

Date: 08/02/2019

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| To, BSE Limited, 25, P. J. Towers, Dalal Street, Mumbai – 400 001 Ref: Company Scrip Code: 532834 | To, The Manager, Listing Department, National Stock Exchange of India Ltd., Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400051 Ref: Symbol: CAMLINFINE Series: EQ |
|--|---|

Sub: Intimation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - ("SEBI LODR")

This is in continuation to our disclosure dated February 07, 2019 in relation to the conference call with various domestic and international investors and analysts to discuss the unaudited financial results of the Company for the quarter ended 31st December, 2018 (Q3) on 08th February, 2019, please find enclosed herewith the investor presentation made for the aforesaid call.

It is clarified that the presentation and the information contained therein does not constitute or form part of an invitation or solicitation to offer to purchase or subscribe to any securities of the Company in any jurisdiction. This presentation has been prepared for information purposes only. The information contained in the investor presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment.

We request you to take the above on record and the same be treated as compliance under the applicable Regulations of SEBI LODR.

Thanking You,

Encl.: a/a.

For **Camlin Fine Sciences Limited**



(Rahul Sawale)

Group Company Secretary





Bringing science to everyday life



EARNINGS PRESENTATION

9M / Q3-FY19



Company Overview

- Camlin Fine Sciences Limited (CFS), formed in 2006 after demerging the fine chemical business from Camlin Ltd., is a vertically integrated company engaged in research, development, manufacturing, commercializing and marketing of specialty chemicals and blends, which are used in a wide array of sectors.
- CFS is global leading producer of food antioxidants, such as TBHQ & BHA, and the world’s 3rd largest producer of Vanillin.

FY18 Business Mix (Revenue Share %)

- Shelf Life Solutions (50%) : Includes Anti-oxidants, Blends and Additives
- Performance Chemicals (34%): Includes Specialty Chemicals
- Aroma Chemicals (15%): Includes Vanillin and Ethyl Vanillin

Manufacturing Facilities, R&D Centres and Application Labs



Manufacturing Facilities in India, Brazil, China, Mexico and Italy



R&D Centres at Tarapur(India) and Ravenna (Italy)



Application Labs in India, Brazil, North America, Italy and Mexico

Financials FY18 (INR Mn)



* Excluding Other Income

*Including non controlling interest



One of the few vertically and backward integrated players



Leading Manufacturers of Antioxidants in the world with more than 25 years of experience



3rd largest producer of Vanillin in the world



Serving more than 80 countries with over 100 products



Preferred Partner for manufacturing customized products



Strategic move to start blends which have higher margins



4 Manufacturing Facilities, 2 R&D Centres and 5 Application Labs



Global expertise, local solutions

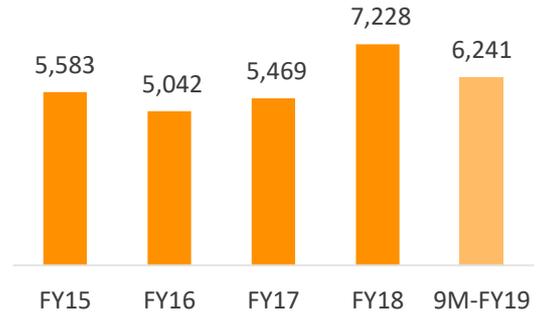


Strong management team with experienced industry professionals

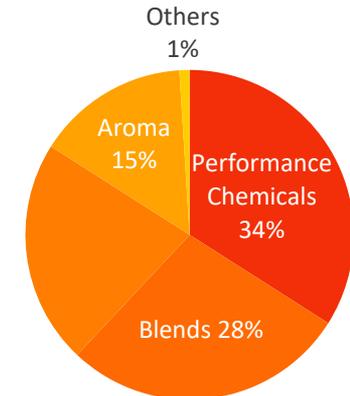
About the Company

- In 2006, Camlin Fine Sciences Limited (CFS) was formed after de-merging (mirror shareholding) the fine chemical business from Camlin Ltd.
- The Company has over 30 years of experience providing innovative solutions with a competitive advantage in fine sciences.
- CFS is a vertically integrated company, engaged in research, development, manufacturing, commercializing and marketing of specialty chemicals and blends, which are used in a wide array of sectors.
 - **Food, feed, animal and pet nutrition**
 - **Flavours & Fragrance**
 - **Pharma**
 - **Agro Chemicals**
 - **Petro chemicals**
 - **Dyes and Pigments**
 - **Polymers**
 - **Bio Diesel**
- CFS categorizes their business into 3 different verticals based on their product portfolio, namely: Shelf-Life Solutions (which include anti-oxidants, its blends and additives), Performance chemicals and Aroma Chemicals.
- CFS has subsidiaries in Mexico, North America, China, Europe and Brazil serving in more than 80 countries with more than 100 products and over 1,000 satisfied customers.
- CFS markets its products in Europe, Asia Pacific (including India), North Africa, Middle East, South, Central and North America.

