

# GHCL LIMITED

Q2 FY20 Investor Update - October 2019













#### Safe Harbour

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### **Management Commentary**

Commenting on the Q2 FY20 performance,

Mr. R. S. Jalan, MD said:



"We strive for judicious capital allocation. We have reduced our debt by Rs. 183 crore in the period of last six months, which will ensure Interest cost reduction going forward"

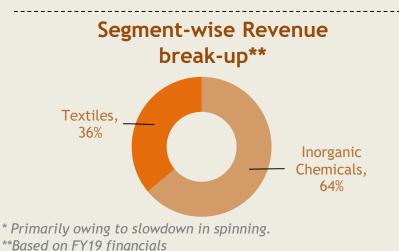
- Registered a strong PAT growth of 56% during the current quarter with Rs.122 crore from Rs.78 crore in Q2 FY19 despite of challenging economic scenario.
  - Inorganic Better margins and higher volumes compared to Q2FY19.
  - Tax Impact Rs. 22 crore due to recent tax amendments.
- Soda Ash Brownfield expansion ensured volume growth.
  - 7K MT Higher sales as compared to Q2FY19 despite week market conditions.
- In Textiles, as indicated earlier, performance remained impacted due to week spinning scenario due to sluggish exports and week domestic demand.
  - With new cotton crop to begin in Q3, we expect spinning performance to improve from Q4 onwards.
- Slowdown in user Industry is impacting Soda Ash. Lower demand growth and increased supplies are putting pressure on pricing.

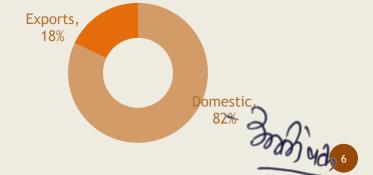




### Performance Highlights - Q2 FY20







**Domestic: Exports** 

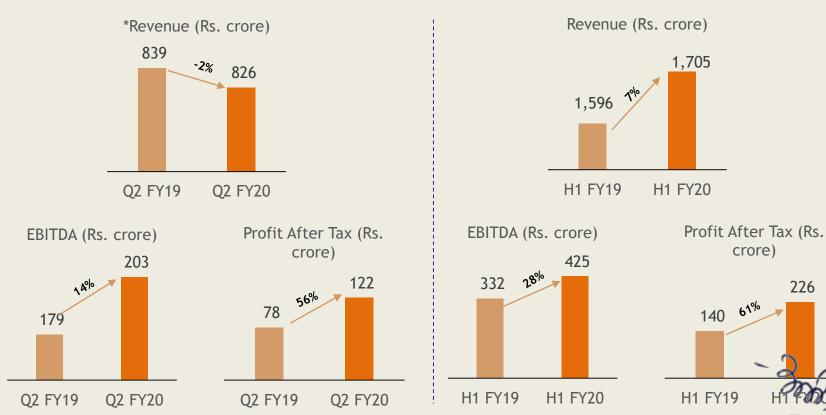
Revenue break-up\*\*



### Financial Update

**Q2 FY20** 

H1 FY 20



<sup>\*</sup> Primarily owing to slowdown in spinning.



### **Profit & loss Statement**

Rs. In Crore

Particulars	Q2 FY20	Q2 FY19	YoY	Q1 FY20	QoQ
Sales	826	839	-2%	879	-6%
Operating Expenses	623	660	-7%	657	-8%
EBITDA	203	179	14%	222	-9%
EBITDA Margin	24.6%	21.3%	330 BPS	25.2%	-66 BPS
Depreciation	32	29	11%	31	-2%
EBIT	171	150	14%	191	-10%
Interest	29	34	-15%	30	-3%
Profit Before Tax	142	115	23%	161	-12%
Tax	20	37	-47%	57	-66%
Profit After Tax	122	78	56%	103	18%





