



SIGACHI INDUSTRIES LIMITED

CIN: L24110TG1989PLC009497

AN EXCiPACT GMP, ISO 9001:2015 & FSSC 22000 CERTIFIED COMPANY



To,

Date: 19-01-2024

| | |
|--|--|
| The Manager BSE Limited P. J. Towers, Dalal Street Mumbai-400001 (BSE Scrip Code: 543389) | The Manager, NSE Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai- 400051. (NSE Symbol: SIGACHI) |
|--|--|

Dear Sir/Madam,

Sub: Investor Presentation for Q3 FY 24

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) 2015, and with reference to the subject cited, please find enclosed the Investor Presentation for Q3 FY 2024. The same is also uploaded on the website of the Company www.sigachi.com.

This is for your information and records.

Thanking You,

Yours faithfully

For Sigachi Industries Limited

Shreya Mitra

Company Secretary and Compliance Officer

Encl: As above

Registered Office:

#229/1 & 90, 2nd Floor, Kalyan's Tulsiram Chambers, Madinaguda, Hyderabad-49,
Telangana State, India.

Email: info@sigachi.com, Customer Service +91 40 40114874 - 76



SIGACHI
Experience Excellence

Sigachi Industries Limited

Earnings Presentation
Q3/9M-FY24

Disclaimer

Sigachi Industries Limited Disclaimer:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Sigachi Industries Limited (Sigachi), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Company At A Glance

3

Decades of
expertise

5

State-of-the art
manufacturing
facilities

60 +

Widely used
excipients

337+

Customers across
52 countries

29.5%

3 Years Revenue
CAGR

33.3%

3 Years EBITDA
CAGR

29%

3 Years PAT
CAGR

0.03x

Net Debt-to-Equity
Ratio (FY23)

Business Overview

Global Leader in MCC
Production

Key Application Areas:
Pharmaceuticals, Supplements,
Food Industries

State-of-the-Art Facilities in
Gujarat , Telangana and
Karnataka.