Total Operational Revenue (INR Mn)



FY18 Operational Revenue Breakup





9M / Q3-FY19 FINANCIAL OVERVIEW

9M/ Q3-FY19 Financial Highlights - Standalone

| PARTICULARS (INR Mn) | Q3-FY19 | Q3-FY18 | Y-O-Y | Q2-FY19 | Q-O-Q | 9M-FY19 | 9M-FY18 | Y-O-Y |
|---------------------------------|----------------|----------------|----------------|---------------|------------------|---------------|----------------|----------------|
| Turnover | 1,499 | 1,188 | 26.2% | 1,188 | 26.2% | 3,766 | 2,768 | 36.0% |
| Gross Margin | 338 | 220 | 53.6% | 323 | 4.6% | 982 | 654 | 50.1% |
| Gross Margin % | 22.54% | 18.52% | 402 Bps | 27.18% | (464) Bps | 26.08% | 23.62% | 246 Bps |
| EBITDA | (63) | (38) | NA | 222 | NA | 332 | 3 | NA |
| EBITDA Margin % | (4.21)% | (3.20)% | NA | 18.69% | NA | 8.82% | 0.11% | 871 Bps |
| Adjusted EBITDA* | 27 | (17) | NA | 95 | (71.5)% | 204 | (37) | NA |
| Adjusted EBITDA Margin % | 1.80% | (1.43)% | NA | 7.99% | (619) Bps | 5.42% | (1.34)% | NA |
| PBT | (102) | (140) | NA | 128 | NA | 112 | (260) | NA |
| Profit After Tax | (53) | (82) | NA | 81 | NA | 81 | (154) | NA |

- Revenue growth has been due to increase in turnover of Performance Chemicals.
- Gross Margin for Q3 FY 19 is impacted due to increase in raw material costs on account of foreign exchange fluctuation
- Overall performance was also impacted due to currency losses in the Quarter.

*Adjusted for Other Income and foreign exchange loss under "Other Expenses"

9M/ Q3-FY19 Financial Highlights - Consolidated

| PARTICULARS (INR Mn) | Q3-FY19 | Q3-FY18 | Y-O-Y | Q2-FY19 | Q-O-Q | 9M-FY19 | 9M-FY18 | Y-O-Y |
|---------------------------------|---------------|---------------|----------------|---------------|------------------|---------------|---------------|----------------|
| Turnover | 2,414 | 2,077 | 16.2% | 2,013 | 19.9% | 6,241 | 4,946 | 26.2% |
| Gross Margin | 1,143 | 859 | 33.1% | 966 | 8.3% | 3,044 | 2,035 | 49.6% |
| Gross Margin % | 47.34% | 41.35% | 599 Bps | 47.98% | (64) Bps | 48.77% | 41.14% | 763 Bps |
| EBITDA | 162 | 80 | 102.5% | 271 | (40.2)% | 610 | 50 | 1,120% |
| EBITDA Margin % | 6.71% | 3.85% | 286 Bps | 13.46% | (675) Bps | 9.78% | 1.01% | 877 Bps |
| Adjusted EBITDA* | 207 | 97 | 113.4% | 172 | 20.3% | 519 | 34 | 1,426 % |
| Adjusted EBITDA Margin % | 8.57% | 4.67% | 390 Bps | 8.54% | 3 Bps | 8.32% | 0.69% | 763 Bps |
| PBT | (16) | (83) | NA | 100 | NA | 100 | (361) | NA |
| Profit After Tax | (8) | (50) | NA | 19 | NA | (33) | (197) | NA |

- Robust growth in the blends business worldwide and sustained growth in Performance Chemicals has resulted in increase in total revenues.
- PBT was impacted due to currency losses.

