- > EBITDA per ton has improved both on Q-o-Q and Y-o-Y basis for the quarter and on year basis.

Full Benefit of Brownfield to ensue in coming year.



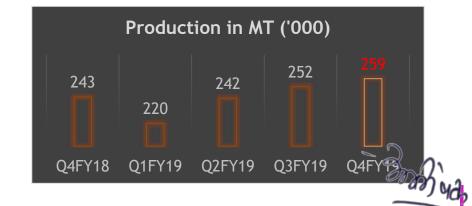
Financial Performance - Inorganic Chemicals (Quarterly)











Textiles Segment Highlights - Q4 & FY19



Particulars	Q4FY19	Q4FY18	YoY	FY19	FY18	QoQ
Revenue (Rs. Crores)*	308	219	41%	1,202	1,046	15%
EBITDA (Rs. Crores)	29	12	134%	112	49	129%
EBITDA %	9.4%	5.7%	3.8%	9.3%	4.7%	4.6%

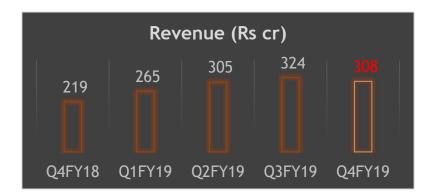
- Revenue increased by 41% as compared to Q4FY18, which is due to volume growth coupled with better pricing and favorable dollar rate.
- **EBITDA Growth** Due to reorganization of customer mix and better volumes in Home Textile.
- **EBITDA Margins** 380BPS higher compared to Q4FY18 through operating efficiencies and customer reorganization.
- Yarn demand is expected to remain stable, Increase in cotton prices are sharper than yarn realization impacting spread between Yarn and Cotton prices during the quarter.
- > Overall positive outlook with gradual growth is expected in both revenue and improvement in Margins.

3000 Mdn

Emerging as an innovative textile player enabling sustainable growth in revenue and margins.

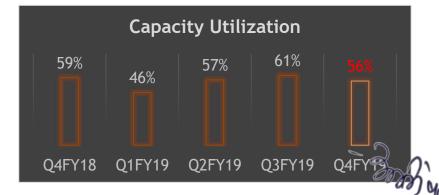
Quarterly Performance - Textile Segment











*Note :- Revenue Figures are considered net off Excise/GST impact.

Profit & loss Statement



Rs. In Crores

Particulars	Q4FY19	Q4FY18	YoY	FY19	FY18	YoY
Sales*	915	726	26%	3,385	2,917	16%
Operating Expenses	673	541	24%	2,601	2,268	15%
EBITDA	241	185	31%	784	649	21%
EBITDA Margin	26.4%	25.2%	93 BPS	23.2%	22.3%	90 BPS
Depreciation	30	34	(11%)	116	109	6%
EBIT	211	151	40%	667	540	24%
Interest	30	31	(1%)	126	125	2%
Profit Before Tax	181	120	50%	541	415	30%
Regular Tax	62	38	63%	180	133	35%
Profit After Regular Tax	119	82	44%	361	282	28%
One Time tax credit					82	
Profit after tax	119	82	44%	361	364	(1%)

^{*} Sales figures are considered net off Excise/GST impact.



Balance Sheet



Particulars	31 st Mar 2019	31 st Mar 2018
Non Current Assets (A)	2,821	2,619
Current Assets (a)	1,174	1,006
Current Liabilities (b)	491	488
Working Capital (B) = (a) - (b)	682	518
Capital Employed (A)+(B)	3,503	3,137
Net Worth (C)	1,952	1,622
Deferred Tax & Others (D)	259	201
Long Term Debt (c)	701	744
Short Term Debt (d)	399	400
Current Maturities due in a year (e)	192	169
Total Debt (E) = (c) + (d) + (e)	1,292	1,314
Capital Employed (C) + (D) + (E)	3,503	3,137



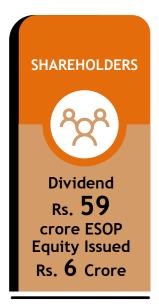


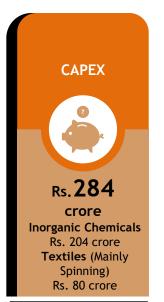
Growth with Debt Reduction - Efficient Capital Allocation











Generated Cash Profits (net of Tax) of Rs. 537 crore





Business Environment and Key Advantages















Strong domestic growth in both Glass & Detergents, with firm pricing

Staggered capacity addition by peers, however may result in some oversupply in FY20.