Ensuring a Reliable and Efficient
Global Supply Chain

Leading Manufacturer of
Innovatively Preformulated
Excipients

Offering Over 60 Widely-Used
Excipients with International
Quality Standards

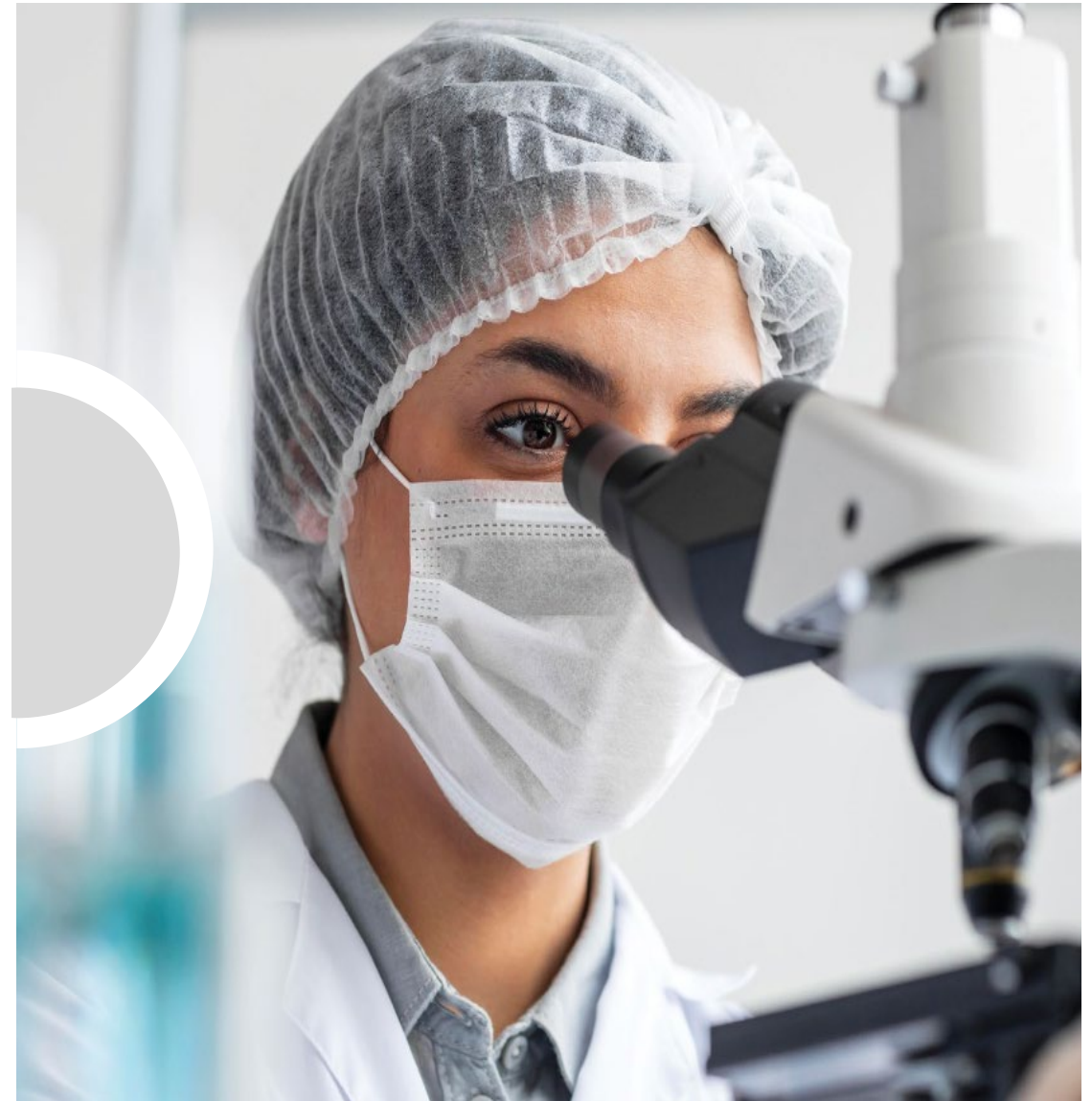
Strategic Expansion into API
Business

Acquired 80% Stake in Trimax
Bio Sciences, Karnataka

Robust Global Sales Network

Exporting to 50+ Countries:
Asia, Australia, Americas,
Europe, Middle East

Partnered for Contract
Manufacturing and O&M
services with Gujarat Alkalies
,Aditya Birla Group,ONGC Petro
additions and Lords chloro
Alkali Limited.



Strategic Priorities

Diversifying Pharma Product Mix:

- Manufacture higher-grade products and introduce innovative value-added items.

Core Business Focus

- Prioritize MCC manufacturing for diverse industries, optimizing resource utilization.

Health and Nutrition Expansion

- B2B Expansion: Nutritional Ventures, Featuring Ingredients and Micronutrient Premixes

Global Market Expansion

- Increase market share by exploring untapped markets worldwide

Expand Manufacturing Capacities.

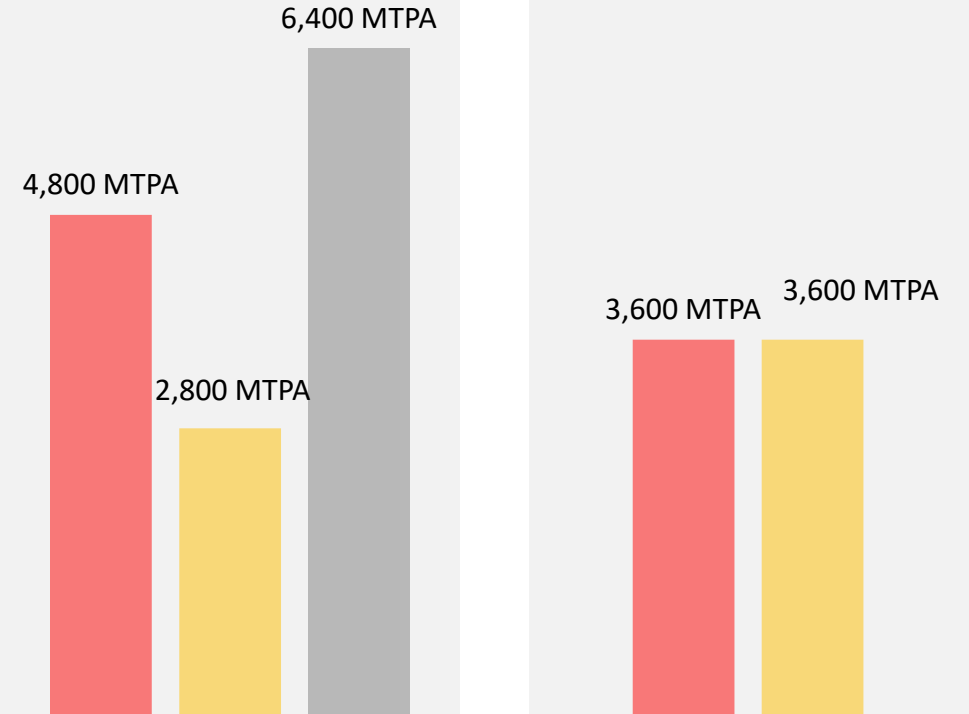
- Expanding Dahej, Jhagadia Capacities for MCC;
- Setting up New Dahej Unit for CCS