*Adjusted for Other Income and foreign exchange loss under "Other Expenses"



COUNTRY OVERVIEW

- R&D Centre at Tarapur that has developed many new Diphenol-downstream products
- Shelf Life Solutions Development, Testing and Applications Lab at Mumbai that works on testing food formulations and blends for the food, pet food and animal nutrition industries.
- Provides technical expertise and support for shelf life solutions and aroma ingredients to the various laboratories of CFS located globally

Manufacturing
Capacity / Year
(PC)

Increased from
6,000 MT to

10,000 MT

Manufacturing
Capacity / Year
(Anti-oxidant Ingredients)

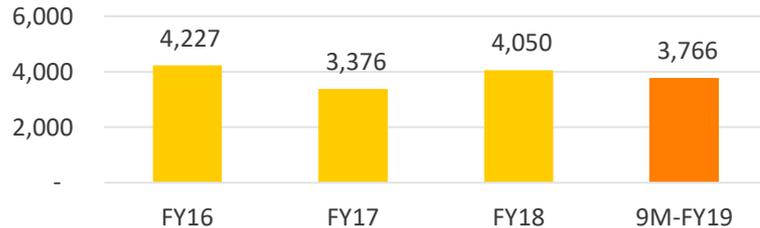
5,000 MT

Total
Employee Strength

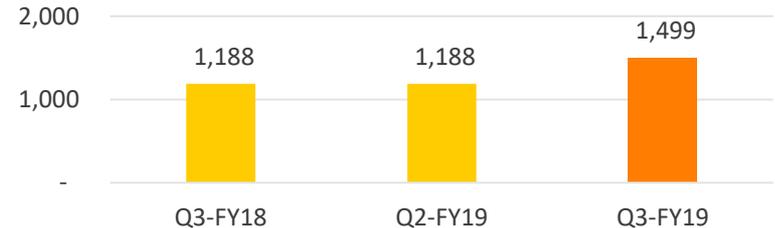
350+



Operational Revenue (INR Mn)



Quarterly Operational Revenue (INR Mn)



Work / Activities completed

- Financial Closing achieved
- Basic Process & Mechanical Equipment Engineering
- Long lead equipment (process & utility) as well as major equipments– Orders placed
- Civil / Structural Engineering for major non-process buildings, compound hall, Warehouse
- Civil Contractors / Engineering Head / Third Party Inspection Agency / Construction Management Company appointed
- Office staff / Production head / Instrumentation head / Security Agency appointed
- Water & Electricity connections in place & HAZOP study done

Work in progress

- Financial Closing achieved
- Basic Process & Mechanical Equipment Engineering
- Majority of long lead equipment (process & utility) – Orders placed
- Civil / Structural Engineering for major non-process buildings
- Civil Contractors / Engineering Head / Third Party Inspection Agency / Construction Management Company appointed
- Temporary Site Office in place

Time lines

Mechanical completion
target in the month of
June 2019

Trials, commissioning
by the end of
Q2-FY20

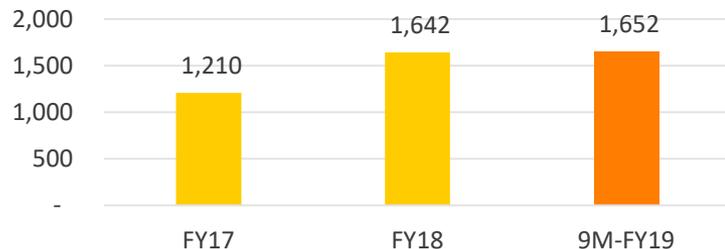
- Acquire 65% stake in Dresen Quimica SAPI De CV, Mexico in May 2016
- Primarily manufactures Blends and Additives
- Key customer segments: Oil, Poultry, Dairy, Rendering, Aqua, Pet food, Swine, Vitamin Pre-mix
- Total Market size is ~USD 200 Mn and CFS Mexico enjoys an overall market share of ~15% giving enough growth opportunities.

Manufacturing
Capacity / Year
12,000 MT

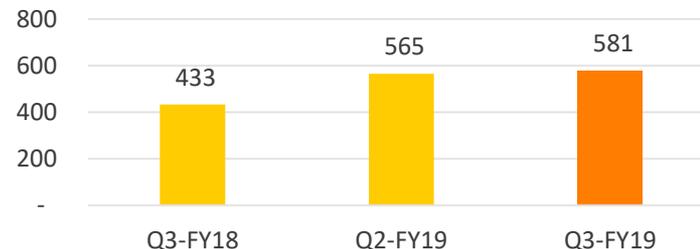
Total
Employee Strength
130+



Operational Revenue (INR Mn)



Quarterly Operational Revenue (INR Mn)



Performance Chemicals

- Acquired the manufacturing facility at Ravenna, Italy in 2011, which provides captive requirements of key raw materials i.e. Hydroquinone and Catechol
- Capacity utilization achieved at 95% in 9M-FY19
- Considerable growth in EBITDA Margins & Profits due to cost reduction programs, favourable prices and better yields

