

INTEGRATED GLOBAL OPERATIONS WITH LOCAL REACH

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fine sciences





INVESTOR PRESENTATION

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Commissioned antioxidant blending facility with application laboratory at Tarapur, India - April, 2014.

Increase in production capacity from 600 MT p.m. to 1000 MT p.m. by de-bottlenecking its manufacturing facility at CFS Europe, Italy. - May, 2014.

Commissioned antioxidant blending facility with application laboratory in Brazil - September, 2014.

Shifted its Research & Development facility from Mumbai to new state of the art Research & Development facility with ultra modern Pilot plant at Tarapur – October, 2014.

Food application laboratory for servicing antioxidant blend customers globally, commissioned in Mumbai - February, 2015.

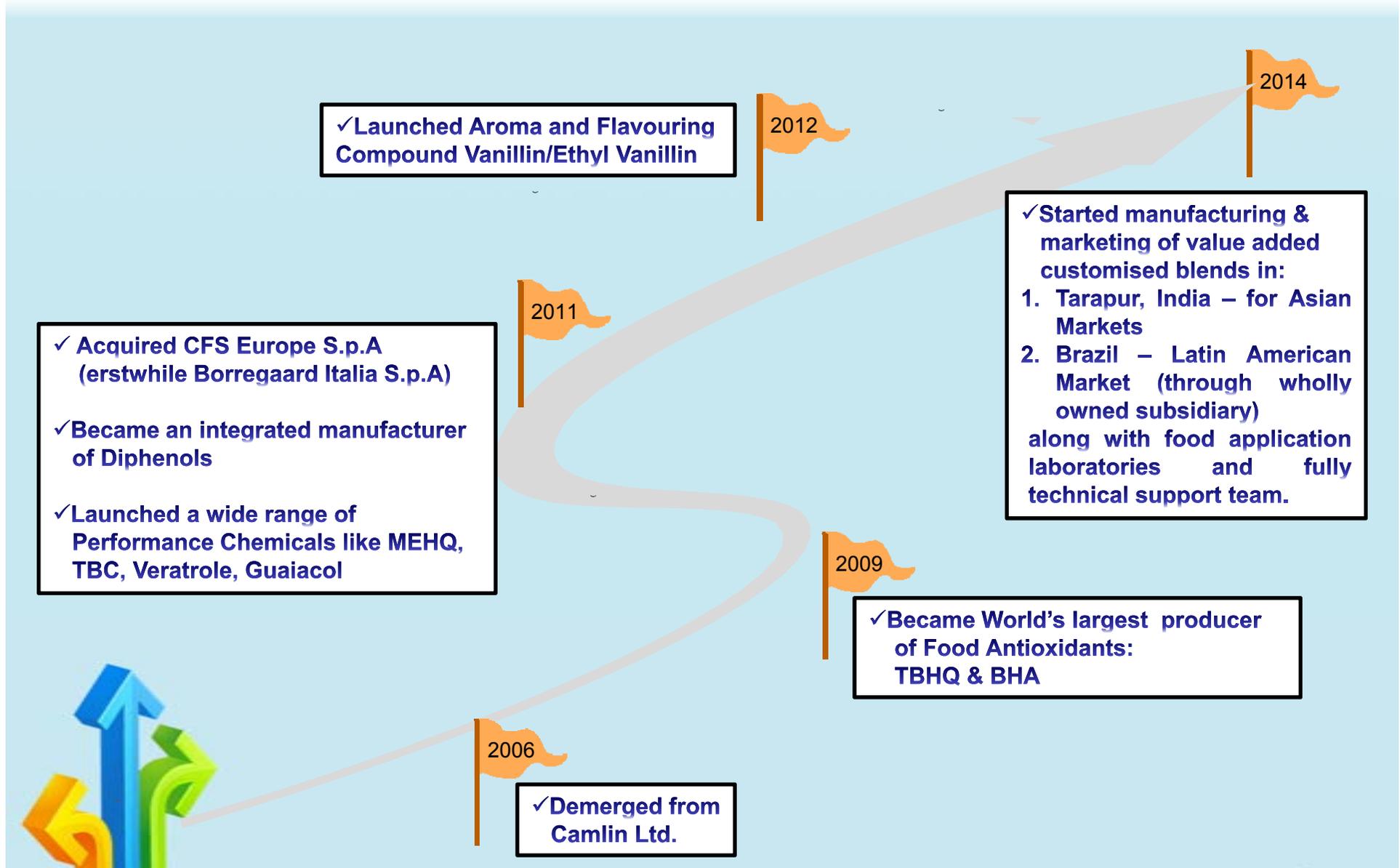
Global sales & application team stationed across geographies in place - March, 2015.

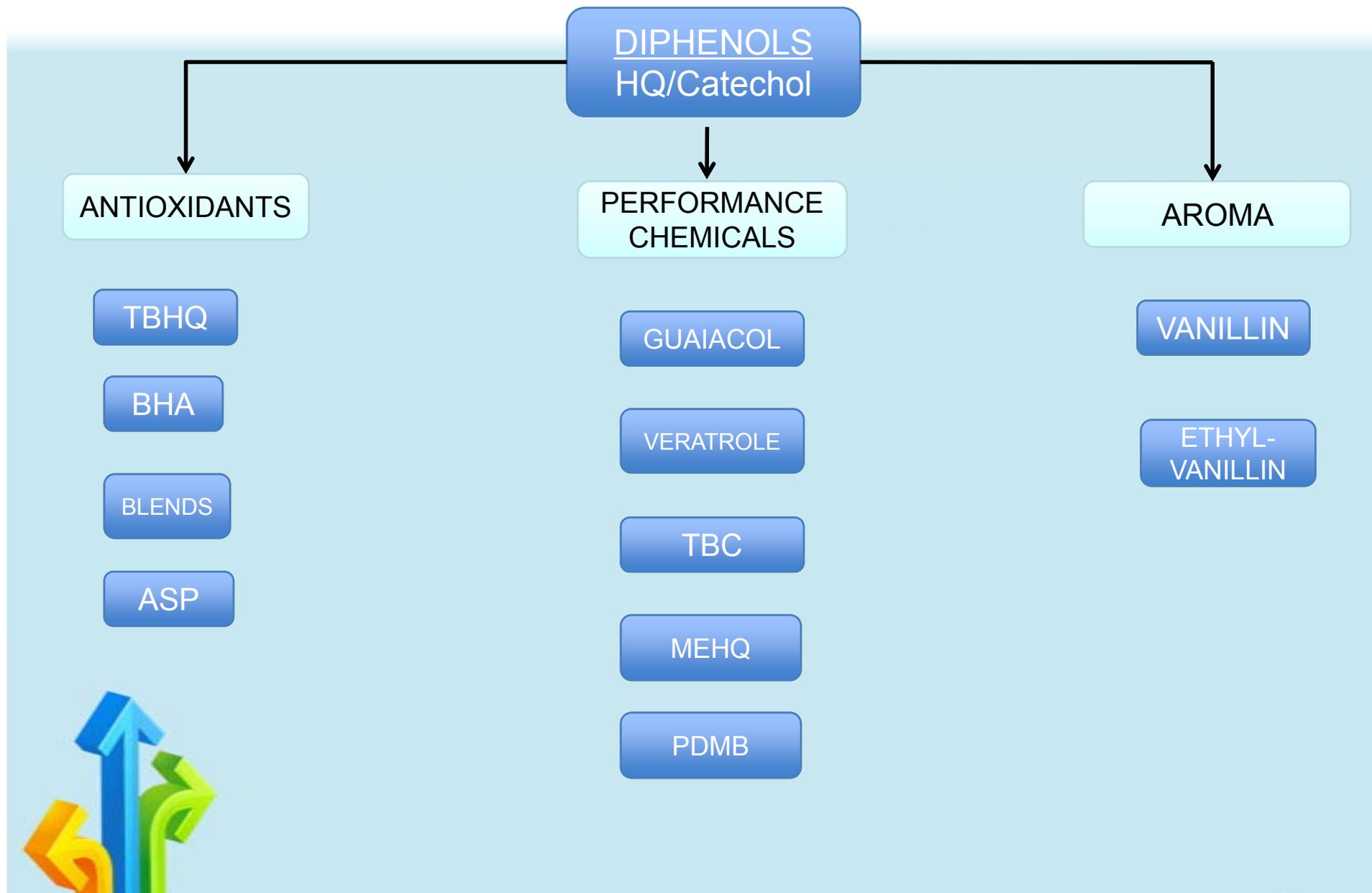
Green process for production of Guaiacol manufacturing commissioned - March, 2015. (patent applied)

Setting up new subsidiary Companies in China and Mexico to service these markets.

New facility to be set up at Dahej SEZ for manufacture of 9000 MT p.a. of Hydroquinone and 6000 MT p.a. of Vanillin - Expected date of commissioning September, 2017.







- ❖ Food antioxidants are used in the stabilisation of fats and oils;
- ❖ Used in a wide range of fried snack foods, bakery, confectionery and dairy products;
- ❖ The key drivers are increased food safety and consumption of ready to use food



The market for food antioxidants is largely segmented as :

❖ **Bulk Food Antioxidants**

- The most widely used synthetic antioxidants, include TBHQ and BHA;
- Used by edible oil manufacturers ;
- Ensures stability of oil during processing, transportation and increases it's shelf life;
- Ascorbyl Palmitate is used in specialised fats and oils for Baby food and cosmetic industry.



