



NGL Fine-Chem Limited

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May 18, 2023

To,
Listing Department,
The BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001.

Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1
G Block, Bandra Kurla Complex,
Bandra East, Mumbai 400050.

Sub: Investor Presentation for 4th quarter and year ended March 31, 2023.
Scrip Code: 524774 – NGL Fine-Chem Limited SYMBOL: NGLFINE

Dear Sir/Madam,

Pursuant to Regulation 33 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 enclosed herewith please find Investor Presentation for the 4th quarter and year ended March 31, 2023.

Kindly take the same on your record.

Thanking you,

Yours faithfully,
For NGL Fine-Chem Limited

Pallavi
Satish
Pednekar

Digitally signed by
Pallavi Satish
Pednekar
Date: 2023.05.18
10:54:31 +05'30'

Pallavi Pednekar
Company Secretary & Compliance Officer
Membership No: A33498

Encl: Investor Presentation.

NGL Fine-Chem Limited

INVESTOR PRESENTATION



Q4FY23 & FY23

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Q4FY23 & FY23 Highlights

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MANAGEMENT COMMENTARY



Rahul Nachane
MANAGING DIRECTOR

Dear Shareholders,

I am pleased to provide you with an update on the performance of NGL Fine Chem Limited for the quarter gone by. We have remained on track with our earlier stated guidance of a sequential recovery in our business, accompanied by an improvement in operating margins.

The operational margins in the quarter were aided by a notable decrease in the prices of raw materials. This factor, coupled with our diligent cost management practices, has significantly contributed to the enhancement of our overall profitability.

Nevertheless, we acknowledge that the demand for our products has remained relatively subdued, primarily due to the prevailing high level of uncertainty among our end customers. The ongoing crisis in Europe and the elevated inflation rate in a number of countries has instilled a sense of caution and prudence, prompting our customers to adopt measures to rationalize their inventory levels. Consequently, we have witnessed a muted demand for our products.

In addition, the demand has also been dampened by currency crises in countries such as Turkey, Bangladesh, Egypt, and Pakistan. The adverse economic conditions in these regions have further hampered the recovery of demand for our offerings.

We anticipate that the operating environment will continue to pose challenges for the next two quarters. Nevertheless, we take pride in maintaining our market share amidst these trying circumstances and have bolstered our business through the introduction of new product offerings. Our product portfolio has now grown to 26 products in the veterinary API segment and 2 in the human health segment. Validation batches of the new products have been completed and customer approvals have been initiated.

Regarding our capacity expansion plans, we have decided to temporarily slow down the execution speed due to the availability of spare capacity at our existing site. As the operating environment improves and visibility is restored, we will expedite the execution pace accordingly. Until then, we remain committed to funding our capital expenditures using the internal accruals generated by our business, without resorting to leveraging our books.

On behalf of the entire management team, I would like to express our deepest gratitude for your unwavering trust and steadfast support. We remain resolute in our commitment to deliver long-term value to all our esteemed stakeholders.

Quarterly Operational Metrics

SEGMENTAL REVENUE MIX

PARTICULARS	Q4FY22	Q3FY23	Q4FY23
ANIMAL API	85%	81%	81%
HUMAN API	9%	5%	3%
INTERMEDIATES	5%	8%	11%
FORMULATIONS	1%	6%	4%

GEOGRAPHIC MIX

PARTICULARS	Q4FY22	Q3FY23	Q4FY23
Asia	32%	38%	31%
Europe	29%	29%	38%
India	28%	21%	18%
ROW	10%	11%	12%
USA	0%	1%	0%