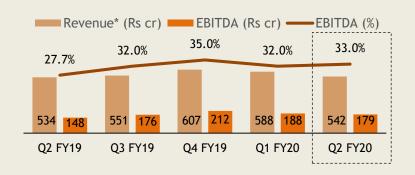
### Q2 FY20 Segment Highlights - Inorganic Chemicals

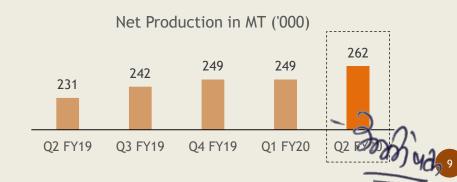
Particulars	Q2 FY20	Q2 FY19	YoY	Q1 FY20	QoQ
Net Soda Ash Production (Lac MT)	2.62	2.31	13%	2.49	5%
Sales (Lac MT)	2.36	2.29	3%	2.46	-4%
Revenue (Rs. Crores)*	542	534	2%	588	-8%
EBITDA (Rs. Crores)	179	148	21%	188	-5%
EBITDA %	33.0%	27.7%	527 BPS	32%	100 BPS

#### **Performance Insights**

- Production increased by 30K MT in quarter due to Brownfield expansion completed last year.
- Revenue growth by 2%, with inventory built up by 29K MT during the quarter.
- EBITDA growth by 21% compared to Q2FY20 primarily due to better margins and higher volume.
- Softer market conditions ahead due to economic slowdown and oversupply as indicated earlier.

#### Chemicals - Quarterly Trend







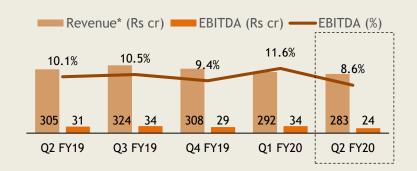
### Q2 FY20 Segment Highlights - Textiles

Particulars	Q2 FY20	Q2 FY19	YoY	Q1 FY20	QoQ
Revenue (Rs. Crores)*	283	305	-7%	292	-3%
EBITDA (Rs. Crores)	24	31	-22%	34	-28%
EBITDA %	8.6%	10.1%	-159 BPS	11.6%	-300 BPS

#### **Performance Insights**

- Revenue down by 7% as compared to Q2 FY19, which is primarily due to weak scenario in spinning industry.
- ➤ EBITDA Margins 159 BPS lower compared to Q2FY19 in line with our previous guidance on spinning industry scenario.
- > Challenging times for textiles
  - Weak Yarn demand and subdued pricing.
  - Demand slowdown in US and shift in demand pattern from conventional stores to online retail.

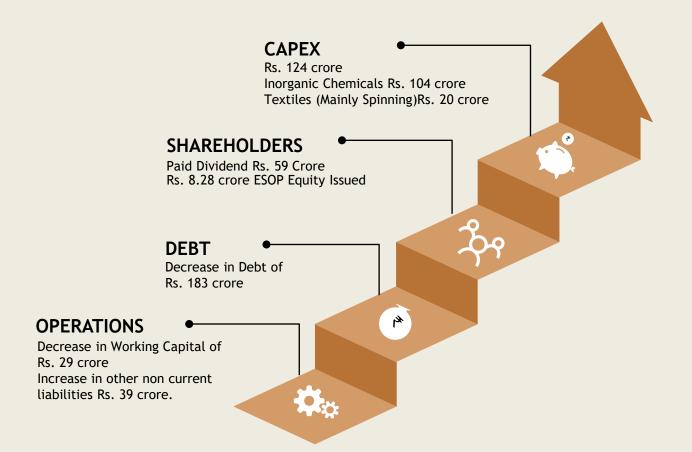
#### **Textile - Quarterly Trends**







### **Efficient Capital Allocation (H1FY20)**



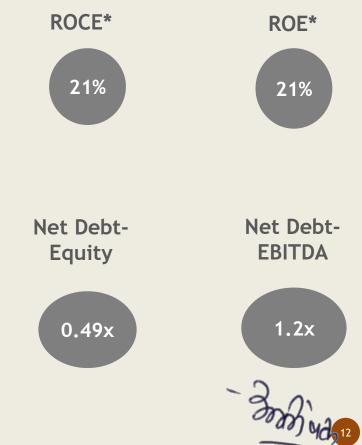
Generated Cash Profits (net of Tax) of Rs. 289 crore