❖ **Antioxidants Blends**

- The food processing industry uses synthetic and natural antioxidants, combined with carriers to give synergistic benefits. These combinations are called as antioxidant blends;
- Camlin fine sciences currently has two (2) antioxidant blends manufacturing locations, Brazil and India;
- The facility in India and Brazil are capable of manufacturing 500 MT of Liquid Blends;
- Similar facilities are planned in other geographies.



- ❖ Vanillin and Ethyl Vanillin are one of the key ingredients in the aroma / flavour market used in food, feed and fragrance industry
- ❖ Market growth at 10%
- ❖ Launched the product in 2012 in the international market
- ❖ Forward integration from raw material to finished product to help in gaining market share.



❖ Hydroquinone

Building block for manufacturing antioxidants, specialty polymers, rubber chemicals and inhibitors.

❖ Catechol

Building block for several intermediates used in Pharmaceutical, Agrochemicals, Food, Dyes and dyestuff.

❖ Guaiacol

Key intermediate used in flavour, fragrance and pharmaceutical industry

❖ Tertiary Butyl Catechol (TBC)

Key inhibitor used in Butadiene, Styrene, VAM and VCM

❖ Mono Methyl Ether Hydroquinone (MEHQ)

Key inhibitor in Acrylic Acid and Acrylate Industry

❖ Veratrole

Intermediate for Agrochemicals and Pharmaceuticals



❖ INDIA

OWNED :
TARAPUR

OUTSOURCED FACILITIES :

MAHAD
KHOPOLI

❖ ITALY

RAVENNA

❖ BRAZIL

INDAIATUBA





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RAVENNA, ITALY





- ❖ State of Art R&D Centre has been set up at Tarapur in 2014
- ❖ Total area - 800 Sq Mt.
- ❖ Current strength - 25 scientists
- ❖ Pilot plant facility capable of carrying out various reactions
- ❖ Focus on new product development and process improvement



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- ❖ Providing technical assistance and development support to customers;
- ❖ Performance and stability studies for shelf life of various products;
- ❖ Laboratory set-up in Indaiatuba, Brazil with expertise in testing performance and stability studies.
- ❖ State of the Art Food Application Laboratory has been set up at Mumbai with expertise in testing, performance and stability studies pertaining to:
 - Fats and oils
 - Bakery
 - Confectionery
 - Fried snack foods
 - Dairy
 - Meat
- ❖ Mumbai laboratory will support satellite laboratory in Brazil and at other locations that may be set-up subsequently.

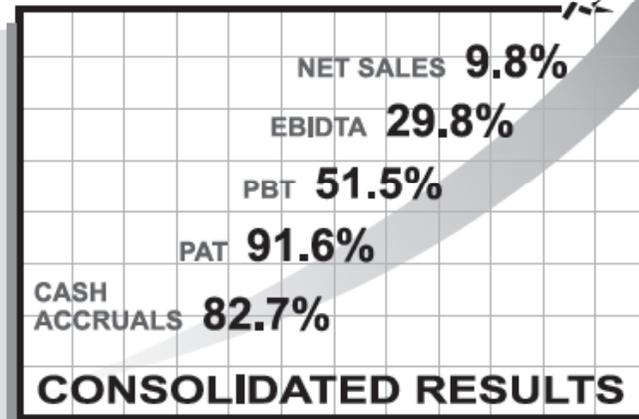




- ❖ **Setting up a manufacturing facility at Dahej SEZ, Bharuch District, Gujarat at an estimated cost of Rs. 191.00 Crores.**
- ❖ **Land admeasuring 64,407.91 square meters acquired in Dahej SEZ**
- ❖ **Project to be commissioned in September 2017**
- ❖ **Fully integrated project will give cost leadership**
- ❖ **Products to be manufactured :**

Hydroquinone :	9000 MTPA
Catechol:	6000 MTPA
Vanillin :	6000 MTPA





NET SALES	9.8%
EBIDTA	29.8%
PBT	51.5%
PAT	91.6%
CASH ACCRUALS	82.7%
CONSOLIDATED RESULTS	

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FINANCIAL OVERVIEW

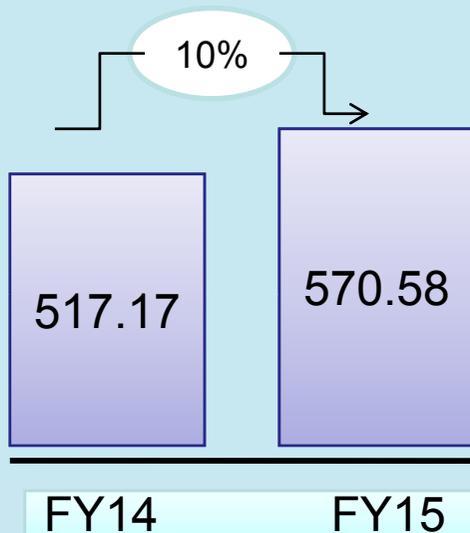
FINANCIAL RESULTS

CONSOLIDATED	2014-2015 (Rs. in lacs)	2013-2014 (Rs. in lacs)
Gross Sales & Other Operating Income	57,057.68	51,716.91
EBIDTA	9,289.02	7,128.41
Interest	2,382.46	2,465.90
Depreciation	1,624.62	1,178.60
Profit/(Loss) before tax	5,281.94	3,483.91
Less: Provision for Tax (Net)	(220.79)	612.61
Profit After Tax	5,502.73	2,871.30
Cash Accruals	6,001.70	3,285.08

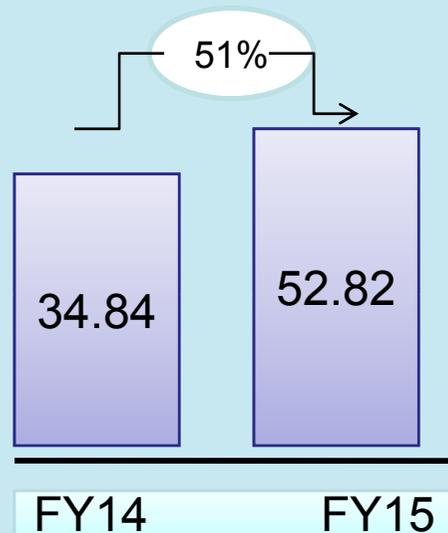


(Rs. in Crores)