Manufacturing
Capacity / Year
12,000 MT

Total
Employee Strength
50+

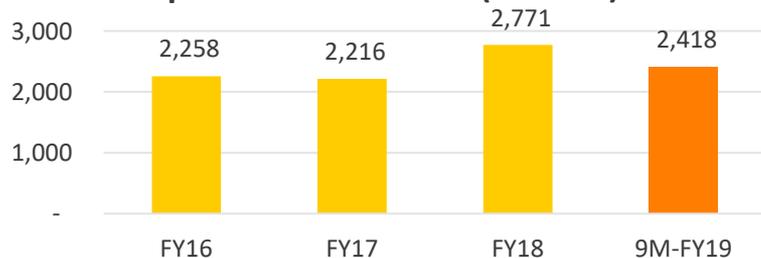
Shelf Life Solutions

- Application lab recently commenced in October 2018
- The Blending plant will be commissioned in March 2019
- Dedicated Sales team being appointed to cover the entire European market
- On-boarded 5 customers

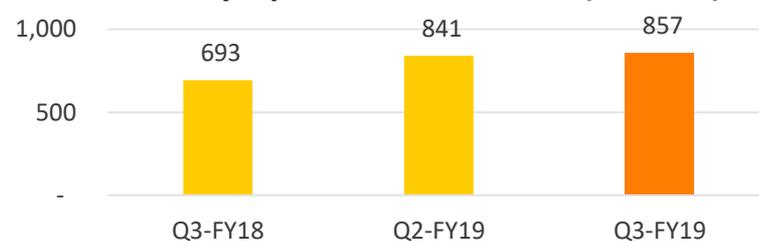


● Owned Plant ■ Marketing offices ◆ R&D/ Food Labs

Operational Revenue (INR Mn)



Quarterly Operational Revenue (INR Mn)



Shelf Life Solutions

- Formed in 2013 for Blends and the production started in 2015
- Has an application lab in Indaiatuba – Brazil for customizing blends for Shelf-life Extension Solutions.
- Handles distribution of bulk antioxidants and vanillin.
- Key customer segments: Oil, Poultry, Dairy, Rendering, Aqua, Pet food, Swine, Vitamin Pre-mix and Bio Diesel
- Revenue will continue to grow due to launch of new products in animal nutrition and better penetration of markets
- Has turned EBITDA positive in the current quarter
- Dedicated facility for animal feed and pet food additives will be commissioned in February 2019



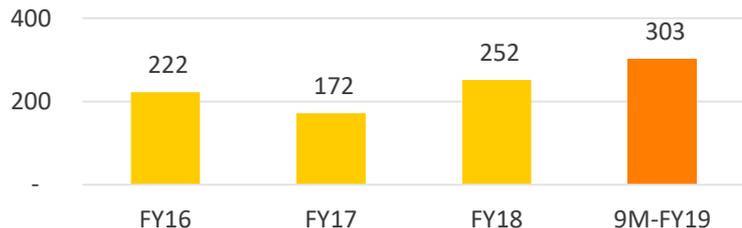
Manufacturing
Capacity / Year

6,000 MT

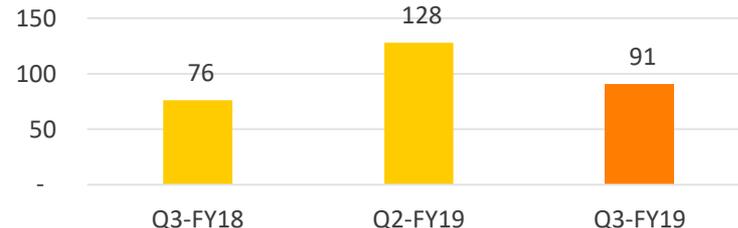
Total
Employee Strength

30+

Operational Revenue (INR Mn)



Quarterly Operational Revenue (INR Mn)



- CFS along with CFS Europe acquired 51% stake in Ningbo Wanglong Flavours in 2017 which had an operational plant since 2011.
- **This acquisition makes CFS the 3rd largest producer of Vanillin**
- Located in Grade 1 Industrial zone in the city of Yuyao Zhejiang Province, China.
- It manufactures Vanillin through a dedicated manufacturing facility which started at the end of Q2-FY18
- With capacity expansion of Guaiacol in India, we are covered for 100% of primary raw material
- Establishing a distribution network across the globe