Full benefit of brownfield expansions to ensue in FY20.

Expertise in cotton procurement for GHCL

Focused Marketing based on the philosophy of Traceability, sustainability, innovation & Giving back to society a differentiator e.g. Rekoop, Cirkularity, etc.

Gradual demand recovery in the global markets and expansion in clientele for GHCL

Stabilizing the new and expanded product range

Expected to grow business by 30%-40%



Textiles: Innovative offering





Ultimately it all comes back

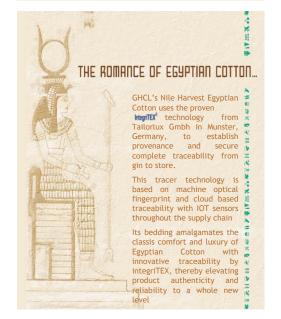
CIRKULARITY

Join the Dots



Cirkularity is a range of bedding from GHCL that supports the Circular Economy and centers around 'Reduce, Reuse and Recycle'







Sleep - Peaceful, rejuvenating, therapeutic, sleep - the best meditation according to Dalai Lama XIV.

We have been working on combining the goodness of sleep with the health and wellness benefits of specific sustainable fibres, special infused yarns, select weaves and finishes.

Your wellness is paramount importance to us and has spurred us to create **Meditasi**- the Malay word for meditation.

Indulge, Be well, Stay healthy.

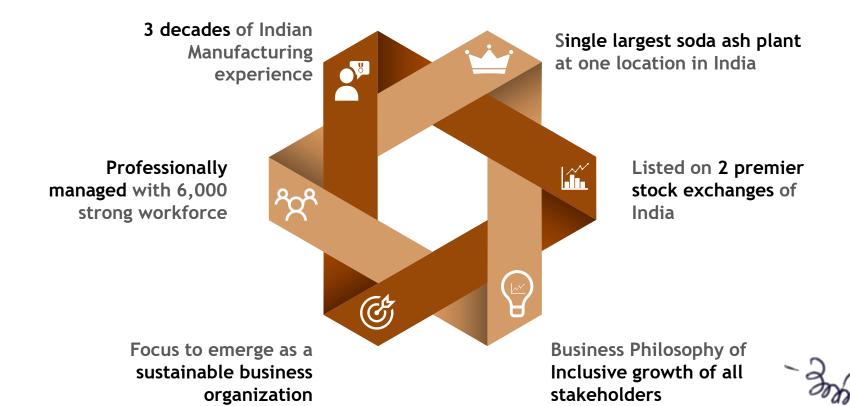
GHCL's innovative

"health and wellness"
bedding collection



GHCL Overview





Core Business Segment Presence





Inorganic Chemicals (65 %*) Margin leadership in the

industry

- > Among top 3 soda ash players.
 - Catering 1/4th of Indian soda ash demand
 - Margin leader in the industry; with highest capacity utilization of +95%
- Sodium Bicarbonate of 0.60 Lakh MT
- Strong FMCG presence in South India with edible salt, Honey & Spices
 - Expanding market reach by adding new geographies and product basket

- > Spinning
 - 1,85,712 Spindles
 - o 3,320 Rotors
 - o 5,760 TFO Drums
 - 5 Air jet Spinning Machine
- Weaving
 - 12 mn meters pa
- > Processing
 - o 45 mn meters pa
- > Finished Product
 - o 30 mn meters pa



Textiles
Segment
(35 %*) Presence
across the
value
chain



Company's strong core comes from Pre-eminent Professionals





RS Jalan Managing Director

- Unique leadership style with endeared managerial abilities drives all businesses alike
- **Oualified Chartered** Accountant, profess deep business understanding and excellent analytical skills.