Current Capacity

14,000 MTPA

Upcoming

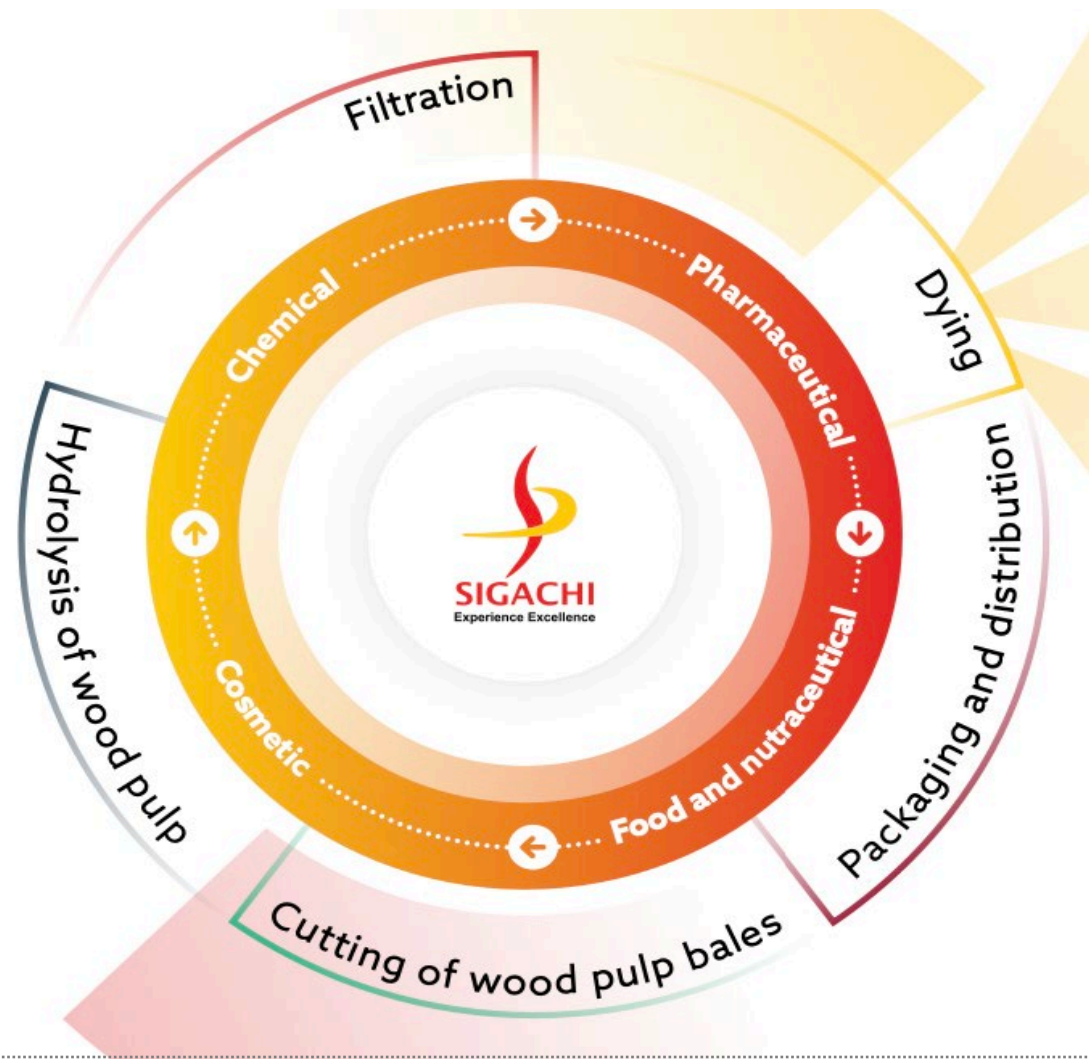