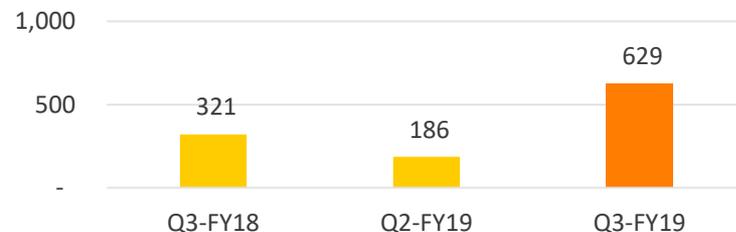


Manufacturing
Capacity / Year
4,200 MT

Capacity utilization
in 9M-FY19
30%

Total
Employee Strength
75+

Quarterly Operational Revenue (INR Mn)

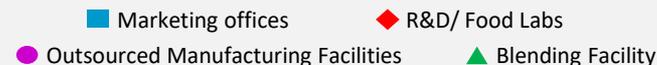
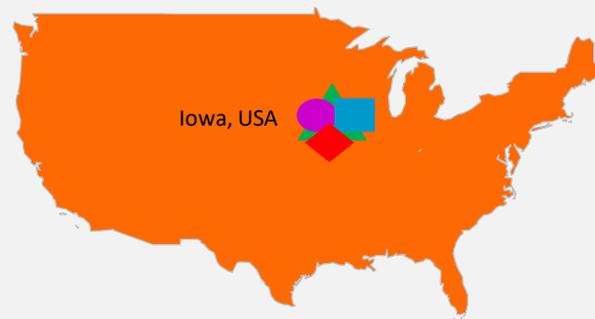


Shelf Life Solutions

- Formed in October 2015 as a wholly owned subsidiary

Market focus

- Food** - Bulk oils (synthetic antioxidants), Meat & poultry (natural antioxidants)
- Pet food** - Rendering for pet food (natural antioxidants), Rendering for animal feed (synthetic antioxidants)
- Animal feed** – Antioxidants, Mould Inhibitors, Gut Health Probiotics, Others
- Has launched new products in natural anti-oxidants and animal nutrition
- Built a strong diversified portfolio of 40+ products



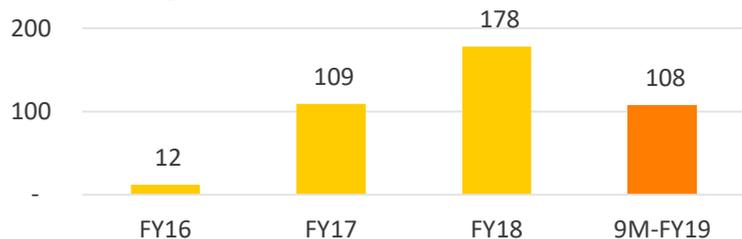
Total Number of Customers

6+

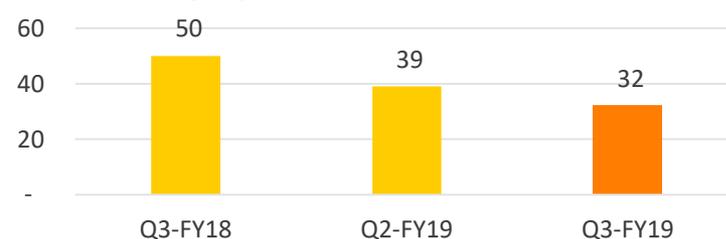
Total Employee Strength

10+

Operational Revenue (INR Mn)



Quarterly Operational Revenue (INR Mn)





HISTORICAL FINANCIAL OVERVIEW

Standalone Income Statement

| PARTICULARS (INR Mn) | FY16 | FY17* | FY18* |
|-----------------------------------|---------------|--------------|--------------|
| Operational Income | 4,227 | 3,376 | 4,050 |
| Total Expenses | 3,553 | 3,156 | 3,992 |
| EBITDA | 674 | 220 | 58 |
| EBITDA Margin | 15.94% | 6.52% | 1.43% |
| Depreciation | 101 | 116 | 91 |
| Finance Cost | 218 | 232 | 240 |
| Other Income | 37 | 129 | 92 |
| Exceptional Items | 45 | - | - |
| PBT | 347 | 1 | (181) |
| Tax | 90 | 9 | 39 |
| Profit After Tax | 257 | (8) | (142) |
| PAT Margin | 6.03% | NA | NA |
| Other Comprehensive Income | - | (1) | 1 |
| Total Comprehensive Income | 257 | (9) | (141) |
| Diluted EPS (INR per share) | 2.67 | (0.23) | (1.63) |

