GHCL LIMITED

Q2 & H1 FY21 Investor Update

October 2020



DRIVING EXCELLENCE



Safe Harbour

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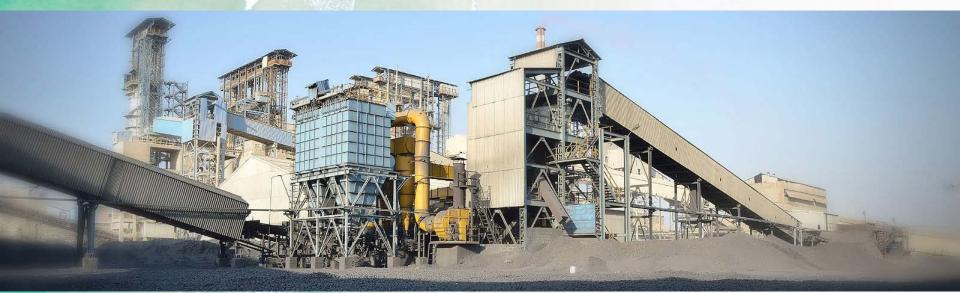
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Quarterly Update

Management Commentary





"We are committed to sustainable growth and create value for all our stakeholders"

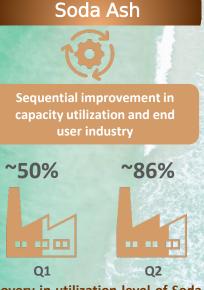
Commenting on the Q2 & H1 FY21 performance, Mr. R. S. Jalan, MD said:

"COVID-19 pandemic continues to impact people and the global macroeconomic environment remain volatile. The world is now facing resurgence in reported cases. In India, since lockdown have been eased, economic activities have started to recover.

The brunt of COVID-19 pandemic was largely borne by the first quarter for this fiscal year. With gradual unlock, green shots are visible in the Indian economy and our business activities are returning towards normalcy. We are observing good uptick in production and demand across all our businesses segments, resulting into improved financial performance.

As a nation, we all need to embrace the new world and must adapt for future. At GHCL, we believe that this disruption will create opportunities and we will emerge even stronger. Our endeavor is to remain agile and adapt as per evolving situation."

Business Update on COVID-19 Pandemic



Recovery in utilization level of Soda Ash, in-line with demand build-up in end user industries.



Significant growth revival in the glass industry, which is now operating at ~85% level. Detergent already on full stream since June 2020.



Significant improvement in Textile business

Pent-up demand observed in Home Textile business due to people staying at home, spending on household needs and improved hygiene factors.



Spinning business scenario is also quite positive. We foresee strong performance in next half of the fiscal year on back of robust demand.

After several quarters, Textile business has achieved EBITDA margin of 14.7% (4.8% in Q1 FY21).

GHCL



Dedicated cost initiatives and other developments



Significant savings achieved in finance cost through repayment of high cost debt and reduction in interest rate.

Demand momentum in key end-user segments – Soda Ash



65% Soap & Dotergents

Demand Dynamics

 Detergents and soaps typically consume ~40% of Soda Ash production

Glass manufacturing usually accounts for ~30% of Soda

- Ash sales
- Of which, ~44% contributed by flat glass



Glass Manufacturing

 Chemicals and others accounts for ~30% of Soda Ash demand

Post COVID-19 Requirement

- Detergent industry is least impacted, as hygiene products are listed as essential commodities by GOI
- Demand from detergent segment recovered to normal levels by end of June

- Flat Glass Industry operating at around 85-90% utilization level
- Automobiles and real estate sectors are witnessing gradual revival
- Container glass showing faster recovery relatively with FMCG / Pharma sales, though liquor sector is facing subdued demand

 Gradually inching upwards and expected to reach to normal levels in forthcoming quarters