### Balance sheet & Key Financial Ratios

Particulars	Sept'19	Mar'19
Non Current Assets (A)	2,881	2,821
Current Assets (a)	1,163	1,174
Current Liabilities (b)	511	491
Working Capital (B) = (a) - (b)	653	682
Capital Employed (A)+(B)	3,534	3,503
Net Worth (C)	2,126	1,952
Deferred Tax & Others (D)	298	259
Long Term Debt (c)	723	701
Short Term Debt (d)	215	399
Current Maturities due in a year (e)	171	192
Total Debt (E) = (c) + (d) + (e)	1,109	1,292
Capital Employed (C) + (D) + (E)	3,534	3,503







#### **GHCL** - An Introduction



#### Best in class

Operations management CAPEX planning and execution Financial management



Day to day management and strategy led by professional management team



#### **Targeting**

- •To grow profits at a CAGR 20% on a long term horizon
- •To create value systems that defines our Culture
- •To drive sustainable inclusive growth involving all stakeholders

2nd

Largest manufacturer of Soda Ash in India, with 25% market share

11.00 Lac MT Soda Ash

capacity

90%+

Capacity utilisation in Soda Ash 45 MN MT Processing Capacity

25% 5-Year PAT CAGR Rs. 361 Cr from Rs.

116 Cr

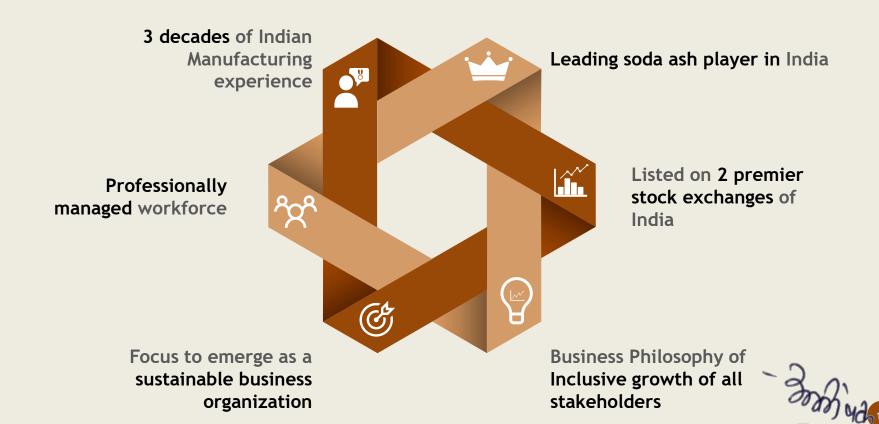
1.85L

Spinning Capacity

21%\*

Return on Capital Employed (ROCF)

# GHCL Overview





### Balanced growth opportunities across businesses



Inorganic
Chemicals (64%\*)
Margin leadership
in the industry

- > Among top 3 soda ash players.
  - o Catering 1/4th of Indian soda ash demand
  - Margin leader in the industry; with highest capacity utilization of 90%+
- 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



Textiles Segment (36%\*)
Presence across the value chain

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





### **Evolution of GHCL through the years**

Soda Ash capacity increased to 8.5 Lakh MTPA

Entered Spinning business with 65 K spindles subsequently increased to 140 K

Commissioned Home Textile plant with 36 mn meters processing capacity and 96 air jet looms

Commissioned Refined Sodium Bicarbonate plant

Soda Ash production capacity increased to 9.75 Lacs MTPA

Doubled Sodium bicarbonate capacity to 60 K MTPA

Added TFOs for value added yarn and Air jet Spinning

Home textiles, Processing capacity increased to 45 Mn meters with total 190 Air jet weaving looms



Commenced Soda Ash Production with 4.2 Lakh MTPA which was further increased to 5.25 Lakh MTPA

Commenced Edible Salt Production and Launched 'Sapan' salt Spindles capacity increased to 175 K, Installed 3320 rotors in spinning

Launch of 'i-FLO' salt and 'i-Flo Honey'

Air jet looms capacity increased to 162

Soda Ash production capacity increased to 11 Lacs MTPA tons / year in FY2019

GHCL is now the one of the largest manufacturer of soda ash in India at a single location.