PRODUCT CONCENTRATION

PARTICULARS	Q4FY22	Q3FY23	Q4FY23
TOP 3 PRODUCTS	35%	39%	41%
TOP 5 PRODUCTS	51%	53%	58%
TOP 10 PRODUCTS	78%	77%	78%

CUSTOMER CONCENTRATION

PARTICULARS	Q4FY22	Q3FY23	Q4FY23
TOP 3 CUSTOMERS	17%	17%	26%
TOP 5 CUSTOMERS	25%	25%	33%
TOP 10 CUSTOMERS	39%	39%	46%

Full Year Operational Metrics

SEGMENTAL REVENUE MIX

PARTICULARS	FY21	FY22	FY23
ANIMAL API	76%	81%	83%
HUMAN API	7%	7%	5%
INTERMEDIATES	9%	9%	7%
FORMULATIONS	8%	3%	5%

GEOGRAPHIC MIX

PARTICULARS	FY21	FY22	FY23
Asia	37%	35%	34%
Europe	31%	27%	30%
India	23%	24%	22%
ROW	7%	10%	12%
USA	3%	3%	2%

PRODUCT CONCENTRATION

PARTICULARS	FY21	FY22	FY23
TOP 3 PRODUCTS	44%	37%	34%
TOP 5 PRODUCTS	57%	52%	47%
TOP 10 PRODUCTS	79%	76%	72%

CUSTOMER CONCENTRATION

PARTICULARS	FY21	FY22	FY23
TOP 3 CUSTOMERS	16%	13%	17%
TOP 5 CUSTOMERS	23%	20%	24%
TOP 10 CUSTOMERS	39%	33%	35%

Summary of Profit and Loss Statement

₹ IN CRORES

PARTICULARS	Q4FY22	Q3FY23	Q4FY23	Q-o-Q	Y-o-Y	FY22	FY23	Y-o-Y
REVENUE FROM OPERATIONS	84.06	71.93	73.89	2.72%	-12.10%	317.50	278.08	-12.42%
OTHER INCOME	2.98	0.69	2.10	204.35%	-29.53%	10.68	5.53	-48.22%
TOTAL REVENUE	87.04	72.62	75.99	4.64%	-12.70%	328.19	283.61	-13.58%
TOTAL OPERATING EXPENSES	73.49	62.12	60.92	-1.93%	-17.10%	249.65	243.76	-2.36%
EBITDA	10.57	9.81	12.97	32.21%	22.71%	67.85	34.32	-49.42%
EBITDA MARGIN (%)	12.57%	13.64%	17.55%	391 bps	498 bps	21.37%	12.34%	(903) bps
FINANCE COST	1.54	0.26	0.34	30.77%	-77.92%	1.56	1.20	-23.08%
DEPRECIATION AND AMORTISATION EXPENSES	3.48	1.23	2.68	117.89%	-22.99%	10.37	11.29	8.87%
PROFIT BEFORE TAX	8.53	9.01	12.05	33.74%	41.27%	66.60	27.36	-58.92%
PROFIT AFTER TAX	6.87	6.49	9.32	43.61%	35.66%	49.90	20.5	-58.92%

Summary of Balance Sheet

₹ IN CRORES

PARTICULARS

FY22

FY23

SHAREHOLDERS FUND

203.22

222.55

NON CURRENT LIABILITIES

8.06

6.23

LONG TERM BORROWINGS

3.44

2.07

CURRENT LIABILITIES

65.65

58.30

SHORT TERM BORROWINGS

23.43

28.41

TOTAL EQUITY AND LIABILITIES

276.93

287.08

NON CURRENT ASSETS

103.44

124.43

NET BLOCK

88.31

87.59

CURRENT ASSETS

173.49

162.65

INVENTORIES

56.01

26.99

TRADE RECEIVABLES

63.98

65.87

CASH & BANK BALANCES

0.83

5.00

TOTAL ASSETS

276.93

287.08

Summary of Cash Flow Statement

₹ IN CRORES

PARTICULARS

FY22

FY23

CASH FLOW FROM OPERATING ACTIVITIES

13.83

35.29

CASH FLOW FROM INVESTING ACTIVITIES

-14.21

-27.02

CASH FLOW FROM FINANCING ACTIVITIES

-1.08

-1.08

NET CASH FLOW

-1.46

7.18

CASH AT THE BEGINNING OF YEAR

2.1

0.64

CASH AT THE END OF YEAR

0.64

7.83

02

Overview, **Strengths and Strategy**

- 12 LEADING ANIMAL HEALTH COMPANY
- 13 LEADERSHIP IN VETERINARY API SEGMENT
- 14 STATE-OF-THE-ART MANUFACTURING CAPABILITIES
- 15 STRATEGY FOR NEXT LEG OF GROWTH