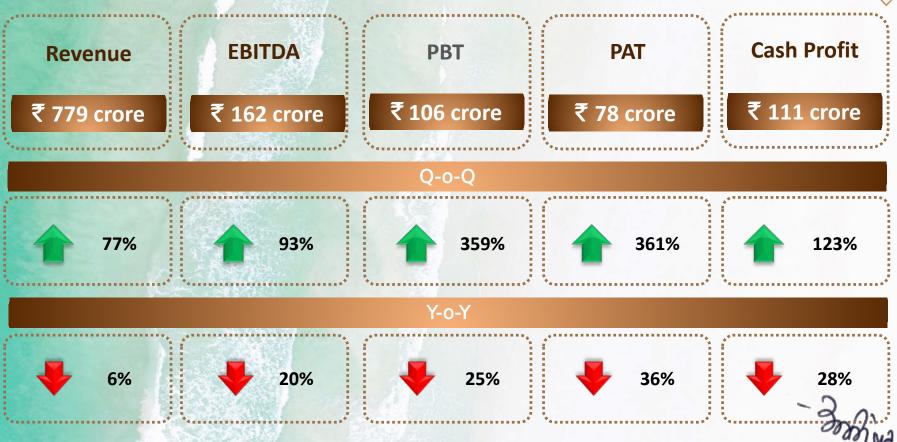
Demand momentum in key end-user segments – Textile





Pent-up demand in end user segment driving revival in Textile segment.

Performance Highlights – Q2 FY21



Performance Highlights – H1 FY21



Y-o-Y **Cash Profit** PBT PAT Revenue **EBITDA** ₹129 crore ₹ 161 crore ₹ 1,220 crore ₹ 246 crore ₹95 crore 42% 28% 57% 58% 44% Segment-wise Revenue break-up* **Domestic : Exports Revenue break-up*** Exports, 18% Textiles, 33% Inorganic Domestic, Chemicals, 67% 82%

*Based on FY2019-20 financials.

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Profit & Loss Statement



(Rs. In Crore)

Particulars	Q2 FY21	Q2 FY20	Y-o-Y	Q1 FY21	Q-o-Q	H1 FY21	H1 FY20	Y-o-Y
Revenue	779	826	(6)%	440	77%	1,220	1,705	(28)%
Operating Expenses	617	623	(1)%	356	73%	973	1,280	(24)%
EBITDA	162	203	(20)%	84	93%	246	425	(42)%
EBITDA Margin	20.8%	24.6%	(3.8)%	19.1%	1.7%	20.2%	24.9%	(4.7)%
Depreciation	33	32	2%	33		66	63	4%
EBIT	129	171	(24)%	51	152%	181	362	(50)%
Interest	23	29	(20)%	28	(17)%	52	59	(13)%
Exceptional Item		-		-	-		-	-
Profit Before Tax	106	142	(25)%	23	359%	129	302	(57)%
Тах	28	20	41%	6	355%	34	77	(56)%
Profit After Tax	78	122	(36)%	17	361%	95	226	(58)%

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Q2 FY21 Segment Highlights – Inorganic Chemicals

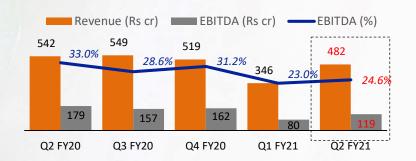


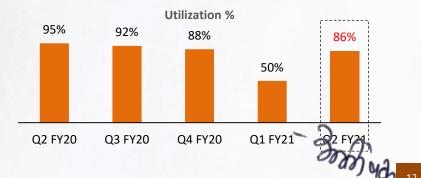
				(Rs. In Crore)		
Particulars	Q2 FY21	Q2 FY20	Y-0-Y	Q1 FY21	Q-o-Q	
Revenue	482	542	(11)%	346	39%	
EBITDA	119	179	(34)%	80	49%	
EBITDA %	24.6%	33.0%	(8.4)%	23.0%	1.6%	