Spindles capacity increased to 185K.





### **Spearheaded by Pre-eminent Professionals**

RS Jalan Managing Director



Unique leadership style with endeared managerial abilities drives all businesses alike

Qualified Chartered Accountant, profess deep business understanding and excellent analytical skills.

Raman Chopra CFO & Executive Director Finance



Spearheading GHCL's Finance and IT functions

Qualified 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 along with
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

#### Gopakumar Menom CEO, Consumer Products



Degree in Economics from Calicut University and more than 30 years of experience of the FMCG industry.

70) 42 18



### **Experienced and accomplished Board of Directors**

Mr. Sanjay Dalmia (Chairman) Dr. Manoj Vaish (Independent Director) Mr. Anurag Dalmia (Vice Chairman) Mr. Lavanya Rastogi (Independent Director) Mr. Neelabh Dalmia (Director) Mr. R.S. Jalan (Managing Director) Mrs. Vijaylaxmi Joshi (Independent Director) Mr. Raman Chopra (CFO & Executive Director) Mr. Arun Kumar Jain (Ex-IRS) (Independent

Justice (Retd.) Ravindra Singh (Independent Director)

Director)





Each person

to work

towards larger

group

objectives.

#### Core values at forefront...

Thoughtful and show regards for another person.



Confidence in each others capabilities and intentions.

Take Responsibilities of own decisions and actions.

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.

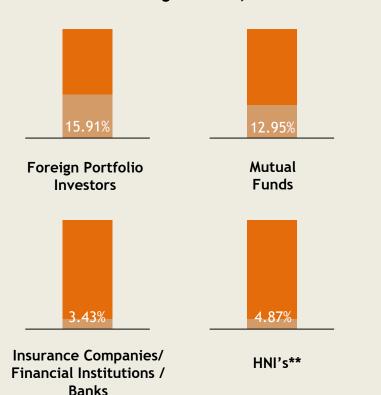
Here we have established the link for performance appraisals of every employee with core value surveys conducted twice a year.

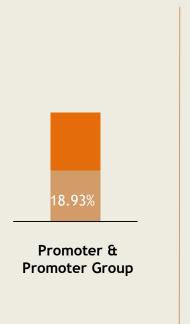




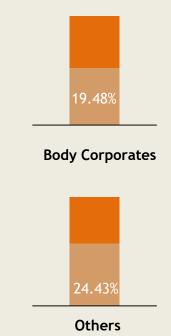
### Strong Institutional & HNI\*\* Holding - 37.16%

Institutional Holding - 32.29%, HNI's\*\*- 4.87%





#### Non-Institutional Holding - 43.91%





<sup>\*</sup>As on 30th Sept, 2019

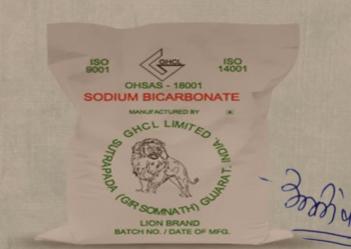
<sup>\*\*</sup> HNI- Individuals holding share capital more than 1%