Raman Chopra **CFO & Executive** Director

- Spearheading GHCL's Finance and IT functions
- **Oualified Chartered** Accountant with sharp financial acumen, negotiation skills and a great passion for technological advancements and specialization in Greenfield expansion



NN Radia President & COO. Soda Ash

- Associated with the Company since 1986
- Bachelor in mechanical engineering
- Strong technical expertise alongwith people management.



Sunil Bhatnagar President Marketing. Soda Ash

- Associated with the Company for over 22 years
- Degree in law and diploma in management



Manu Kapur President & CEO. **Home Textiles**

- Industry veteran with more than 2 decades experience
- His vast experience in Home Textiles Sourcing in previous assignments with Ikea and J C Penny



M. Sivabalasubramanian CEO, Spinning

- Vast experience in cotton procurement and manufacturing operations
- Bachelor in textile engineering



Business philosophy going forward



Robust & Profitable Growth

 To grow profits at CAGR 20% on a long term horizon

Focus on Value Systems

 To create a value systems that defines our Culture

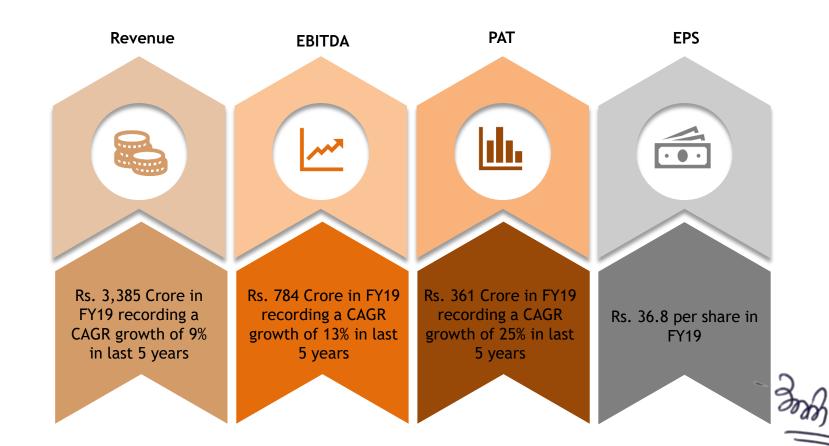
Sustainable Inclusive Growth





Robust & Profitable growth...





Core values at forefront...



Respect



Thoughtful and show regards for another person.

Trust



Confidence in each others capabilities and intentions.

Ownership



Take Responsibilities of own decisions and actions.

Integrated team Work



Each person to work towards larger group objectives.

GHCL is an unique work place which is dotted with its Core Values, defining its culture. Every employee in the company is expected to imbibe its Core Values and interact within the business ecosystem with all its stakeholders accordingly.

Here we have established the link for performance appraisals of every employee with core value surveys conducted twice a year.

In FY2018, More than 500 employees are beneficiaries and rewarded for core values.

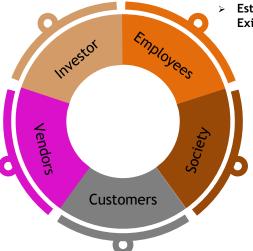
Inclusive growth of stakeholders



- > 7x growth in market capitalisation in last 5 years. (Rs. 341 Cr. in FY 14 to Rs. 2,413 Cr. in FY 19).
- Higher shareholders payouts (Rs. 30 Cr in FY 14 to Rs. 59 Cr during FY 19).
- > Announced Dividend policy (15%-20% of PAT).

- Encouraging Strategic partnerships for sustainable product development,
 Process improvement and Quality focus.
- Regular interactions through vendor meets.
- Implementing Vendor Portal for smooth workflow.