Performance Highlights

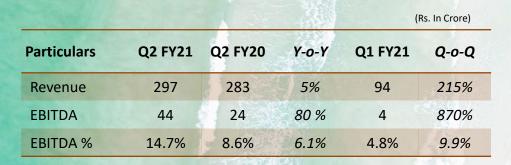
- Revenue down by 11% Y-o-Y primarily on account of lower realization by 13%. However, revenue have increased by 39% Q-o-Q due to higher volumes
- EBITDA down by 34% Y-o-Y mainly due to softer Soda Ash pricing as aforesaid. However, up by 49% Q-o-Q on back of higher volumes
- EBITDA margins down by 8.4% Y-o-Y against decline in pricing by 13%, which was partially offset by operational efficiencies and lower energy prices
- Utilization level has increased to 86% from 50% in Q1 FY21

Inorganic Chemicals – Quarterly Trend



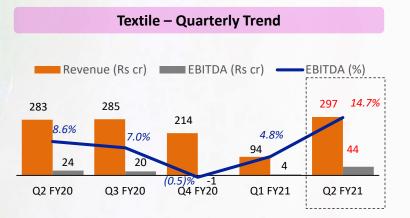


Q2 FY21 Segment Highlights – Textiles



Performance Highlights

- Revenue up by 5% Y-o-Y and 215% Q-o-Q mainly due to pent up demand in Home Textile business
- With higher volumes and operational efficiencies, we are able to put robust performance:
 - EBITDA up by Rs. 20 crores Y-o-Y and 40 crores Q-o-Q
 - EBITDA margin improved by 6.1% Y-o-Y & 9.9% Q-o-Q







Balance Sheet



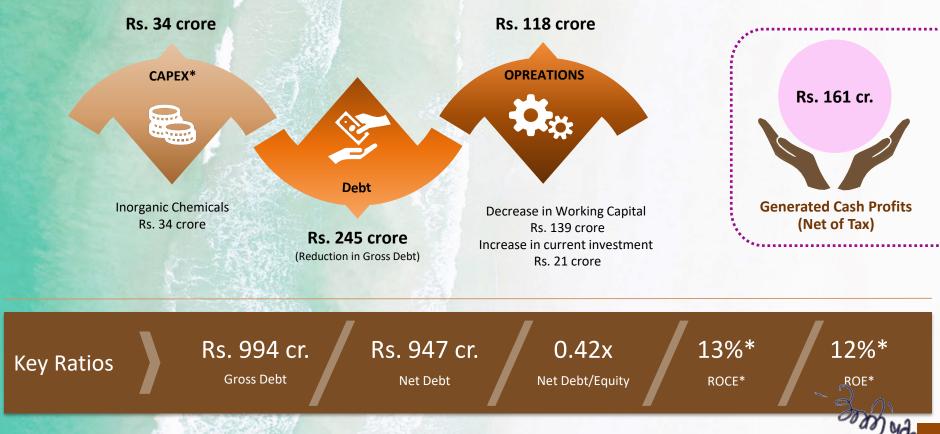
(Rs. In Crore)

Particulars	Sep-2020	Mar-2020	
Non Current Assets (A)	2,893	2,925	
Current Assets (B)	1,096	1,276	
Current Liabilities (C)	440	502	
Net Working Capital (D)=(B)-(C)	656	774	
Capital Employed (A)+ (D)	3,549	3,699	
Net Worth (E)	2,282	2,186	
Other Non Current Liabilities (F)	273	273	
Long Term Debt (G)	639	808	
Short Term Debt (H)	180	269	
Current Maturities due in a year (I)	176	163	
Total Debt (J)=(G)+(H)+(I)	994	1,240	
Capital Employed (E) + (F) + (J)	3,549	3,699	

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Efficient Capital Allocation (H1 FY21) & Key Ratios





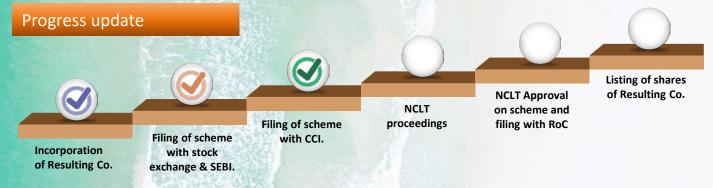
* ROCE and ROE are calculated based on trailing 12 months, including the severe impact of pandemic in Q1 FY 21.