### Commanding a leadership in manufacturing of Soda Ash

+90%

Capacity utilization; Highest in industry 11.00L MT

Soda ash capacity; 25% market share of domestic demand

Margin Leadership +30%\*

EBITDA Margins; consistent high margins





### **Marquee Clients**























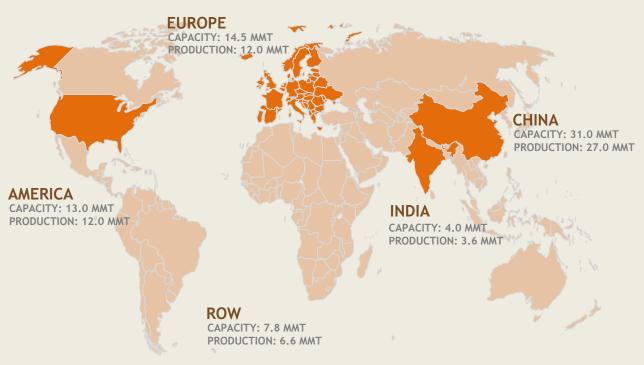






#### Global outlook on the soda ash industry

#### **GLOBAL SIZE: CAPACITY-70 MMT, PRODUCTION-61 MMT**

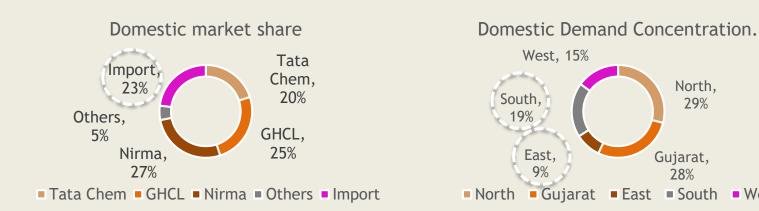


#### Soda Ash Market Outlook

- Global economic weakness has resulted in softness in Soda Ash market.
- China continue to face economic slowdown. Reported high Soda Ash production and dull domestic markets resulting in drop in export prices
- Europe: Slightly easing markets due to slowdown in automobile sector. Turkey has become largest supplier to India. Romanian Plant is under shutdown.
- US overall Production at normal levels, with steady domestic consumption and exports.
- New Capacities of 5Mn MT have been announced in US Region that are expected to come onstream starting 2024.
- India is facing oversupply situation due to higher domestic production and increased imports putting pressure on the pricing.



### Soda Ash Dynamics (Domestic Industry)



<sup>\*</sup> Based on External demand for FY19 (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.



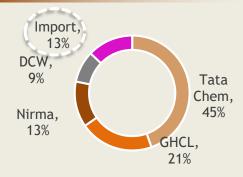


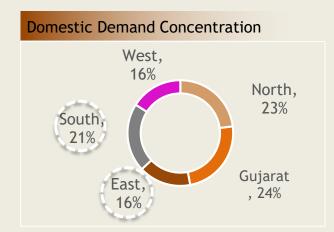
### **Inorganic Chemicals - Sodium Bicarbonate**

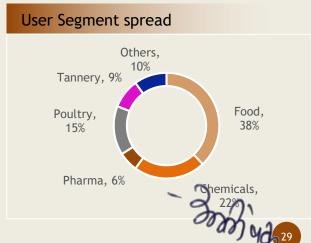


- > Doubled capacity from 30,000 to 60,000 MT in December 2017.
- Generally named as baking soda, bread soda, cooking soda and bicarbonate of soda
- Used in Cooking, Pharmaceuticals, Fire Extinguishers, pH balancer, and Cleaning agent
- > Specialization and experience in manufacturing of around a decade