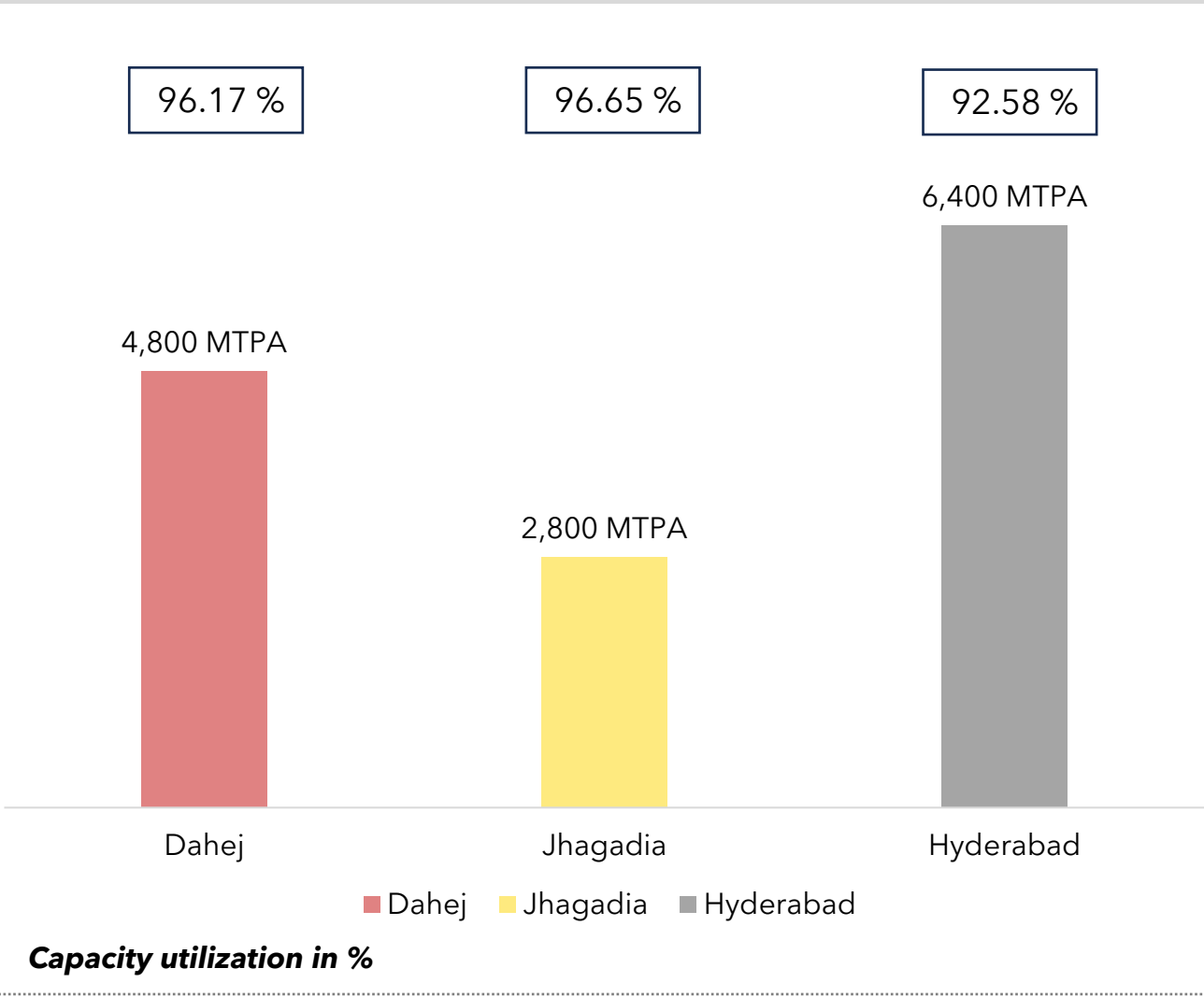
7,200 MTPA