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Demerger of the Textiles business of GHCL

Fine prints of demerger

- > The Board approved a scheme of demerger where **Textiles business of GHCL will be demerged into a** separate Company
- Shareholders of GHCL will be allotted shares in the new company in the swap ratio of 1:1, one share of Rs.
 2 each for every share of Rs. 10 held in the GHCL
- The resulting company will takeover all the assets and liabilities of the Textile business and will be listed on NSE and BSE.
- > No change in the shareholding pattern of the Demerged Company.



Focused growth



Businesssynergies



We are awaiting for SEBI approval to file the scheme with NCLT.

Company Overview

GHCL – An Introduction



Best-in-class

•Operations management •CAPEX planning and execution • Financial management



• Focused management approach • Strategy led by professional management team

Targeting

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



90%+

11.00

Lac MT

Soda Ash Capacity

2nd

Capacity Utilisation Soda Ash

17%

5-Year PAT CAGR

Rs.407 Cr from Rs.

183 Cr

with 25% market share

45

MN MT Textile

Processing Capacity

Largest manufacturer of Soda Ash in India,

17%*

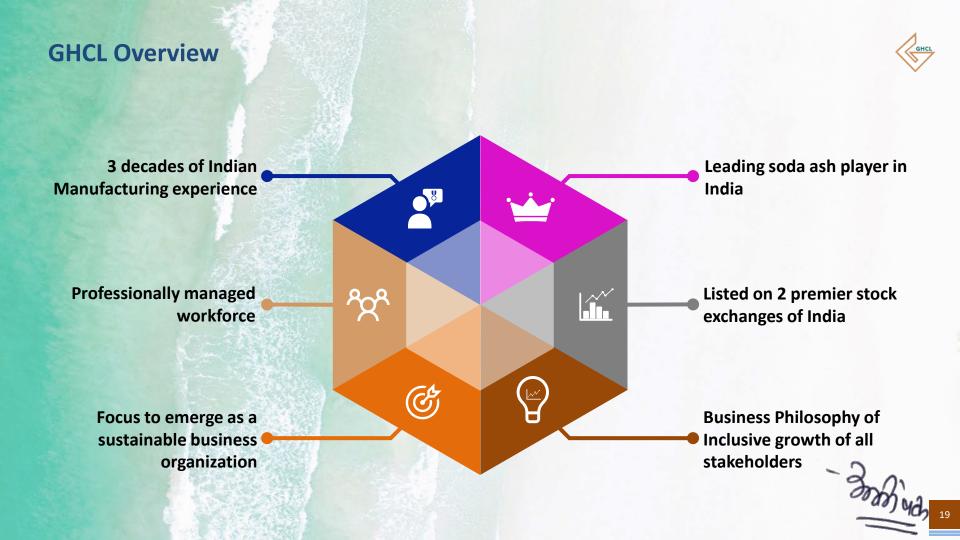
1.85

Lac

Spindle Capacity

Return on Capital Employed (ROCE)





Evolution of GHCL through the years



1988-2000 Soda Ash capacity increased to 8.5 Lacs MTPA Entered Spinning business with 65K spindles subsequently increased to 140K Commissioned Home Textile plant with 36mn meters processing capacity and 96 Air Jet looms **Commissioned Refined Sodium Bicarbonate plant** 2009-2015

2019-2020

Soda Ash production capacity increased to 9.75 Lacs MTPA Doubled Sodium bicarbonate capacity to 60K MTPA Added TFOs for value added varn and Air Jet Spinning Home Textiles, Processing capacity increased to 45mn meters with total 190 Air Jet weaving looms

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

Commenced Edible Salt Production and Launched 'Sapan' salt

2001-2008

Spindles capacity increased to 175K, installed 3320 rotors in spinning

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

Air Jet Looms capacity increased to 162

2016-2018

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

GHCL is now the one of the largest manufacture of Soda Ash in India at a single location.