*As per IND-AS

Standalone Balance Sheet (IND-As)

| PARTICULARS (INR Mn) | FY17 | FY18 | H1-FY19 | PARTICULARS (INR Mn) | FY17 | FY18 | H1-FY19 |
|---|--------------|--------------|--------------|--|--------------|--------------|--------------|
| EQUITY | 1,757 | 3,314 | 3,481 | Non-Current Assets | 1,592 | 1,596 | 2,145 |
| a) Equity Share Capital | 104 | 121 | 121 | a) Property, Plant and Equipment | 756 | 683 | 647 |
| b) Other Equity | 1,653 | 3,193 | 3,360 | b) Capital Work In Progress | 52 | 120 | 226 |
| c) Non-Controlling Interest | - | - | - | c) Investment Property | 21 | 21 | - |
| | | | | e) Other Intangible Assets | 9 | 12 | 10 |
| LIABILITIES | 170 | 182 | 1,130 | f) Intangible Assets under Development | 89 | 78 | 120 |
| Non-Current Liabilities | | | | h) Financial Assets | | | |
| Financial Liabilities | | | | (i) Investments | 322 | 400 | 596 |
| a) Borrowings | 111 | 145 | 1,081 | (ii) Loans | 226 | 188 | 459 |
| b) Provisions | 21 | 20 | 22 | (iii) Other Financial Assets | 42 | - | - |
| c) Deferred Tax Liabilities (Net) | 31 | - | 12 | i) Deferred tax assets (Net) | - | 17 | - |
| d) Other Non-Current Liabilities | 7 | 17 | 15 | j) Income Tax Assets | 25 | 28 | 30 |
| | | | | k) Other Non-Current assets | 50 | 49 | 57 |
| Current Liabilities | 2,810 | 3,281 | 3,404 | Current Assets | 3,145 | 5,181 | 5,849 |
| a) Financial Liabilities | | | | a) Inventories | 1,165 | 1,148 | 1,274 |
| (i) Borrowings | 2,228 | 2,003 | 1,927 | b) Financial Assets | | | |
| (ii) Trade Payables | 364 | 1,142 | 1,226 | (i) Investments | 117 | 1,081 | 415 |
| (iii) Other Financial Liabilities | 195 | 97 | 156 | (ii) Trade Receivables | 1,314 | 2,114 | 2,475 |
| b) Other Current Liabilities | 17 | 33 | 36 | (iii) Cash and Cash Equivalents | 24 | 18 | 1,078 |
| c) Provisions | 3 | 3 | 3 | (iv) Other Bank balances | 106 | 96 | 98 |
| d) Current Tax Liabilities (Net) | 3 | 3 | 56 | (v) Loans | 101 | 234 | 44 |
| | | | | (vi) Other financial assets | 111 | 192 | 189 |
| | | | | c) Other Current Assets | 207 | 298 | 276 |
| | | | | d) Asset held for Sale | - | - | 21 |
| GRAND TOTAL - EQUITIES & LIABILITIES | 4,737 | 6,777 | 8,015 | GRAND TOTAL – ASSETS | 4,737 | 6,777 | 8,015 |

Consolidated Income Statement

| PARTICULARS (INR Mn) | FY16 | FY17* | FY18* |
|-----------------------------------|---------------|--------------|--------------|
| Operational Income | 5,042 | 5,469 | 7,228 |
| Total Expenses | 4,125 | 5,187 | 7,072 |
| EBITDA | 917 | 282 | 156 |
| EBITDA Margin | 18.19% | 5.16% | 2.16% |
| Depreciation | 171 | 218 | 267 |
| Finance Cost | 244 | 269 | 284 |
| Other Income | 43 | 145 | 86 |
| Exceptional Items | (45) | - | - |
| Income from Associate | - | - | 2 |
| PBT | 500 | (60) | (307) |
| Tax | 142 | 16 | 67 |
| Profit After Tax | 358 | (44) | (240) |
| PAT Margin | 7.04% | NA | NA |
| Other Comprehensive Income | - | (55) | 124 |
| Total Comprehensive Income | 358 | (99) | (116) |
| Diluted EPS (INR per share) | 3.71 | (1.25) | (3.01) |

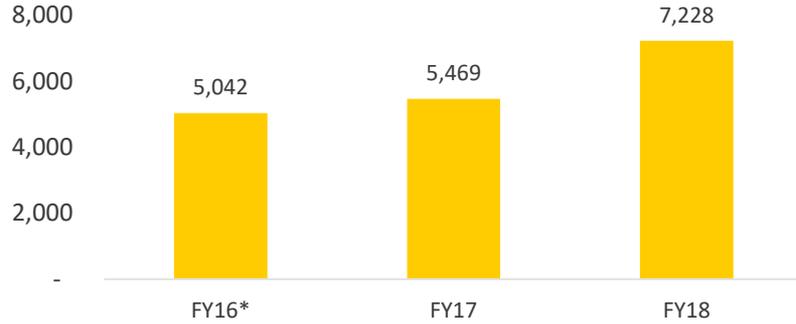
*As per IND-AS

Consolidated Balance Sheet (IND-As)