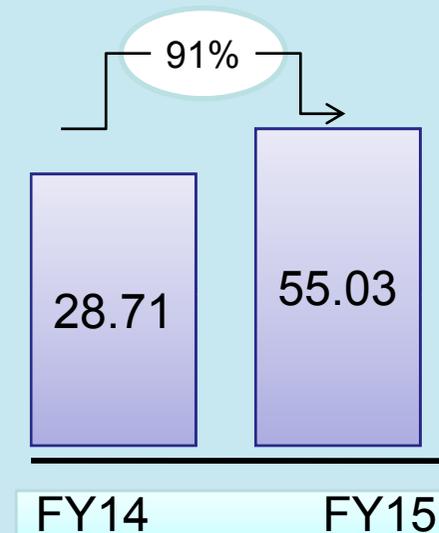
Gross Sales & Other Operating Income

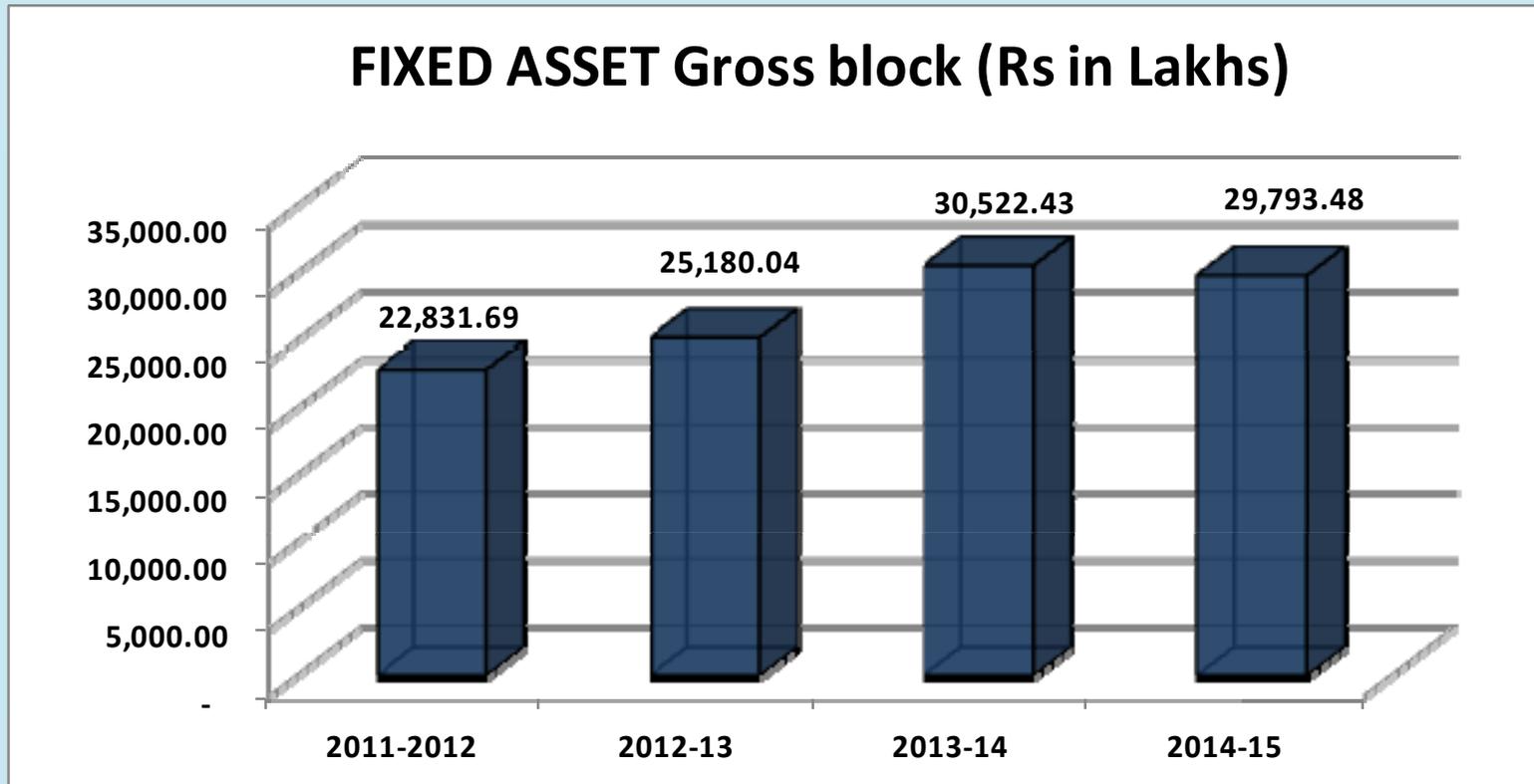


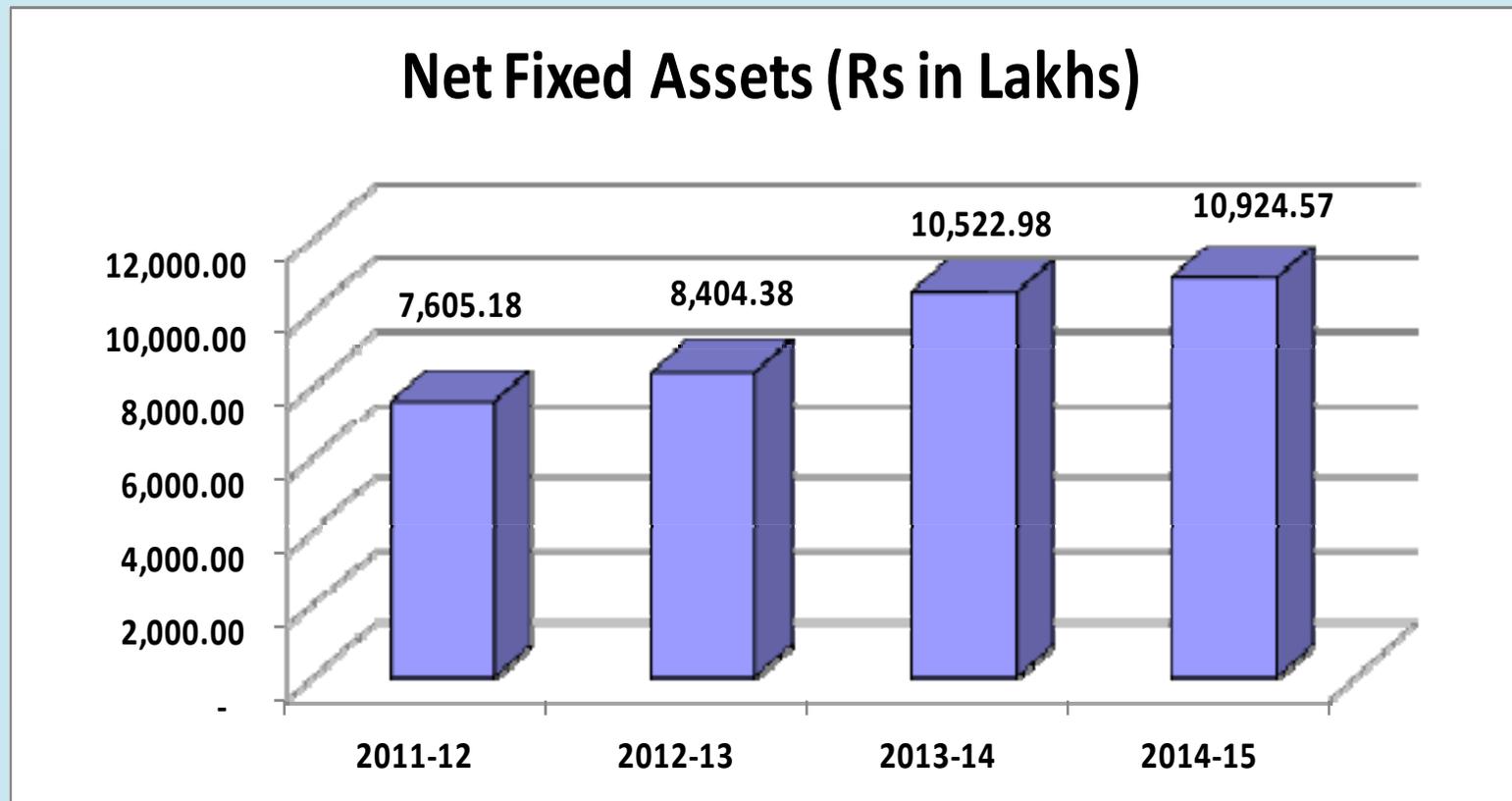
PBT