Spindles capacity increased to 185K



Spearheaded by Pre-eminent Professionals

R S 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



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 Neelabh Dalmia Executive Director , Textiles



BS in Business Administration and MBA from Kelley School of Business, Indiana University, USA 15yrs Industry experience NN Radia President & COO, Soda Ash



Associated with the Company since 1986

Bachelor in mechanical engineering



M. Sivabalasubramanian CEO, Spinning



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

Bhuwneshwar Mishra Company Secretary



Fellow member of ICSI, LLB &MSc. Vast experience in corporate, securities laws & Governance & Risk management. Author of books on SEBI LODR, Insider trading, Ethics Governance & Sustainability



Biswarup Goswami CHRO



Double graduate in Science and Law from Ranchi University with a Masters in PM& IR from Xavier institute of Social Service (XISS)

Experienced and accomplished Board of Directors

Mr. Sanjay Dalmia (Chairman)

Mr. Anurag Dalmia (Vice Chairman)

Mr. R.S. Jalan (Managing Director) Mr. Arun Kumar Jain (Ex-IRS) (Independent Director) Dr. Manoj Vaish (Independent Director)

Mr. Raman Chopra (CFO & Executive Director)

Mr. Neelabh Dalmia

(Executive Director, Textiles)

Justice (Rtd.) Ravindra Singh (Independent Director)

Mrs. Vijaylaxmi Joshi (Independent Director)

Mr. Lavanya Rastogi

(Independent Director)

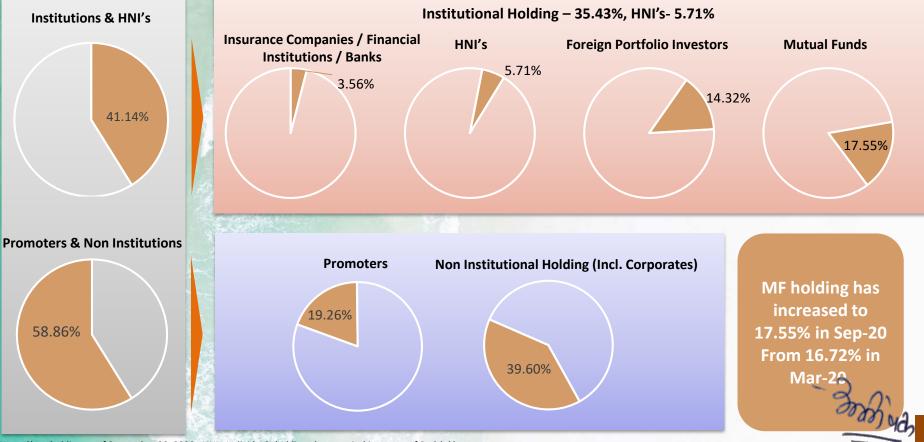
Core Values at forefront



- > 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 – 41.14%



Note: Shareholding as of September 30, 2020; HNI - Individuals holding share capital in excess of Rs.2 lakhs.



HONE

HONEY

38



Commanding leadership in Soda Ash manufacturing

Limestone

Key Differentiators

Single largest Soda ash plant in India at a single location

Innovated from coke to briquette coke for cost optimisation

Strategic control over fuel

(Only Company having its own lignite mines)