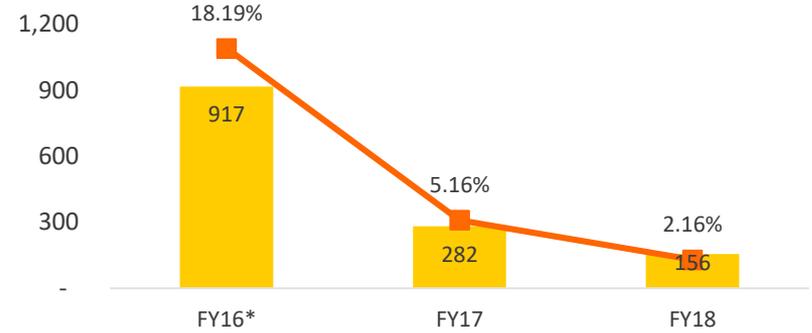
| PARTICULARS (INR Mn) | FY17 | FY18 | H1-FY19 | PARTICULARS (INR Mn) | FY17 | FY18 | H1-FY19 |
|---|--------------|---------------|---------------|--|--------------|---------------|---------------|
| EQUITY | 2,302 | 4,334 | 4,392 | Non-Current Assets | 2,531 | 3,510 | 3,647 |
| a) Equity Share Capital | 104 | 121 | 121 | a) Property, Plant and Equipment | 1,525 | 2,066 | 2,017 |
| b) Other Equity | 2,022 | 3,591 | 3,570 | b) Capital Work In Progress | 76 | 129 | 255 |
| c) Non-Controlling Interest | 176 | 622 | 701 | c) Investment Property | 21 | 21 | - |
| | | | | d) Goodwill | 379 | 446 | 471 |
| LIABILITIES | | | | e) Other Intangible Assets | 84 | 248 | 241 |
| Non-Current Liabilities | 566 | 1,122 | 2,017 | f) Intangible Assets under Development | - | 8 | 12 |
| Financial Liabilities | | | | g) Investment in Associate | - | 2 | 2 |
| a) Borrowings | 513 | 1,102 | 1,983 | h) Financial Assets | | | |
| b) Provisions | 22 | 20 | 22 | (i) Investments | 71 | 71 | 71 |
| c) Deferred Tax Liabilities (Net) | 31 | - | 12 | (ii) Loans | 16 | 7 | 21 |
| d) Other Non-Current Liabilities | - | - | - | (iii) Other Financial Assets | 42 | - | - |
| | | | | i) Deferred tax assets (Net) | 241 | 396 | 411 |
| | | | | j) Income Tax Assets | 25 | 68 | 53 |
| | | | | k) Other Non-Current assets | 51 | 48 | 93 |
| Current Liabilities | 3,857 | 4,709 | 4,497 | Current Assets | 4,194 | 6,655 | 7,259 |
| a) Financial Liabilities | | | | a) Inventories | 1,978 | 2,390 | 2,913 |
| (i) Borrowings | 2,699 | 2,468 | 2,276 | b) Financial Assets | | | |
| (ii) Trade Payables | 784 | 1,777 | 1,531 | (i) Investments | 117 | 1,081 | 415 |
| (iii) Other Financial Liabilities | 226 | 306 | 439 | (ii) Trade Receivables | 1,449 | 2,053 | 1,810 |
| b) Other Current Liabilities | 48 | 85 | 121 | (iii) Cash and Cash Equivalents | 207 | 385 | 1,370 |
| c) Provisions | 58 | 70 | 74 | (iv) Other Bank balances | 106 | 96 | 98 |
| d) Current Tax Liabilities (Net) | 42 | 3 | 56 | (v) Loans | 4 | 34 | 27 |
| | | | | (vi) Other financial assets | 55 | 62 | 66 |
| | | | | c) Other Current Assets | 278 | 554 | 539 |
| | | | | d) Asset held for Sale | - | - | 21 |
| GRAND TOTAL - EQUITIES & LIABILITIES | 6,725 | 10,165 | 10,906 | GRAND TOTAL – ASSETS | 6,725 | 10,165 | 10,906 |