Leading Animal Health Company



COMPREHENSIVE PRODUCT PORTFOLIO

- 26 APIs (24 Veterinary APIs, 2 Human APIs), 4 Intermediates and 10 finished dosage forms
- Best quality and value-driven pricing



MARKET LEADERSHIP IN VETERINARY API

- Leadership in top 5 products – 50%+ market share
- Growing position in next 4 – taking market share from other players



MANUFACTURING EXCELLENCE

- 3 state of the art manufacturing facilities
- Strong R&D capabilities in custom synthesis



LARGE GLOBAL PRESENCE

- 45+ countries across the globe with country-wise regulatory approvals
- Strong presence in unregulated markets



LONG STANDING CUSTOMER RELATIONSHIPS

- ~400 customers
- Reliable supplier focused on good sale support to all customers

Leadership in Veterinary API Segment

Strong controls of processes with **95%** in-house manufacturing and backward integrated facilities leading to cost competitiveness

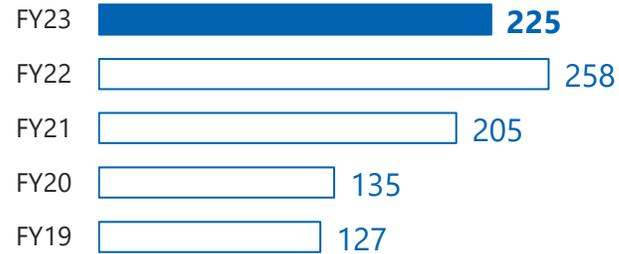
High quality and reliable products with no market rejection in **15 years**

Market share ranging from **15% to 50%+** in key products

Suppliers to **5 of top 10** global animal healthcare companies

REVENUE FROM VETERINARY API SEGMENT

(₹ IN CRORES)



15%
CAGR

WIDE RANGE OF PRODUCT CATEGORIES

ANTHELMINTICS

ECTOPARASITICIDES

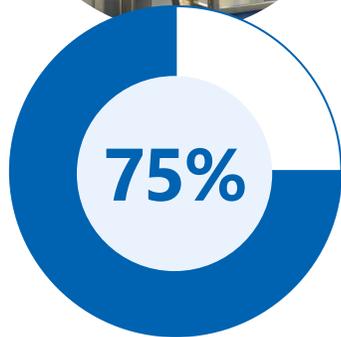
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PHOSPHORUS SUPPLEMENTS

CUSTOMER & PRODUCT CONCENTRATION (OF SALES FY23)

	CUSTOMER	PRODUCT
TOP 3	17% (13% FY22)	34% (37% FY22)
TOP 5	24% (20% FY22)	47% (52% FY22)
TOP 10	35% (33% FY22)	72% (76% FY22)

State-of-the-art Manufacturing Capabilities



3 manufacturing facilities located at Tarapur & Navi Mumbai, Maharashtra, designed to meet the requirements of regulatory agencies and are capable of a wide range of reaction capabilities

PRODUCTION COMING FROM ZERO LIQUID DISCHARGE FACILITIES

HIGHLIGHTS

10,000 m²

AREA OF MANUFACTURING FACILITIES

102 m³

GLASS-LINED REACTORS

194 m³

STAINLESS STEEL REACTORS

12 m³

GAS INDUCTION REACTORS

-20°C to +250°C

REACTION RANGE



ACCREDITATIONS

WHO-GMP, ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 and cGMP accredited