(25% captive) and Salt (35% captive) mine located within 40 km distance

GHCL

Best in class productivity

Soda Ash B2B to B2C with supply chain existence

Expertise and Specialisation of 30 years

Focus on cost competitiveness Quality circle

+90%

Capacity utilization; **Highest in industry**

11.00L MT

Soda ash capacity; 25% market share of domestic demand

+30%*

EBITDA Margins; consistent high margins

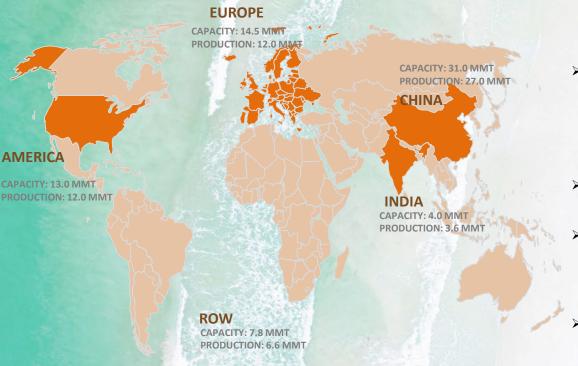
Margin Leadership





Global outlook on the Soda Ash industry

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



Soda Ash Market Outlook

- World Soda Ash markets continue to be somewhat disrupted due to restrictions imposed around the world with fears of Covid-19 resurgence. However, in the last few weeks, there have been strong attempts at economic recovery resulting in better industrial activities and consumption however the overall demand/trade levels remain far from normal..
- **China**: Appears to be back on track with the least impact of Covid-19. Markets improved with better domestic demand, especially with revival of flat glass industry. Production levels moderated by producers to improve price levels, currently operating at around 80% utilization. Due to controlled inventories, currently reducing export offers. Current exports are lower by 22 % over same period last year.
 - **Europe:** Almost all regions reported more stable and active, Markets have strengthened due to stable container glass and improving flat glass sector.
 - **Turkey**: Producers had made some reductions in output earlier but production levels are reportedly rising again. Their exports have affected by 10% due to lower demand in Europe & Asia, however they are slated to gain export volumes from Asia –Pacific on account of lower exports by China.

US: High inventories as well as lockdowns caused US producers to cut back production by almost 30%. Domestic demand remains low due to slow down and halt in construction and automobiles sectors.

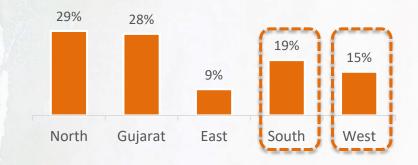
Globally market is growing @ 2.0% pa CAGR requiring around 1.2Mn MT additional supplies every year.

Soda Ash Dynamics (Domestic Industry)

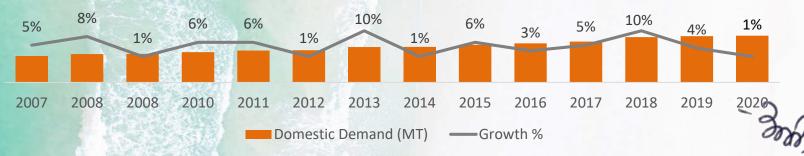




Domestic Market Share Domestic Demand Concentration



Domestic Demand & Growth Trend (CAGR Growth of 5% during period)



At GHCL, Soda Ash is managed unlike any commodity

GHCL

Balanced Demand & Supply Scenerio

 Historically, no mismatches in Demand supply as supply always followed demand globally.

Excellence in execution

 Sustaining high utilization rates while maintaining periodic enhancement in capacities. Achieved through better planning and maintenance practices

Visibility of earnings

 Soda Ash Business has consistently performed well with steady realizations and margins.



Assured visibility on growth through managed execution of highly efficient capacities.

Application diversity of Soda Ash across end-user industries



Yes











Inorganic Chemicals – Sodium Bicarbonate

Specialization and experience in manufacturing of around a decade

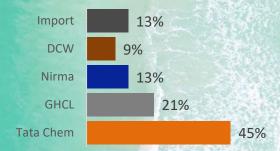
Doubled capacity from 30,000 to 60,000 MT in December 2017

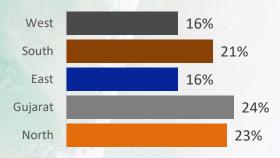
Generally named as baking soda, bread soda, cooking soda and bicarbonate of soda

Used in Cooking, Pharmaceuticals, Fire Extinguishers, pH balancer, and Cleaning agent



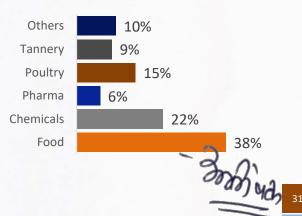
Domestic Demand Share





Domestic Demand Concentration

User Segment spread





Key Application of Sodium Bicarbonate





Potential application of Sodium bicarbonate in flue gas treatment which is under trial phase could be a game changer

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Marquee Clients











P&G

FLOAT

GLASS Indian Values, Global Standards

GUJARAT BOROSIL LIMITED











HINDUSTAN ZINC



Inorganic Chemicals – Consumer Products

GHCL

- > 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.