Consolidated Financial Highlights

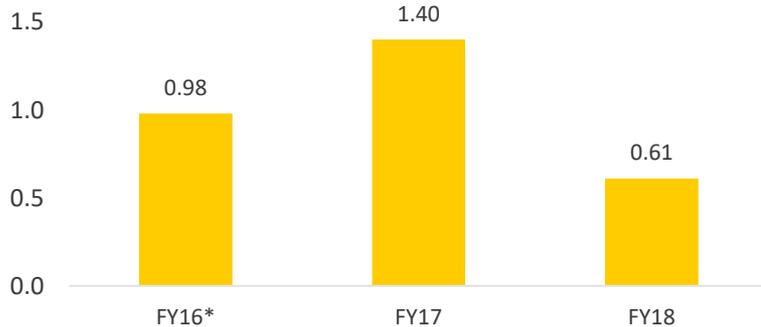
Operational Revenue (INR Mn)



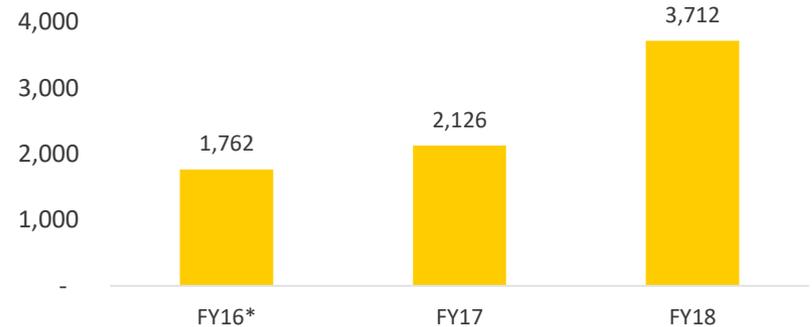
EBITDA (INR Mn) & EBITDA Margin (%)



Net Debt to Equity

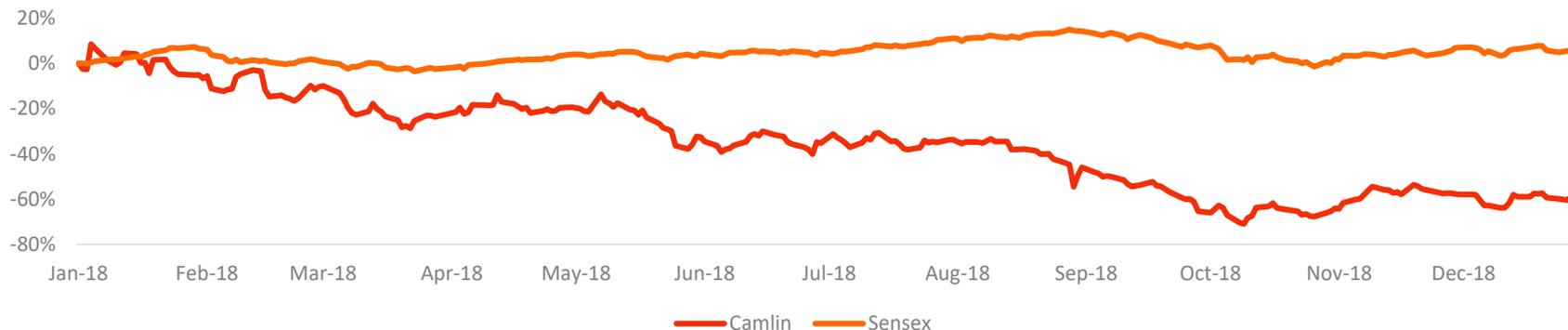


Net Worth (INR Mn)



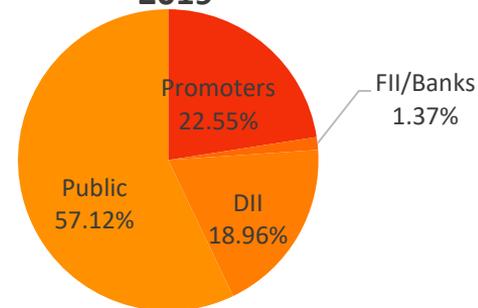
*As per I-GAAP

Share Price Data as on 31st December, 2018



| Price Data (31 st December, 2018) | INR |
|--|-------------|
| Face Value | 1.00 |
| Market Price | 54.7 |
| 52 Week H/L | 154.7/ 36.7 |
| Market Cap (Mn) | 6632.6 |
| Equity Shares Outstanding (Mn) | 121.25 |
| 1 Year Avg Trading Volume ('000) | 1041.76 |

Shareholding Pattern as on 31st December, 2019



Camlin Fine Sciences Limited

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