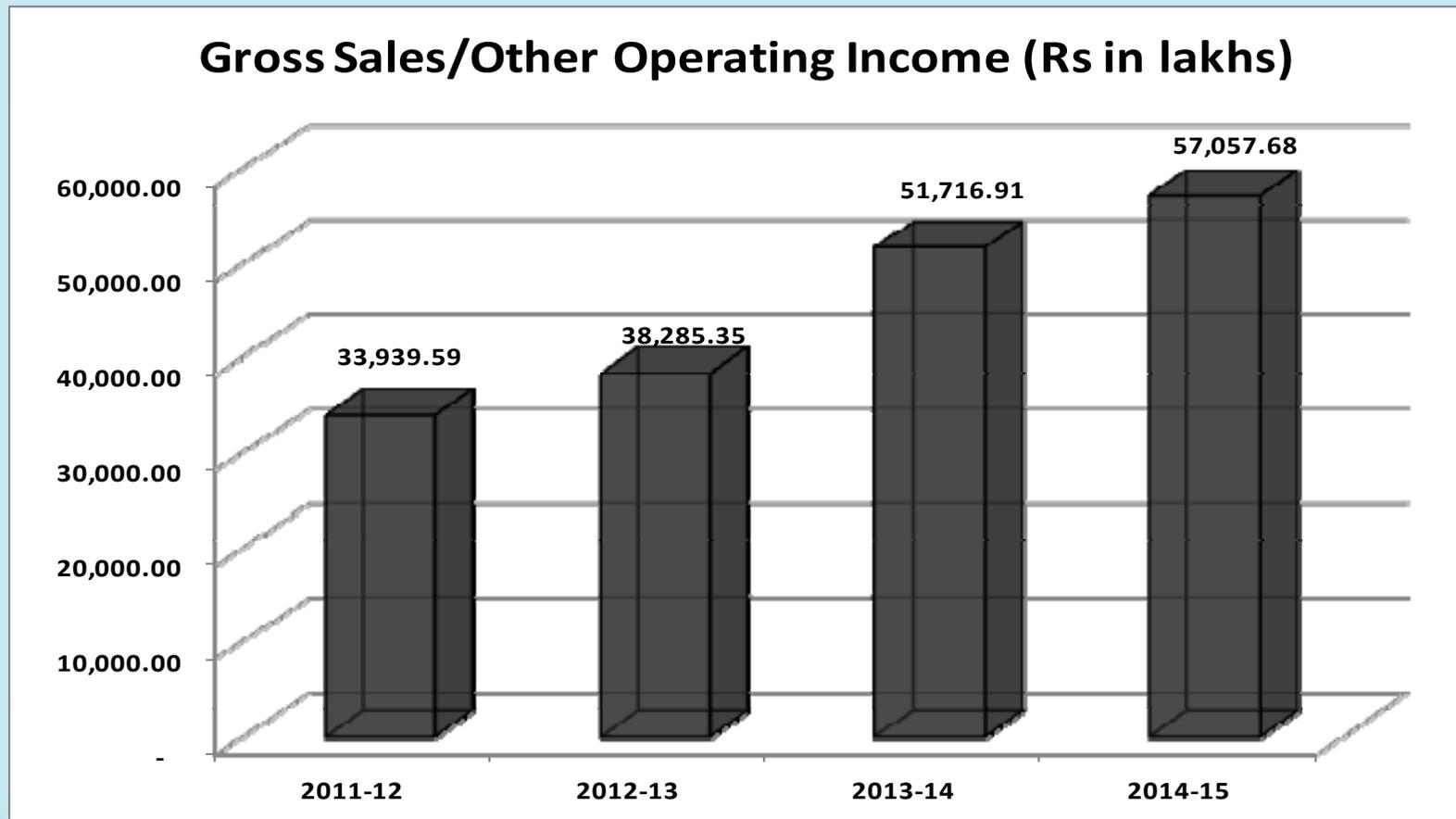


PAT

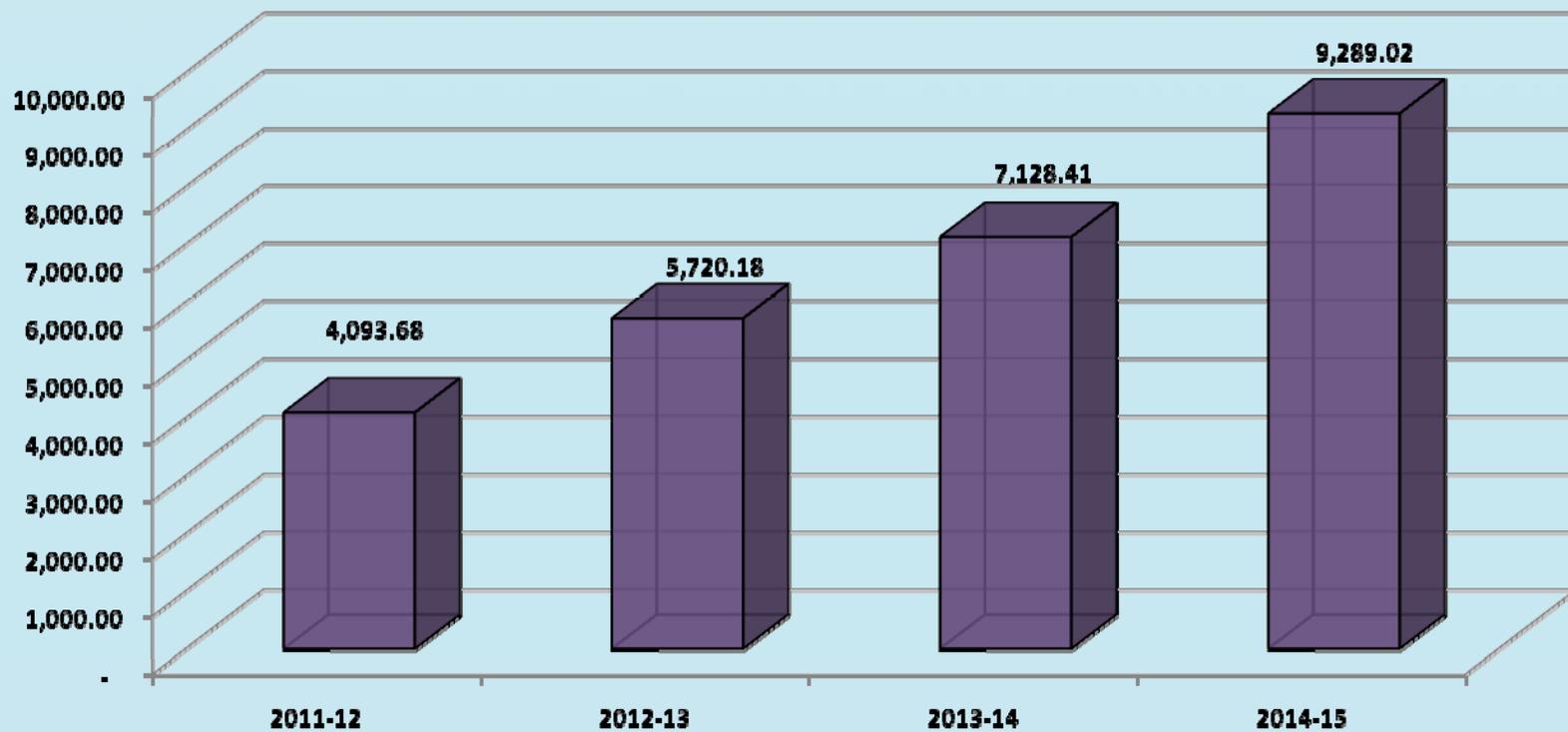


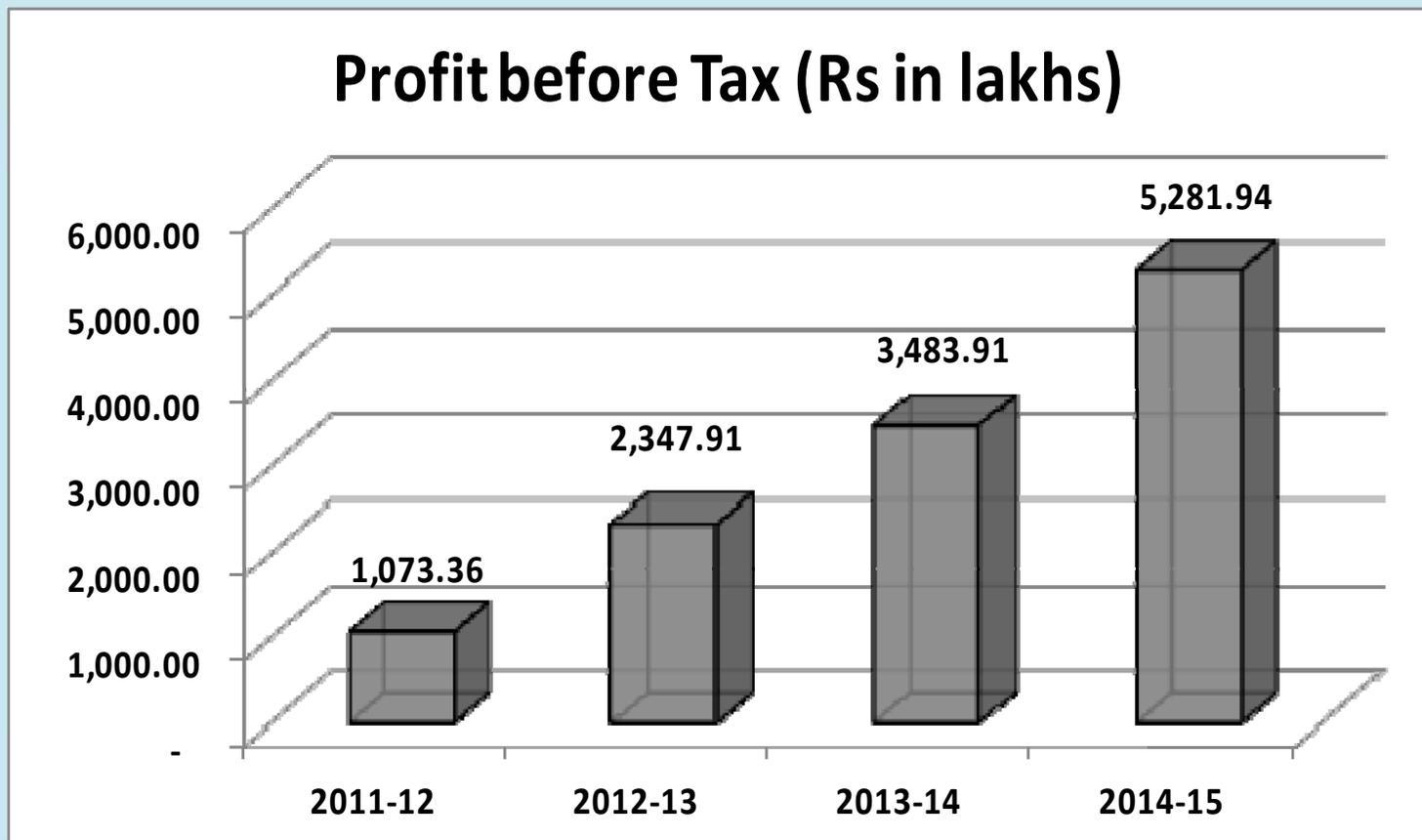


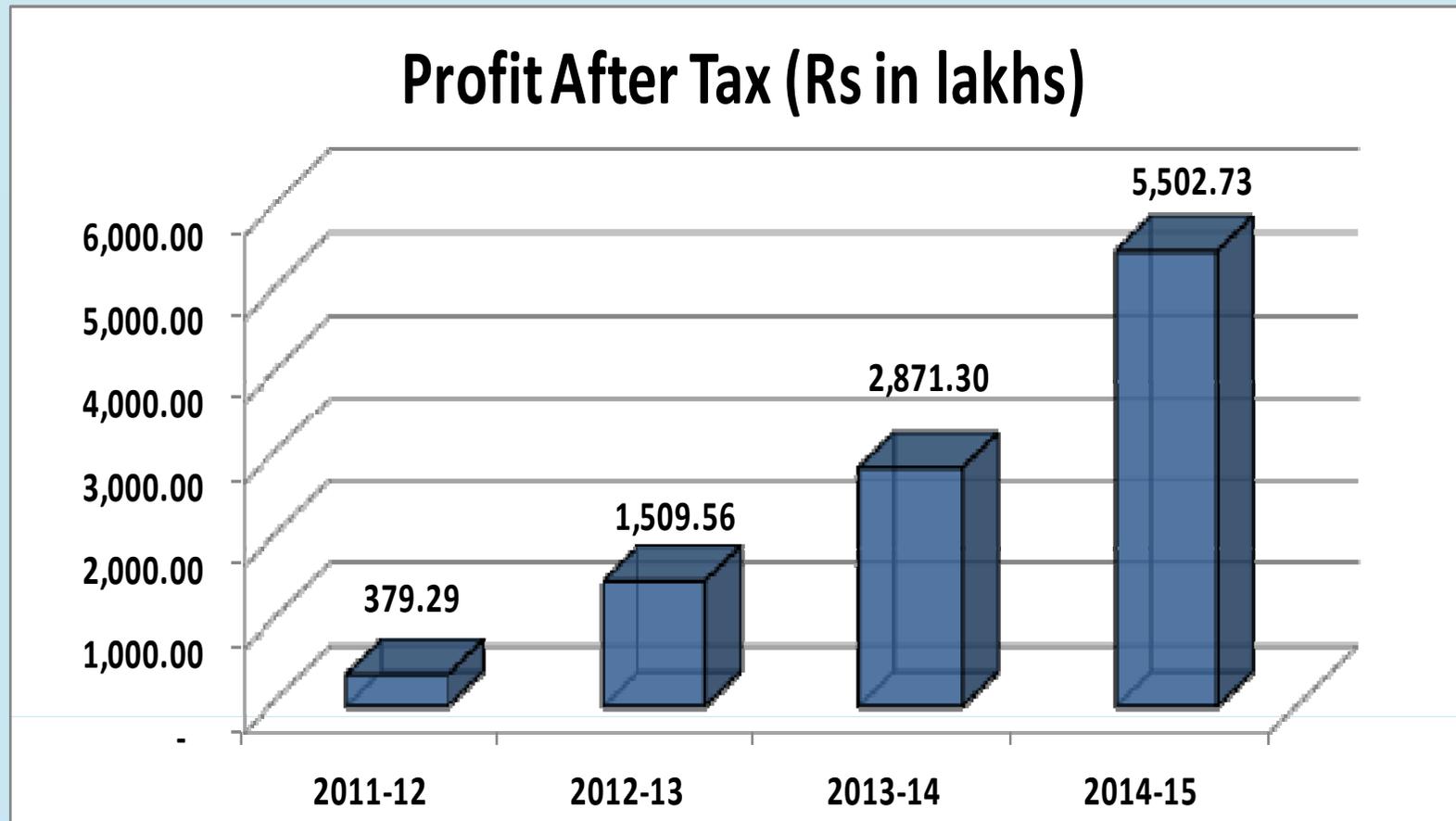