Strategy for next leg of growth



**ONGOING INITIATIVES
TO INCREASE
CAPACITIES TO MEET
GROWING DEMAND**

BROWNFIELD EXPANSION

- Completed expansion in subsidiary Macrotech
- Additional capacities of intermediates
- Commercial production started



**LARGER EXPANSION
TO DRIVE THE NEXT
LEG OF EXPONENTIAL
GROWTH**

GREENFIELD EXPANSION AT TARAPUR

- 50% capacity expansion with sufficient capacity to meet demand for new products in pipeline
- Estimated capex of ₹ 140 Cr to be funded through debt and internal accrual
- Civil construction undergoing. Invested ₹ 26.31 crores during FY23

03

Historical Financial **Performance**

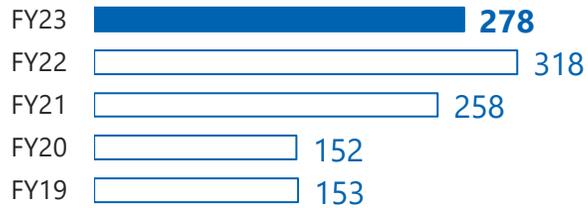
17 ROBUST FINANCIAL PERFORMANCE



Robust Financial Performance

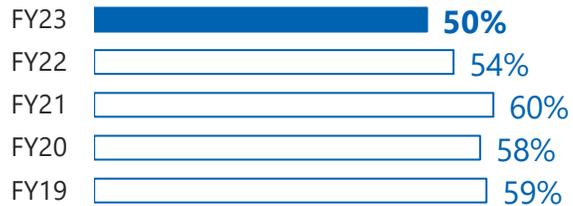
REVENUE

(₹ IN CRORES)



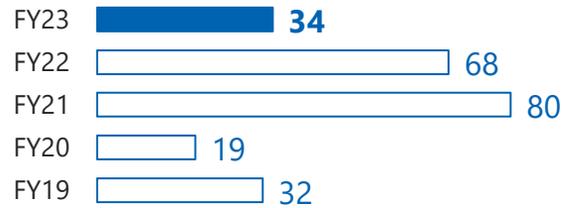
GROSS MARGIN

(IN %)



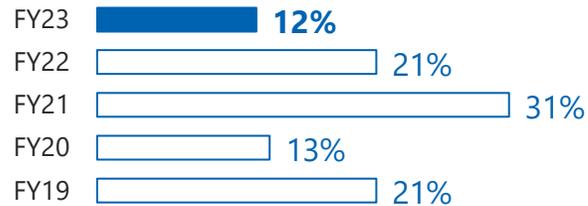
EBITDA

(₹ IN CRORES)



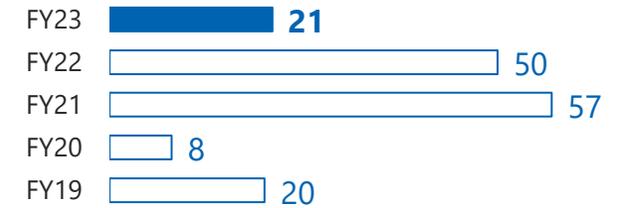
EBITDA MARGIN

(IN %)



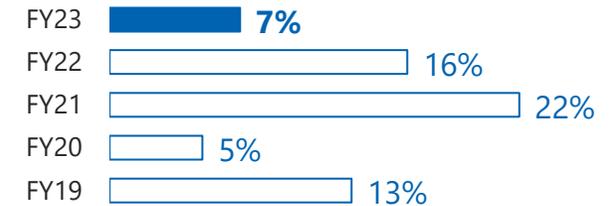
PAT

(₹ IN CRORES)