- > Implemented Pay for Performance and Pay for Behaviour.
- Wide Allotment of ESOP's till middle management.
- > 360 Core value propagation across organisation.
- Participative culture through platforms such as Disha, Incarnation, Milap, Committees.
- Established Various employee friendly polices like Leave, Exigency support, Vikas

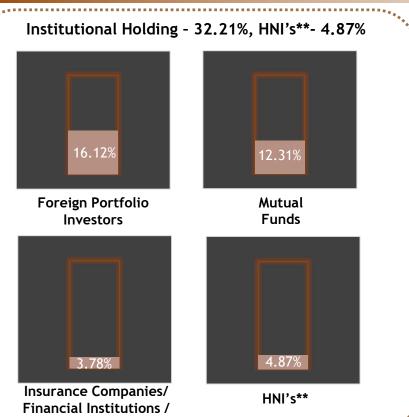


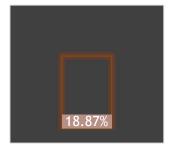
- > Touching more than a million lives through our CSR initiatives.
- Spent Rs. 25.88 Cr (FY 18 Rs.22 Cr.) during the year with other partners.
 - > (GHCL Spent Rs.9.1 Cr)
- Prime focus on Education n vocational training, Health, animal husbandry and livelihood.
- > One of largest taxpayer in Gujarat.
- Regular Distributors / Customer meets for two way knowledge Sharing.
- > Complete alignment of distributors with GHCL growth objectives.
- > Conduct customer index survey (CSI) for monitoring our services.
- Feedback and complaints are promptly addressed to ensure customer satisfaction.



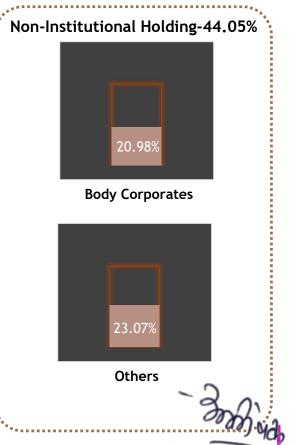
Firm Institutional & HNI's** Holding - 37.08%







Promoter & Promoter Group



Banks

^{*}As on 31st March, 2019,

^{**} HNI- Individuals holding share capital more than 1%



Commanding a leadership in manufacturing of Soda Ash



+95%

1.10 MnMT

Margin leadership

+30%*

Capacity utilization; Highest in industry Soda ash capacity; 25% market share of domestic demand

Captive sources of raw material

EBITDA Margins; consistent high margins

Captive sources of raw materials

- Captive control on fuel (largest cost component)
 - o Only company having its own lignite mines
- Innovatively replaced imported met coke with in-house developed briquette coke
- > Other captive raw materials salt and limestone
 - All limestone mines located within 40 km distance from the plant

Captive Consumption





























Key Differentiators



Single largest Soda ash plant in India

Expertise and Specialisation of 30 years

Best in class productivity of +95%

Strategic control over key raw materials

Innovated from coke to briquette for cost optimisation

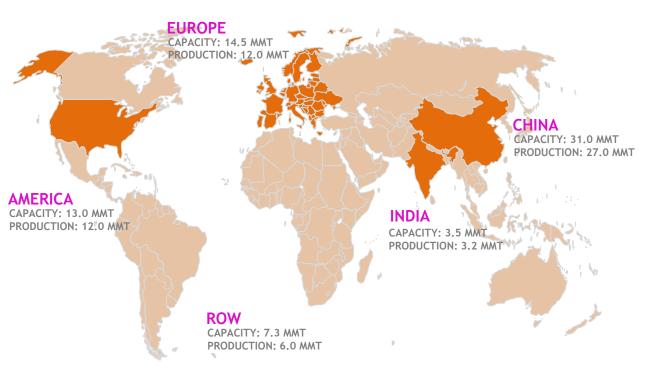
Focus on cost competitiveness with Quality circle