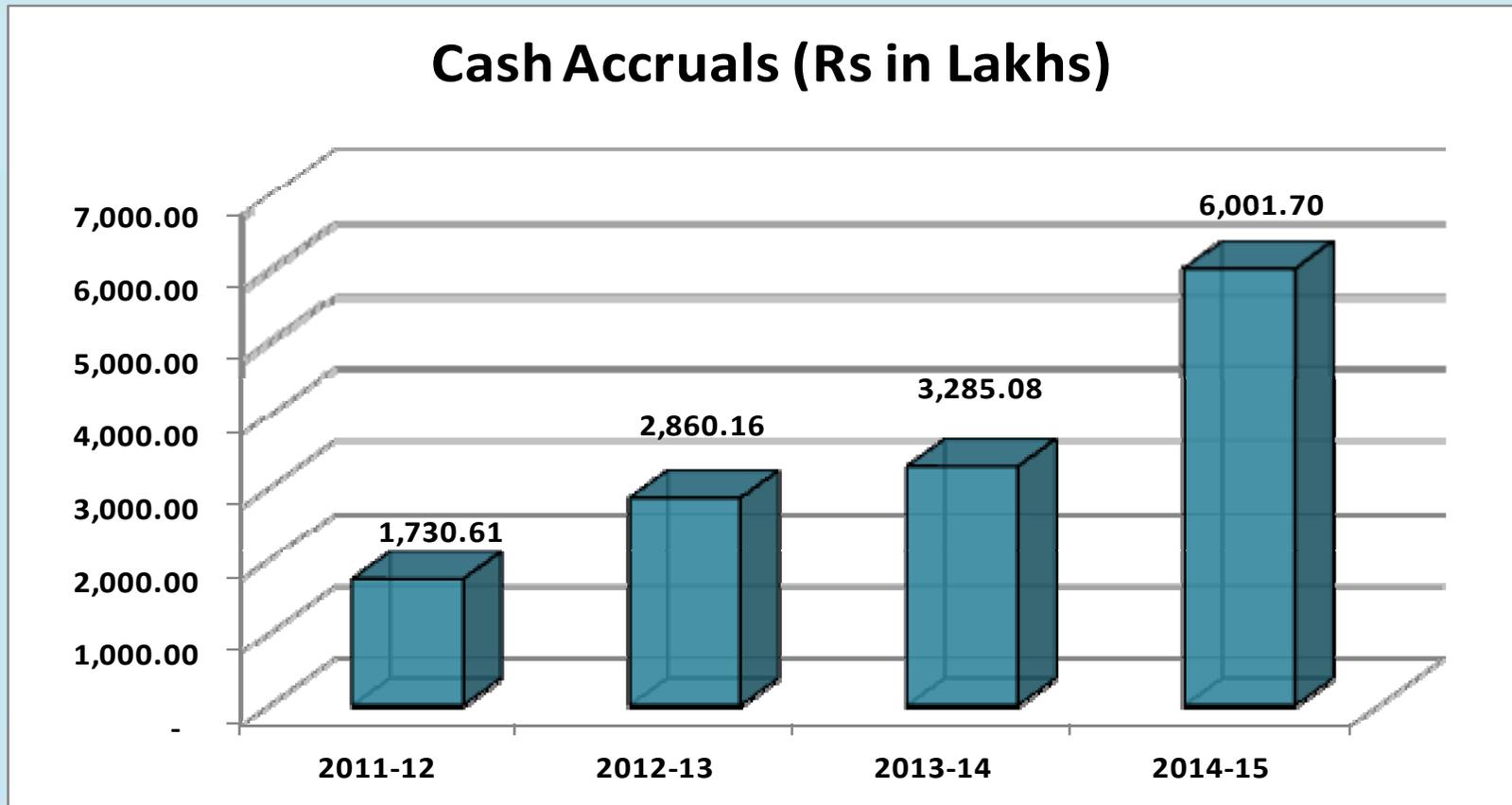


EBIDTA (Rs in lakhs)







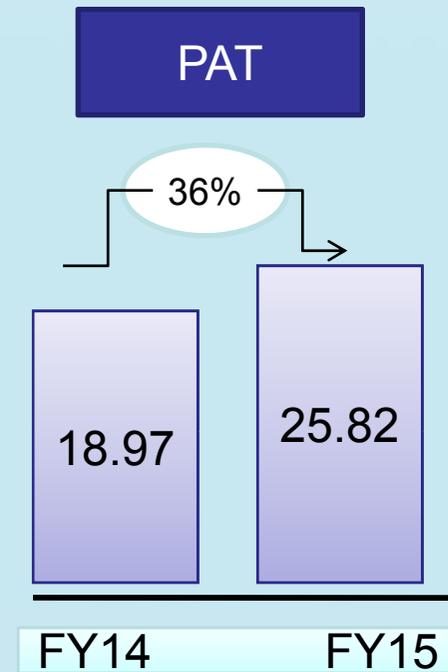
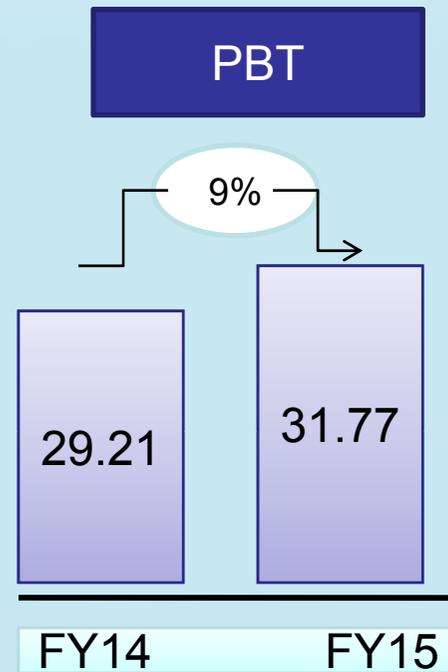
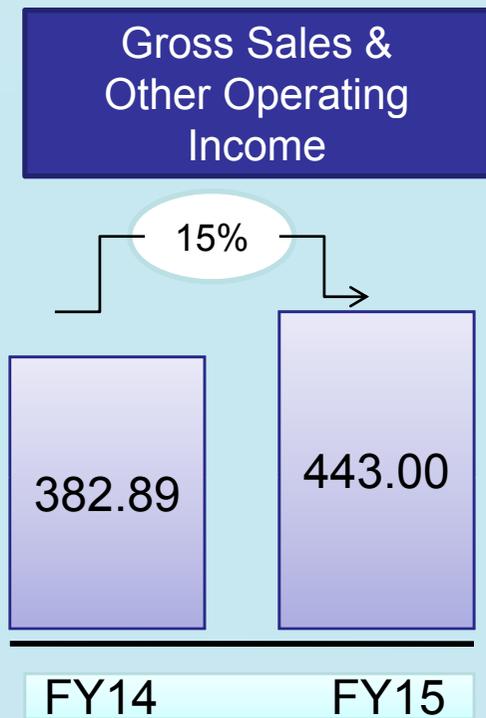