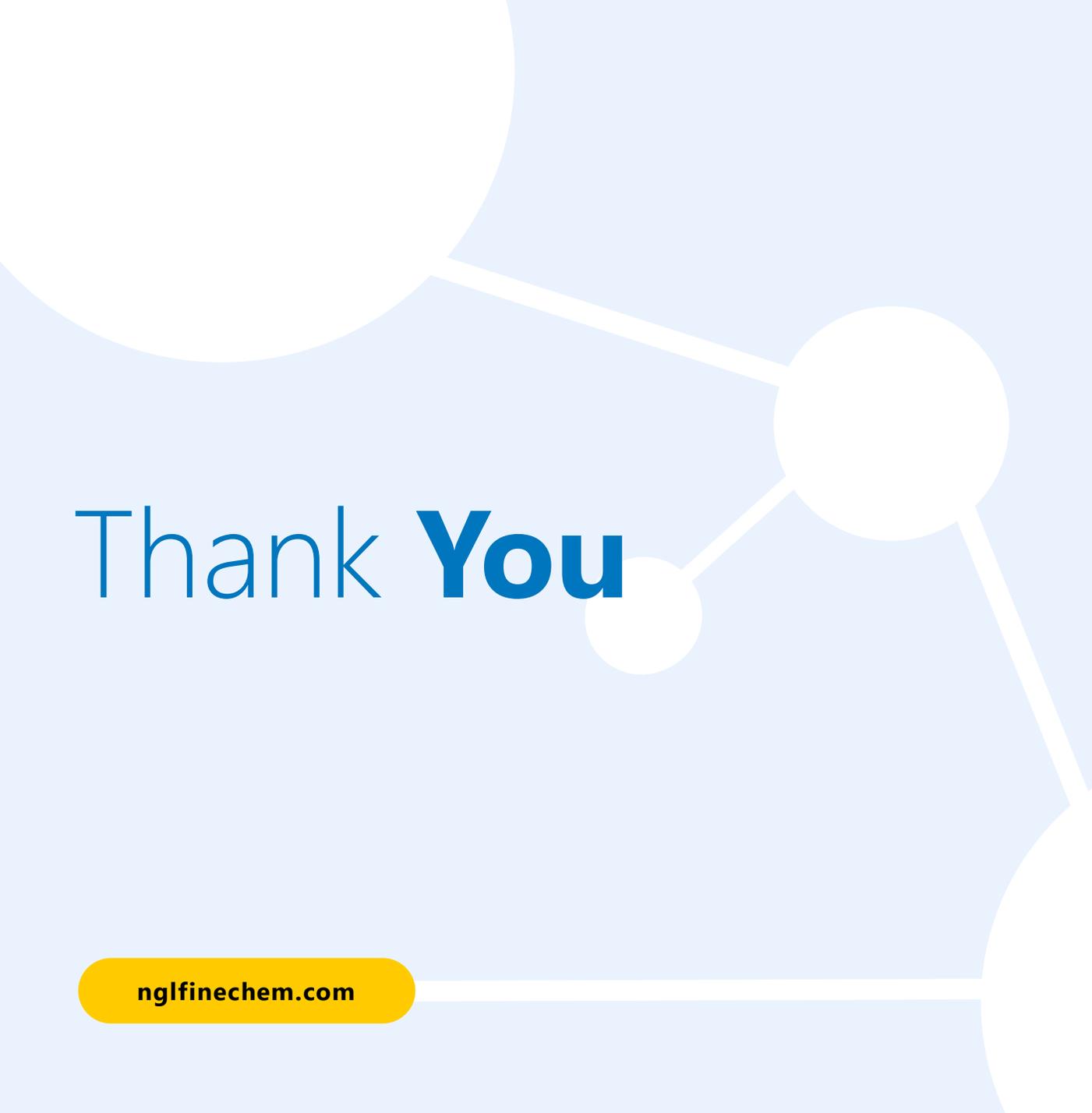


PAT MARGIN

(IN %)



EBITDA excludes Other Income



Thank **You**

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**FOR ANY FURTHER INFORMATION,
PLEASE CONTACT**

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