Global outlook on the soda ash industry



GLOBAL SIZE: CAPACITY-69 MMT, PRODUCTION-60 MMT



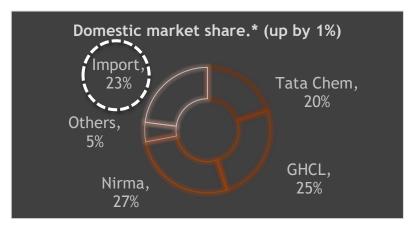
Global soda Ash market

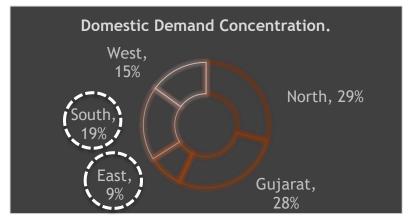
- Overall demand supply scenario remains balance.
- Lower Chinese volumes due to maintenance shut down coupled with slowdown in local demand.
- European market is reported to be growing and continues to show positive trends.
- US overall Production at normal levels, with steady domestic consumption and exports.



Soda Ash Dynamics (Domestic Industry)

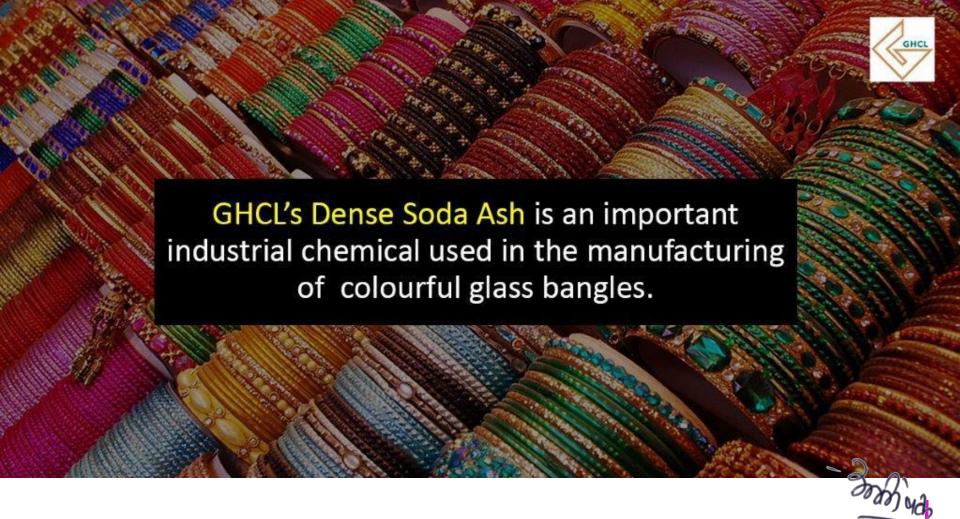






^{*} Based on External demand (Source: IMA)





Every cloth tells a story...

And we want to be the part of that story...

Our Soda Ash
is used in soaps and
detergents to improve their
cleaning properties.

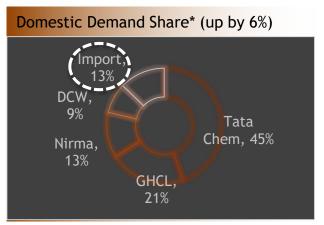


Inorganic Chemicals - Sodium Bicarbonate

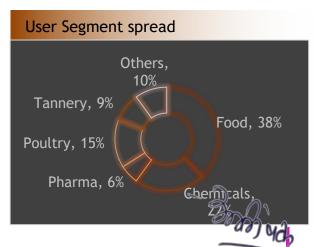




- Doubled capacity from 30,000 to 60,000 MT in December 2017, Our market share will accordingly go up from current market share of 13%
- Generally named as baking soda, bread soda, cooking soda and bicarbonate of soda
- Used in Cooking, Pharmaceuticals, Fire Extinguishers, pH balancer, and Cleaning agent
- > Specialization and experience in manufacturing of around a decade







^{*} As per company estimates

Inorganic Chemicals - Consumer Products



- Premium edible Salt Manufacturer in South India
- > Expanding product portfolio i.e. Salt, Honey, Spices and Powder Spices under the brand i-FLO.
- Ventured into the Premium Honey Category by pioneering the entry of Jujube Honey
- Under powdered spices category, Turmeric, Chilli, Coriander & Black Pepper Powder SKUs were introduced.
- Now adding complete basket of Blended spices in powder category
- > Entered into Maharashtra and Goa market.
- > Brands: Sapan & i-FLO which are well accepted among Category A stores in Major Southern cities.