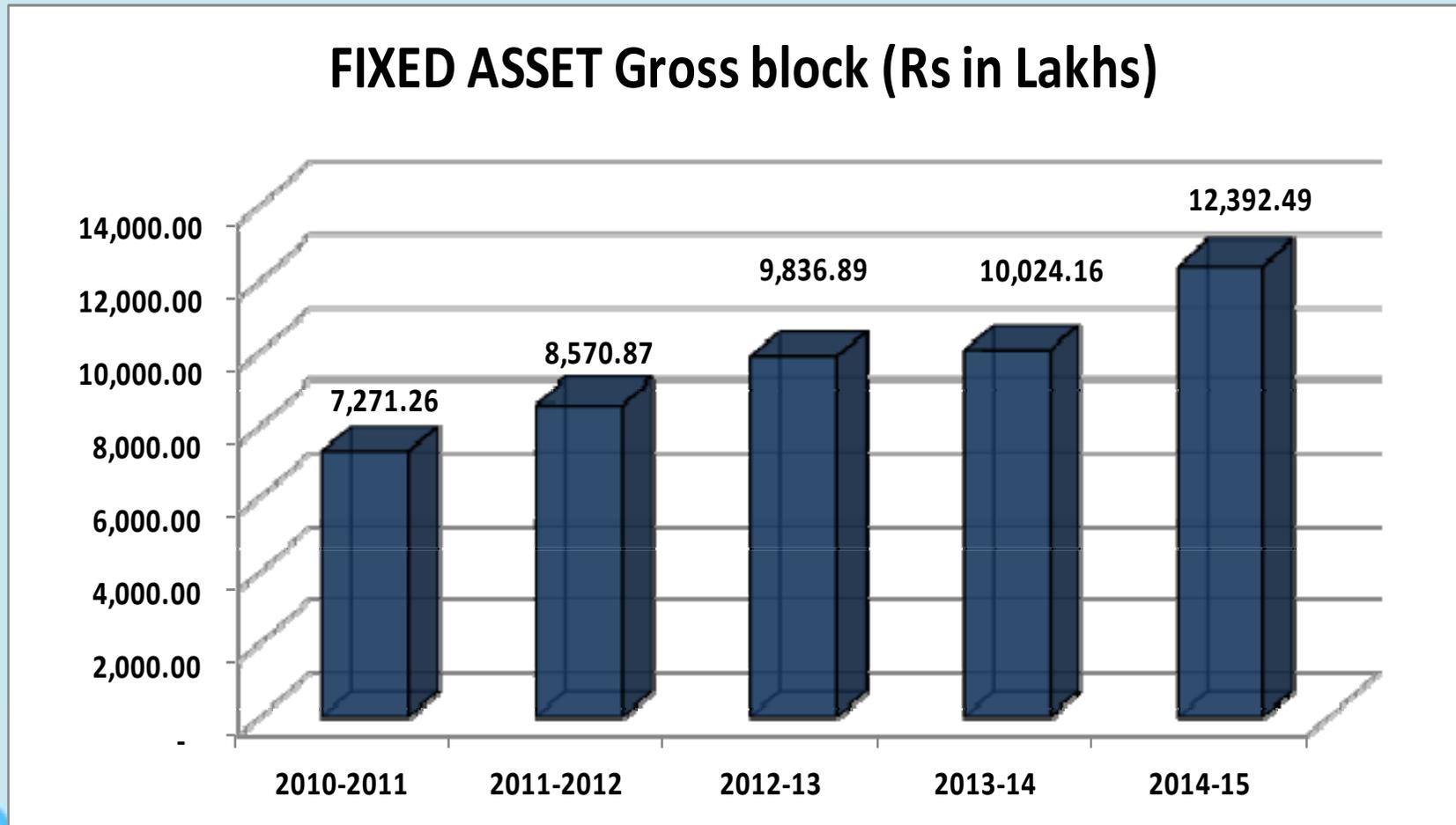
FINANCIAL RESULTS

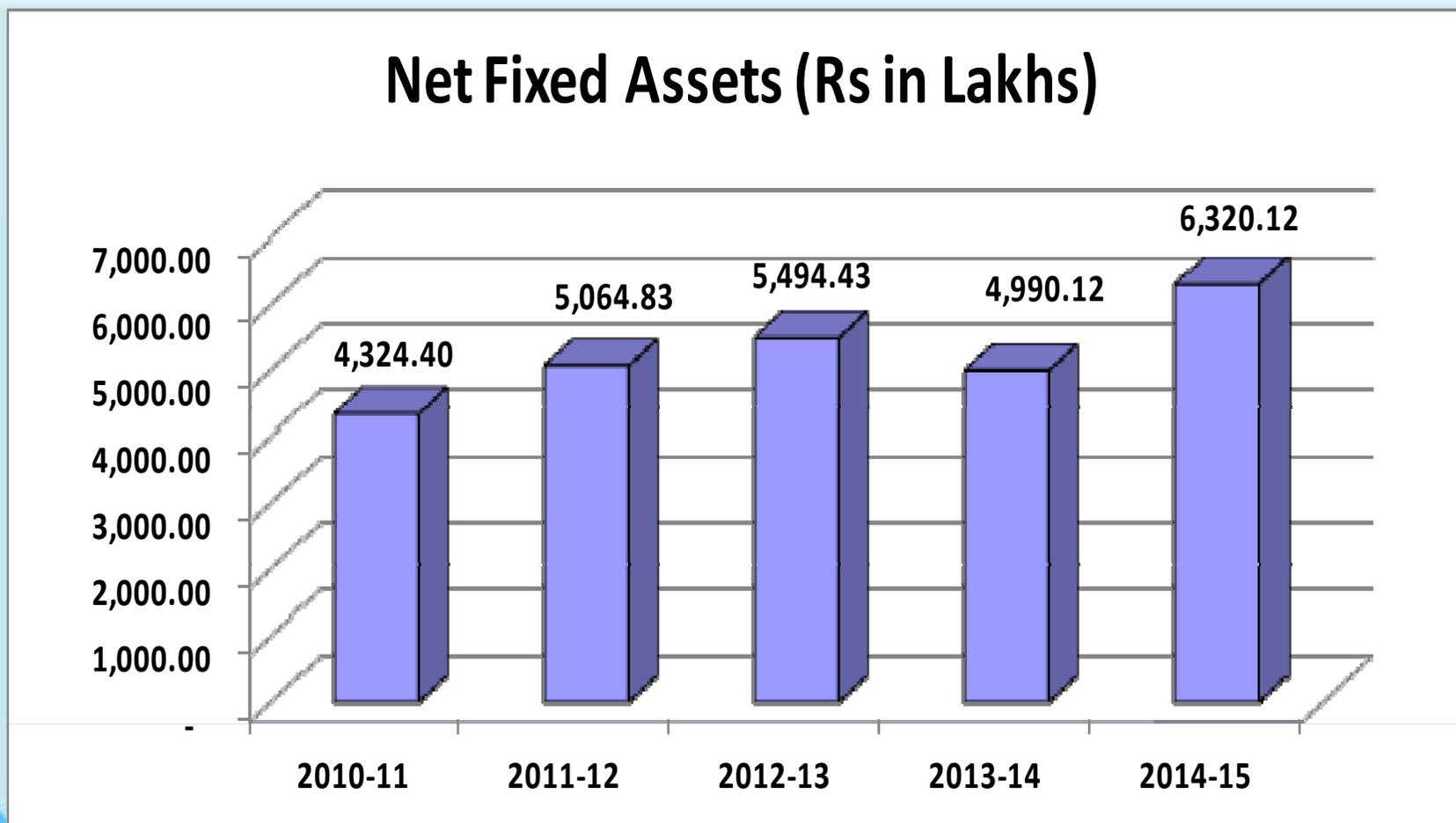
STANDALONE	2014-2015 (Rs. in lacs)	2013-2014 (Rs. in lacs)
Gross Sales & Other Operating Income	44,300.16	38,289.10
EBIDTA	6,288.44	6,092.11
Interest	2,115.11	2,239.53
Depreciation	996.30	932.00
Profit/(Loss) before tax	3,177.03	2,920.58
Less: Provision for Tax (Net)	595.27	1,023.72
Profit After Tax	2,581.76	1,896.86
Cash Accruals	3,578.06	2,828.86