#### **Domestic Demand Share**









### **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.

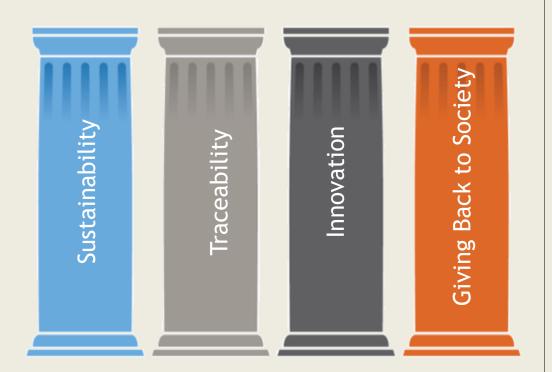






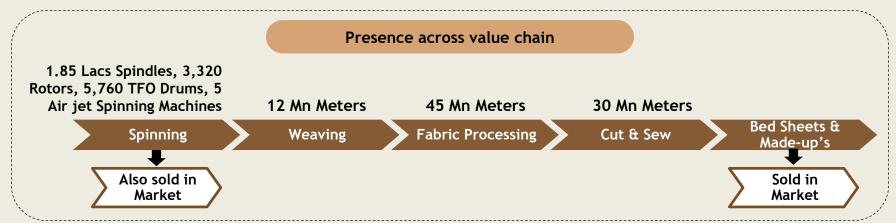


### **GHCL's Home Textile 4 Pillar Strategy**





### 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
  - o 27.2 MW windmill capacity
- > State-of-the-art home textiles facility at Vapi with weaving, processing and made ups
  - o Best of plants and equipment sourced from Germany and Japan Beninger, Kuster, Monforts
  - Flexibility to process both cotton and blended fabrics.





### **Marquee Clients**

	KOHĽS	Revman International Great Bands, Real Usesyles. Quality Product for the Home.	
BEYOND	Dillard's	canningvale	Sainsbury's
		<b>Walmart.com</b>	



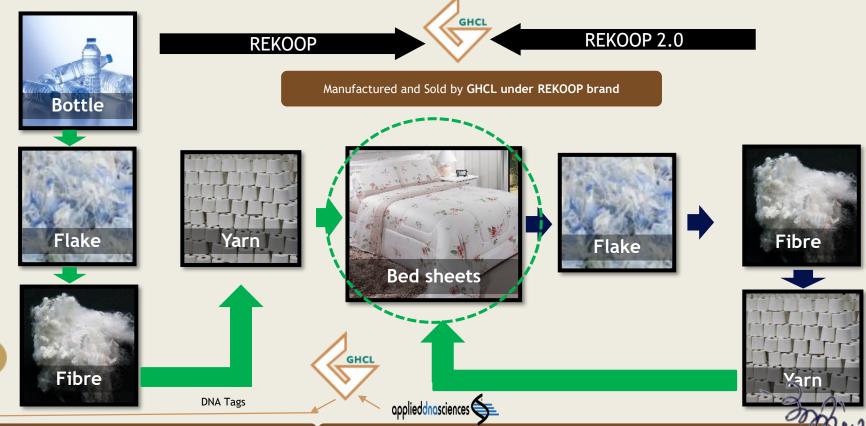


### Reinventing the



to





#### dope dyed

Viscose - made from wood based cellulose | Look and feel of cotton Same properties of comfort, breathability, absorbency Sustainable, Fully biodegradable Dope dyeing of Viscose - truly sustainable

Colorants added in spinning - no dyeing or washing needed Reduction in water, chemicals, energy and carbon emissions

#### classic.

BCI COTTON, RECYCLED POLYESTER BLENDS

Differential dyed chambray | Patterned and textured dobby | Fusion of weaves with dyeing techniques gives a classic appeal.

flannel

60% BCI COTTON, 40% RECYCLED POLYESTER 83% BCI COTTON, 17% RECYCLED POLYESTER

Unique, recycled polyester blended cotton flannel. 125 gam all season brushed sheet 170 gsm cold weather sheet | Soft, cozy, inviting

#### tencel"

60% TENCEL™. 40% RECYCLED POLYESTER

TENCEL™ Lyocell - Truly sustainable, botanic fiber from Lenzing AG, Austria Completely biodegradable and compostable Super absorbent | Ultra soft Made using Vortex spun yarn

#### kooltex

60% BCI COTTON, 40% RECYCLED POLYESTER WOOLTEX

Kooltex - Eco friendly fiber from Reliance Performance at its best Evaporates moisture quickly Fabric stays dry, fresh and comfortable