■ Dahej ■ Jhagadia ■ Hyderabad

Well-Invested Infrastructure, Seamless Operations

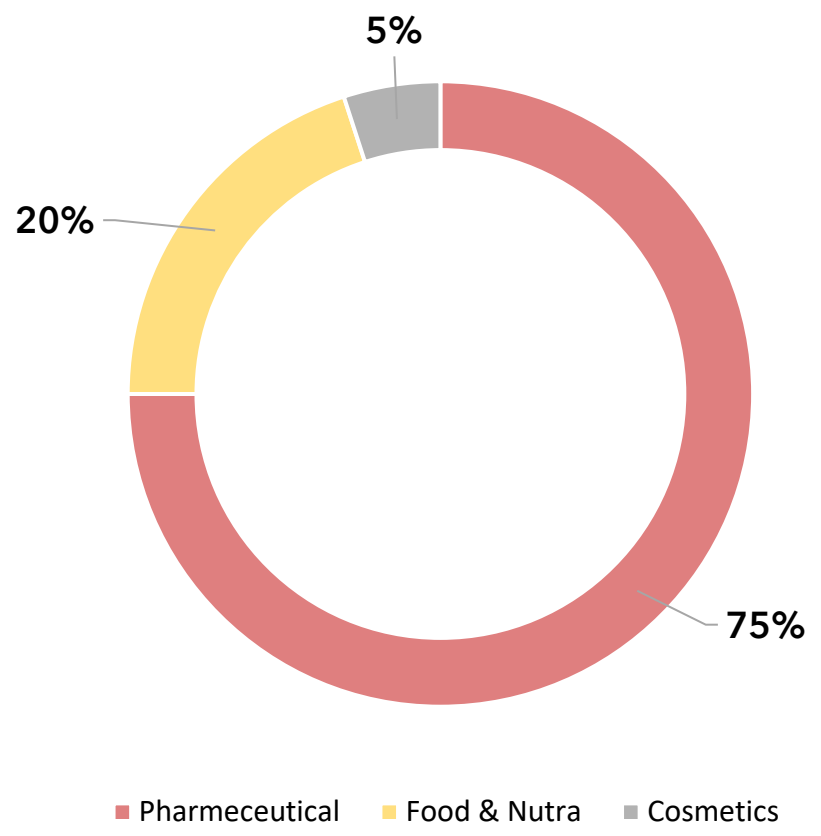
5 State of the art facilities with combined **capacity of over 14,000 + MTPA** including **2 R&D hubs** for Quality Assurance



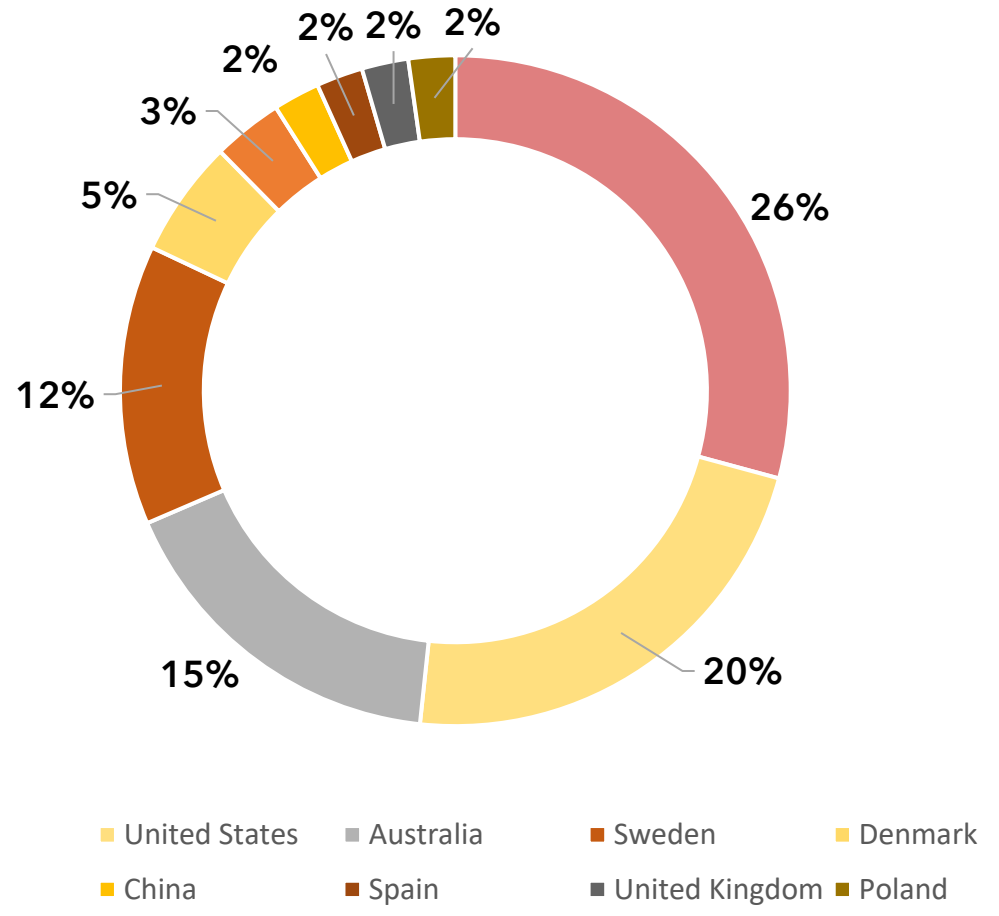
Global Presence

Diversified Revenue Stream (FY23)

Industries we cater to ...