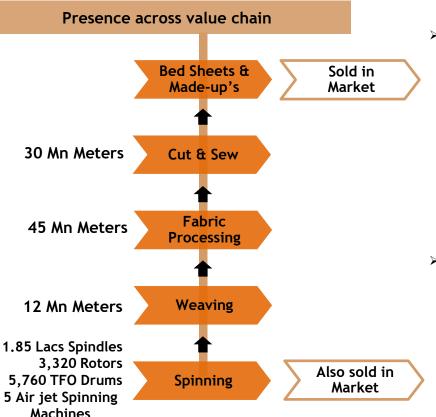






Complete Integration improving the efficiency





- Spindle capacity close to double of home textile requirement giving an opportunity to benefit from expansion of sheeting capacity
 - Spinning unit located near Madurai in Tamil Nadu
 - Yarn ranging from 16s to 32s in open end, 30s to 120s in ring spun compact counts in 100% cotton and 24s to 70s counts in blended yarns
 - 27.2 MW windmill capacity
- State-of-the-art home textiles facility at Vapi with weaving, processing and made ups
 - Best of plants and equipment sourced from Germany and Japan - Beninger, Kuster, Monforts
 - Flexibility to process both cotton and blended fabrics.



Ultimately it all comes back

Less than a tenth of all plastic produced globally is recycled. A vast majority of the rest is dumped in landfills and in the oceans.

Small plastic pieces of less than 5 mm size or micro plastics, are major ocean pollutants.

They are ingested by aquatic micro organisms which then get into food chain.

Ultimately, this plastic comes back in the food we eat.





NATURUG SOLLECTION SOLUTION

THE

Natural scoured and washed fabric, with no chemical usage in processing. Softeners used are bio enzymes.

Significant reduction in water, steam and electricity consumption Reduces environmental pollution.



COTTON LYDCELL LINEN BLEND

Made with 'more sustainable' BCI Cotton, which reduces the consumption of water, chemical fertilizers and pesticides.

Lyocell fibers, of botanic origin, derived from wood, are truly sustainable and totally biodegradable.

Linen fibers are cellulosic and are derived from the Flax plant. The fibers are completely natural and are totally biodegradable.

CRATUS

~DCOLLECTION CA

70% BCI COTTON 30% HEMP

Made using 'more sustainable' BCI Cotton, which significantly reduces

the consumption of water, chemical fertilisers and chemicals.

Hemp, a natural plant fiber, is known for its extreme strength and

durability. It is a truly sustainable fiber, which returns 60-70% of the nutrients it takes from the soil. It's cultivation requires very little water.

especially when compared with cotton.

70% SUPIMA COTTON 30% TENCEL™ LYOCELL WITH MICRO TECHNOLOGY

Uses American grown, extra long staple Supima Cotton. Supima is part of the Cotton LEADS Program, which fosters efforts in sustainable cotton production.

Twice as strong as regular cotton, Supima makes for extraordinarily resilient products.

The TENCEL™ Lyocell with micro technology fibers are derived from sustainable wood sources and are known to be super absorbant and ultra soft.



80% SUPIMA COTTON

20% LYOCELL WITH MICRO TECHNOLOGY

Uses 'more sustainable' BCI Cotton which reduces the consumption of water, chemical fertilizers and pesticides.

The Lyocell with micro technology wood based fibers are biodegradable and compostable.

Peached, for a supersoft luxurious feel.

Cool comfort | Inhibits bacterial growth

CIRKULARITY

Join the Dots

WOOD WHEEL

100% TENCEL™ X REFIBRA™ LYOCELL PERCALE

TENCEL™ x REFIBRA™ technology involves **upcycling** of post industrial cotton scraps, in addition to wood pulp.

REFIBRA** Lyocell fibers are identifiable in products due to the special technology designed to confirm fiber origin.