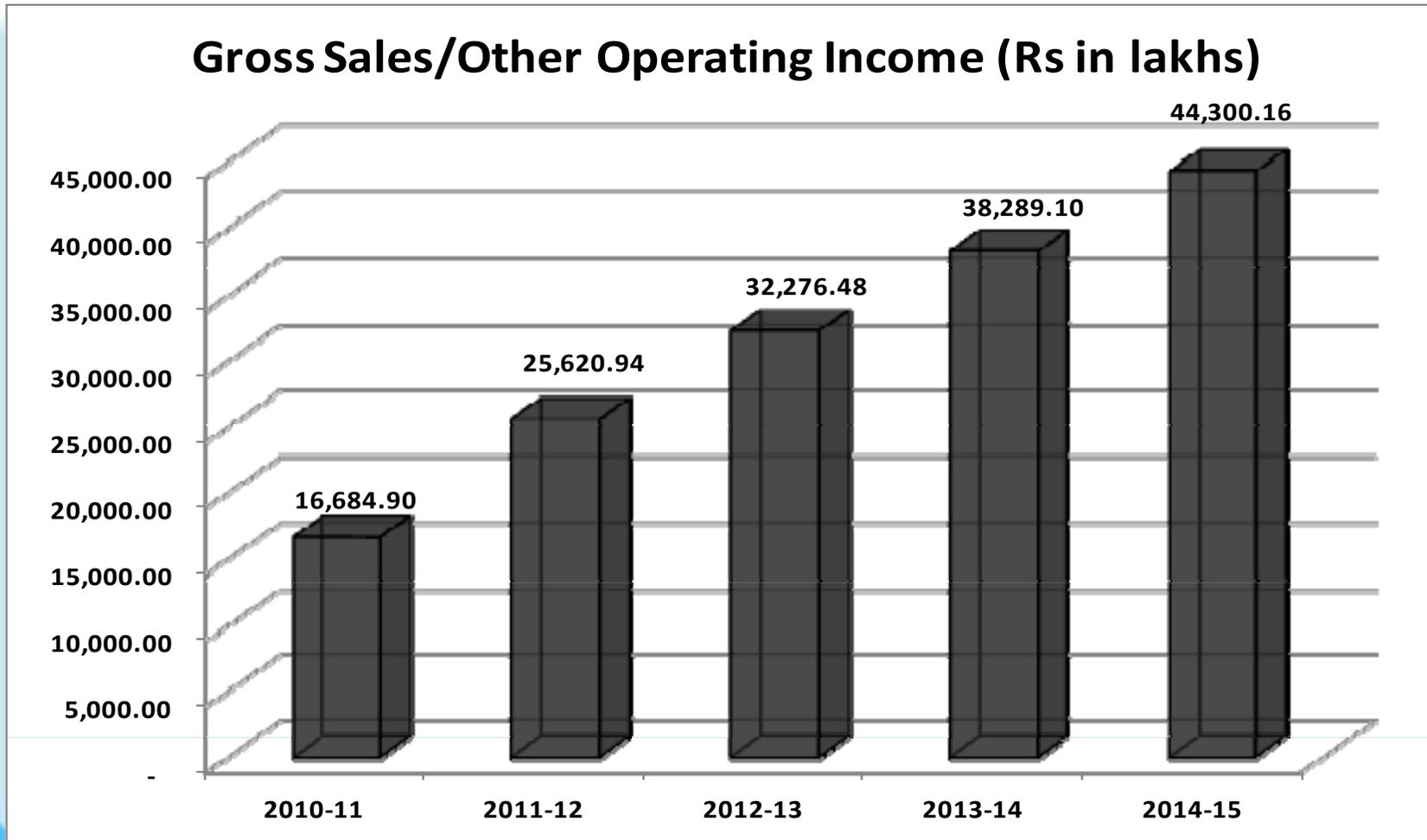


(Rs. in Crores)