#### bamboo

60% RECYCLED POLYESTER, 40% BAMBOO VISCOSE

Bamboo Viscose - Biodegradable | Needs very little water. fertilizer or pesticides | Sequesters a large amount of CO2 Naturally regenerating | Anti bacterial and anti microbial Unlikely to cause allergies



60% BCI COTTON, 40% RECYCLED POLYESTER

Bip treatment with natural enzymes Superior, long lasting softness Improved fabric quality | Inherently wrinkle resistant

printed charm

60 % BCI COTTON, 40% RECYCLED POLYESTER

innovative techniques - discharge printing and textured printing inspired by tweed fabric Subtle, stylish, striking appeal Printed on REKOOP eco-soft fabric

modal

52% BCI COTTON, 30% MODAL, 18% RECYCLED POLYESTER

Modal - Wood pulp based cellulosic fiber from the beech tree | Manufactured in a closed loop process Raw material considered carbon neutral. Biodegradable | Luxurious - silky soft, shiny

ultra soft

72% BCI COTTON, 12% CUPRO, 16% RECYCLED POLYESTER

Cupro - Regenerated cellulosic fiber made from cotton waste | Biodegradable and easily recyclable Produced in a closed loop system Smooth and silky against the skin Drapes excellently | Unlikely to cause allergies

60% BCI COTTON, 40% RECYCLED POLYESTER

Textured weaves - mock leno / hopsack / oxford Inspired by men's fashion | Sporty, vibrant colors Washed, faded aesthetic

linen

56% BCI COTTON, 28% LINEN, 21% RECYCLED POLYESTER

Linen - Cellulosiq magr derived from the flax plant Completely natural | Totally biodegradable



# 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.





#### THE ~ COLLECTION CA

#### 51% COMBER NOIL, 49% ORGANIC COTTON

**Upcycled** as a result of the reuse of Comber Noil, a wasted by-product of the yarn spinning process.

Using Comber Noil instead of Cotton reduces the consumption of water by around 3200 gallons per set.

Global Recycled Standard certified.

CIRKULARITY

Join the Dots



### es COLLECTION es

#### 100% ORGANIC COTTON NATURAL, SCOURED DOBBY

Natural scoured dobby.

No chemical processing.

Lower usage of chemical auxiliaries.

Significant reduction in water, steam and electricity consumption.

Reduction in environmental pollution.



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.

Micro TENCEL<sup>TM</sup> Lyocell fibers are derived from sustainable wood sources and are known to be super absorbant and ultra soft.



#### 80% COTTON 20% MICRO TENCEL™ LYOCELL ... PERCALE

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

> The Micro TENCEL™ wood based fiber is biodegradable and compostable.

Peached, for a supersoft luxurious feel.

Cool comfort | Inhibits bacterial growth



#### 50% COTTON, 35% LYOCELL, 15% LINEN PERCALE

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

Lyocell fibers, of botanic origin, 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.

Garment Washed for an ultra soft feel.



#### 70% TENCEL" LYOCELL 30% COTTON TWILL

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

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



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





#### 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.



## THE

#### 100% REFIBRA" PERCALE

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

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

Supersoft | Comfortable | Inhibits bacterial growth



### Focus on driving profitable growth

- Modular, phase-wise capex to give sustained volume growth
- Emphasis on high efficiency in operations

Exploring Modular Greenfield Soda Ash expansion

**Textiles** 

Continuing to drive performance in spinning. Valueadded products to be in focus

With sustainability and innovation as core planks, home textiles to chart margin expansion

Soda Ash

> Consumer **Products**

Expanding product portfolio and geographic footprint remains the key objective

Cash flows redeployed towards 9 scale



### **Awards & Recognitions**



Referred as **Great Place to work** in three consecutive years of participation

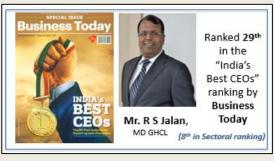
Amongst top 25 ranking for manufacturing industry







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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