Supersoft | Comfortable | Inhibits bacterial growth



75% BCI COTTON TWILL 25% LYOCELL 100% BCI COTTON TWILL

Uses 'more sustainable' BCI Cotton which reduces the consumption of water, chemical fertilizers and pesticides.

Lyocell cellulosic fibers of botanic origin define a new standard of sustainability.

Supersoft touch | Excellent drape Quick wicking provides luxurious comfort Inhibits bacterial growth



60% TENCEL™ LYOCELL

40% RECYCLED POLYESTER PERCALE

TENCEL™ Lyocell fibers are derived from sustainable wood sources. These fibers are completely biodegradable and compostable.

Recycling PET helps reduce landfill space, crude oil consumption and CO2 emissions.

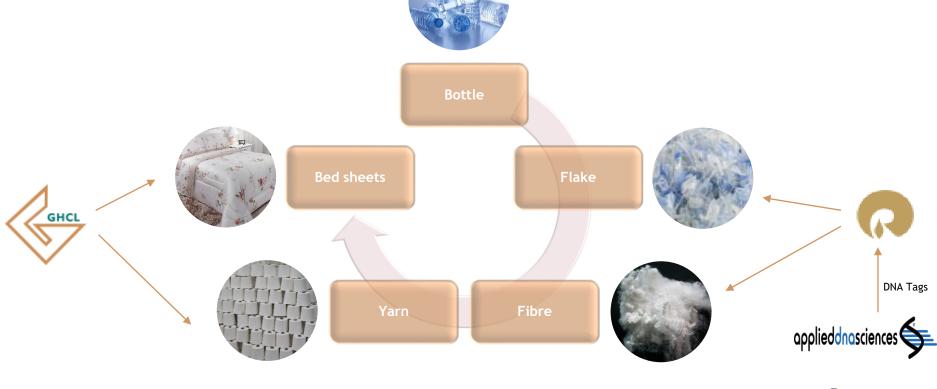
Made using VORTEX spun yarn.



Reinventing with







Patented technology developed in association with Applied DNA Sciences(ADNAS) & GHCL.

Fibre to be Manufactured and supplied by **Reliance Industries**

Manufactured and Sold by GHCL unamburded REKOOP brand

Focus on driving profitable growth



- Modular, phase-wise capex to give sustained volume growth
- Emphasis on high efficiency in operations; Price hikes whenever possible



- Expanding product portfolio and geographic footprint remains the key objective
- Cash flows redeployed towards gairing scale

Awards & Recognitions





Referred as **Great Place to work** in two consecutive years of participation Improved Ranking to **67** from 99 in last year.

Amongst top 25 ranking for manufacturing industry.











Awarded trio of Golden
Peacock awards for Corporate
Governance, Corporate social
responsibility and National
Quality









About Us



GHCL Limited was incorporated on 14th of October 1983. The company has established itself as a well-diversified group with an ascertained footprint in chemicals, textiles and consumer products segment. In chemicals, the company mainly manufactures Soda Ash (Anhydrous Sodium Carbonate) that is a major raw material for detergents & glass industries and Sodium Bicarbonate (baking soda). Its textiles operations is an integrated set up which commences right from spinning of fiber (yarn), weaving, dyeing, printing till the finished products, like sheets & duvets, take shape which are primarily exported worldwide. GHCL's Home Textiles products are predominantly exported worldwide to countries like United Kingdom, United States of America, Australia, Canada, Germany and other European Union countries as well. Consumer Products operation is another business for GHCL where it is a leader in manufacturing and selling edible salt, industrial grade salt and jujube honey in the country under the brand name of I-Flo.

At GHCL Ltd., sustainability is a core element of the business strategy as defined under the aegis of 'GHCL Way' which has four pillars i.e. Responsible Stewardship, Social Inclusiveness, Promoting Relationship and Adding Value. GHCL is committed to working closely with all stakeholders at various plant locations for promoting the agenda of sustainability underpin on GHCL Ltd. core values (Respect, Trust, Ownership and Integrated Team work).

Contact Us:

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