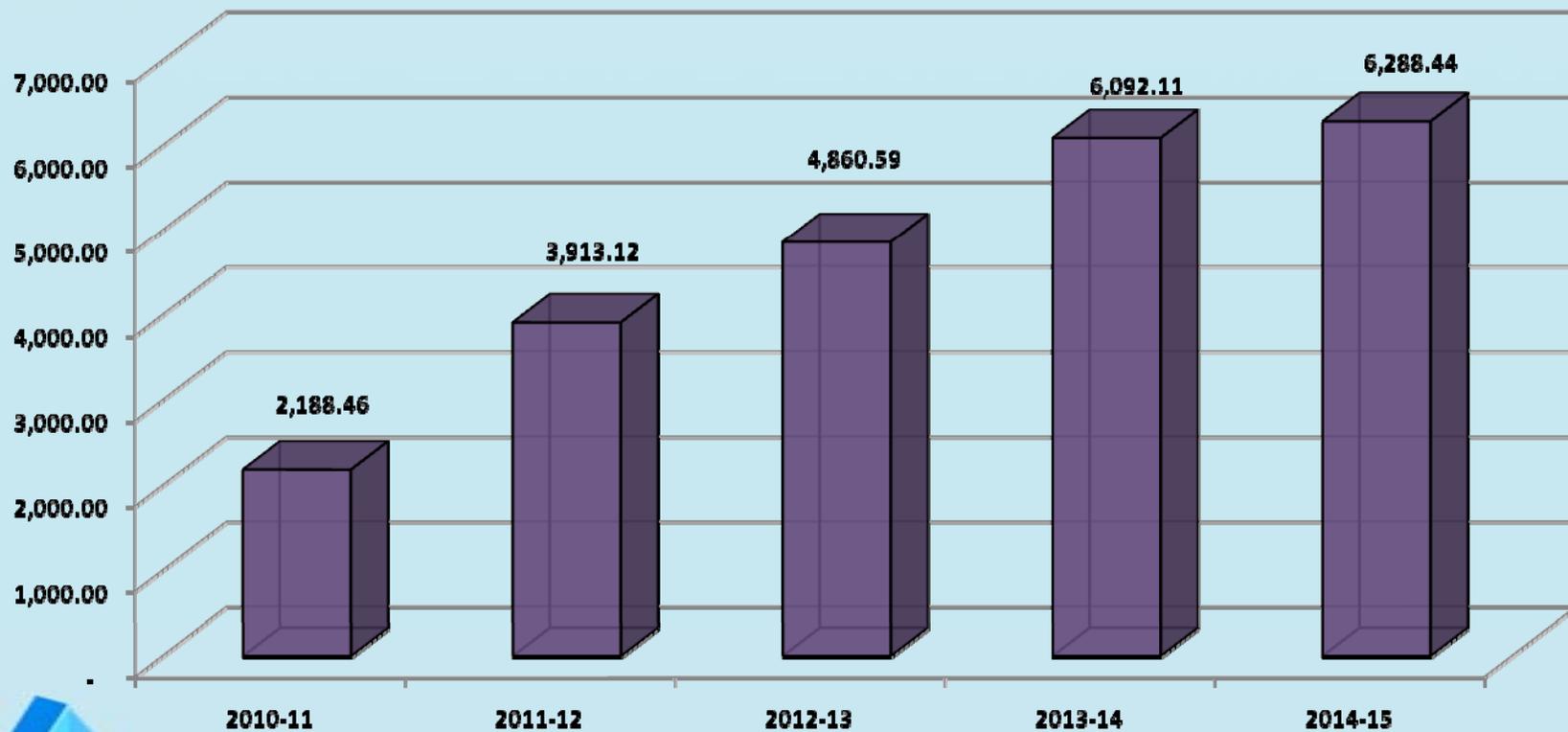


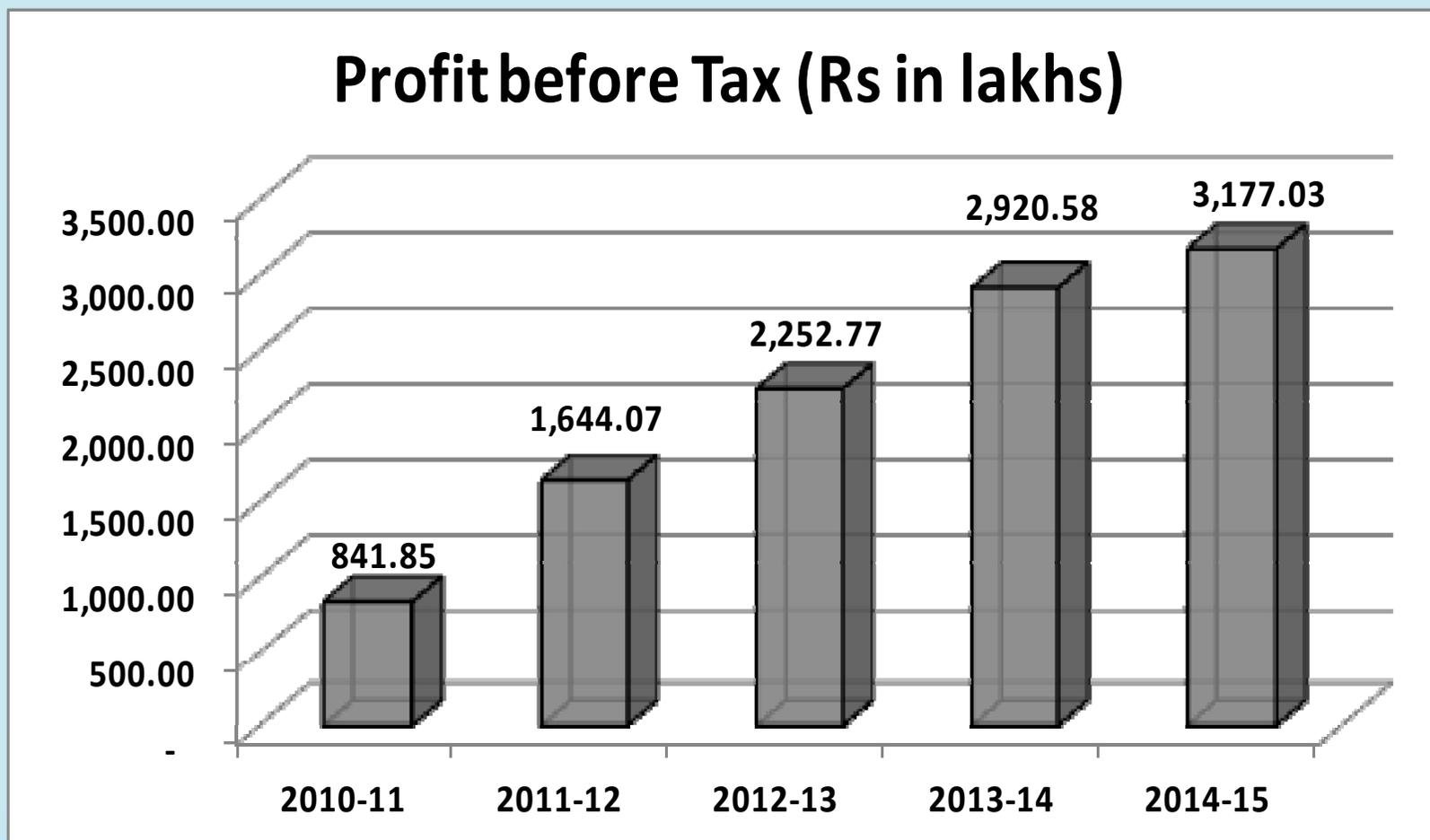


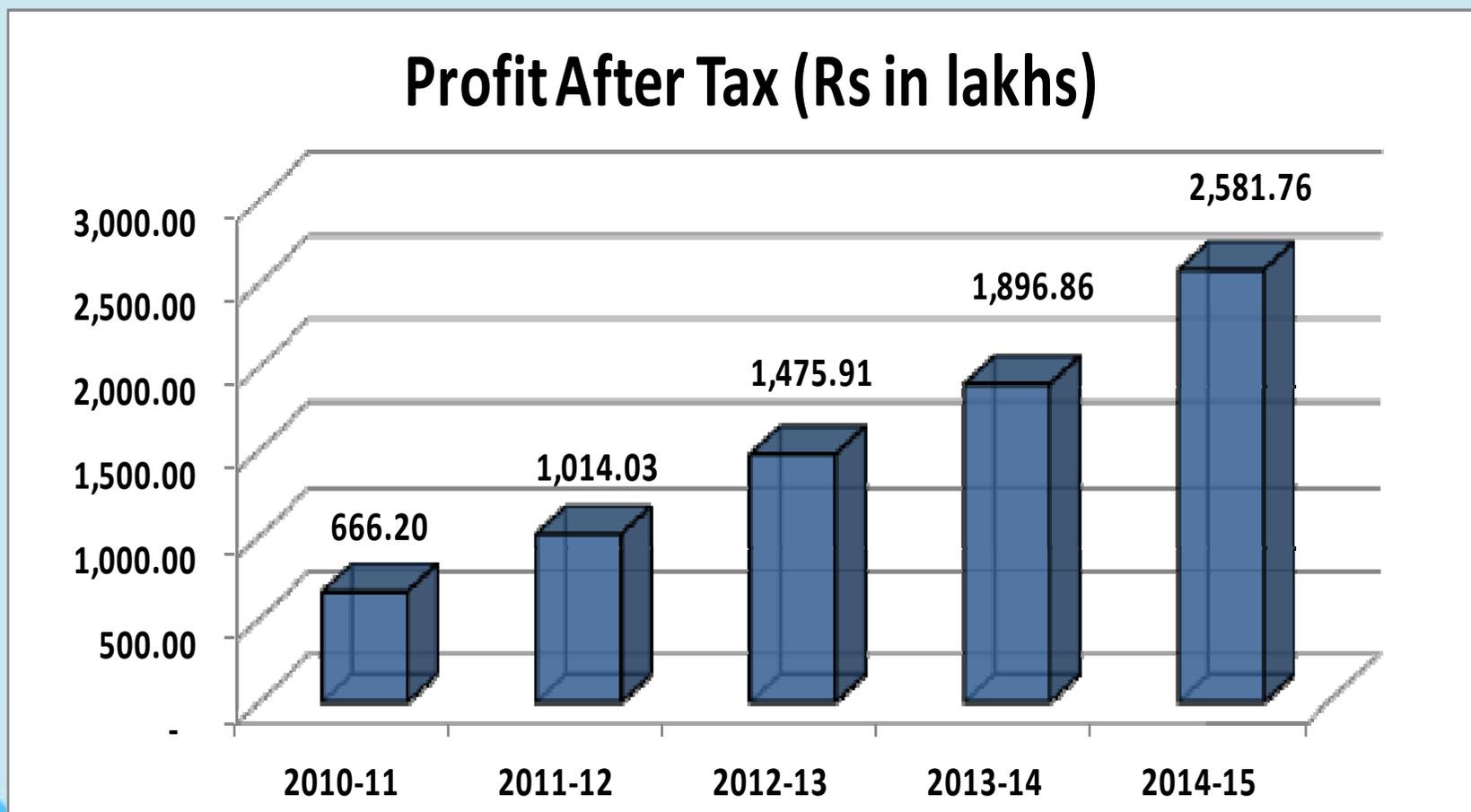


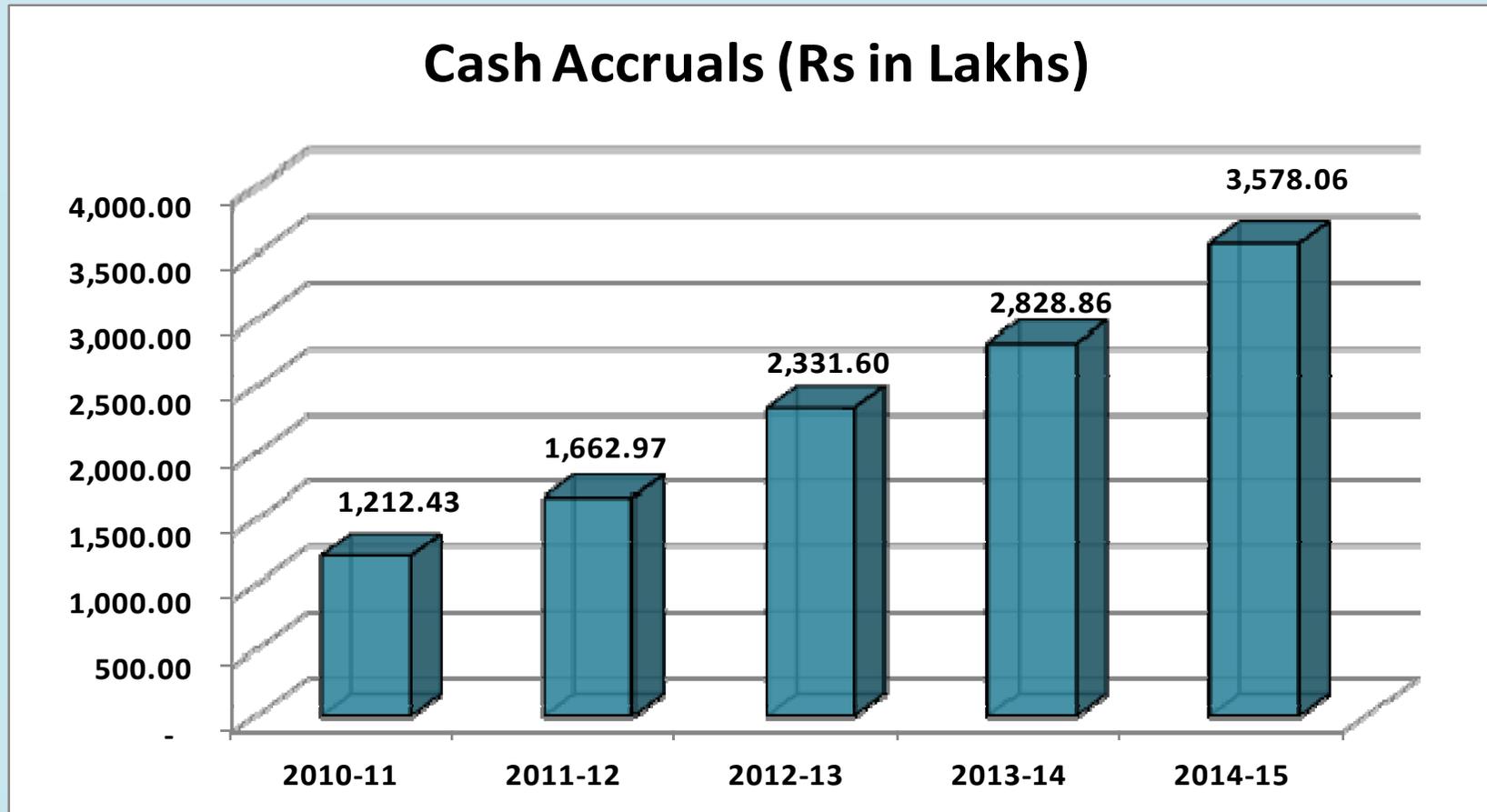


EBIDTA (Rs in lakhs)









THANK YOU