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GHCL's Home Textile 4 Pillar Strategy



GHCL

THE DERMA-GLOSS RANGE



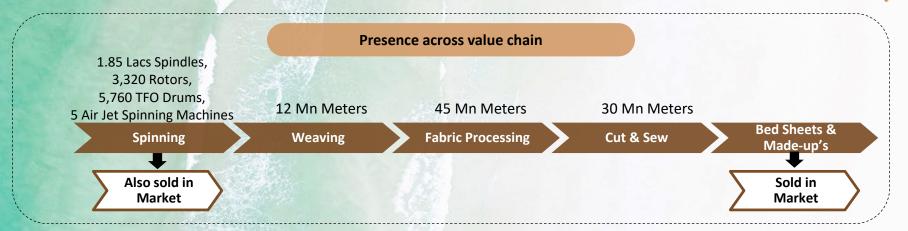


SLEEP AND HEAL

GHCL's innovative "health and wellness" bedding collection



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











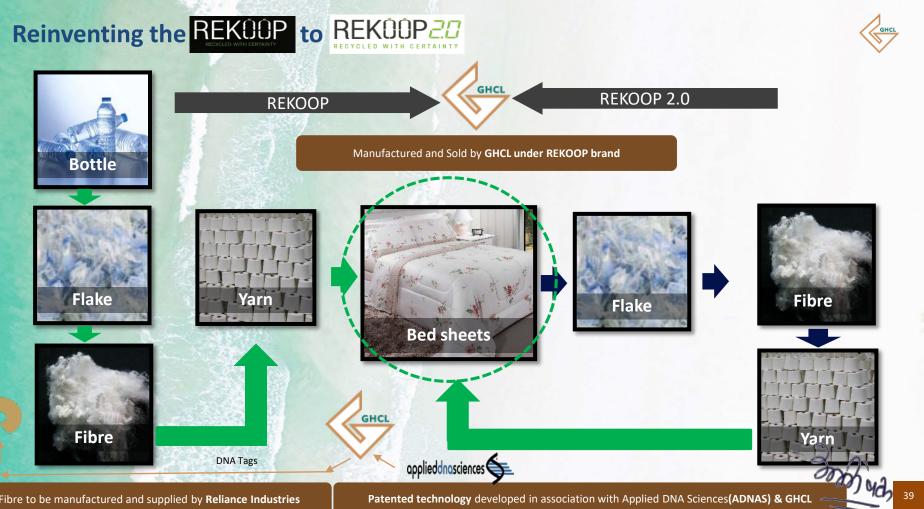


Sainsbury's



X Walmart.com





SPIN WIN

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

THE

~ COLLECTION CA

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

()

100% ORGANIC COTTON NATURAL, SCOURED DOBBY Natural scoured dobby.

THE

COLLECTION

NATURLIG

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™ Lyocell fibers are derived from sustainable wood sources and are known to be super absorbant and ultra soft.



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

NEFERITI SO COLLECTION COL

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.

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



TENCELTM 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.



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

Focus on driving profitable growth



Soda Ash

- Modular, phase-wise capex to give sustained volume growth
- Emphasis on high efficiency in operations
- Exploring Modular Greenfield Soda Ash expansion

 Continuing to drive performance in spinning. Value-added products to be in focus

Textiles

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

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



Awards & Recognitions





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



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





Enhanced Credit Ratings – Upgraded to A+ with Stable outlook,





Mine Award GHCL Limestones Mines received Mine award under A2 category at 26th Mines Environment and Mineral Conservation week





SIMA Technofacts Award GHCL Yarn division received SIMA Technofacts Award at the 13th CEO Conference



Par Excellence Award Won 'Par Excellence Award' at the 6th National Conclave on 55, Applieshwar Chapter, Quality Circle Form of Boda, QCFI

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 segments. 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).

For more information please visit us at www.ghcl.co.in



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