Markets we are present in ...



Core Competencies



Key Strengths

Product Customization

Tailor made products for diverse industries, meeting unique specifications.

MCC Manufacturing Expertise

Manufacture MCC in various grades (15 microns to 250 microns), ensuring a comprehensive offering.

Customer-Centric Approach

Maintain strong relationships with customers, delivering tailored solutions.

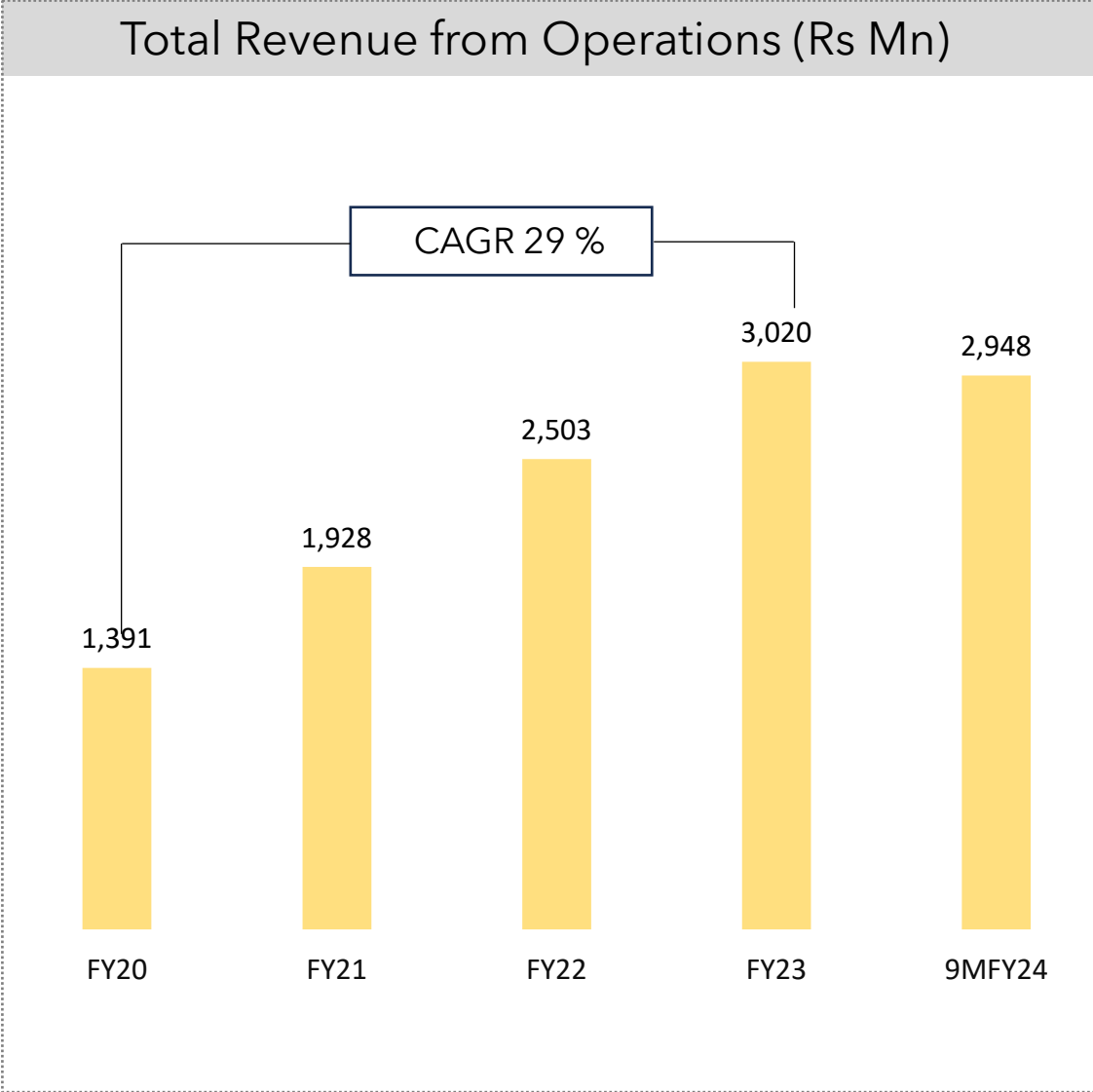
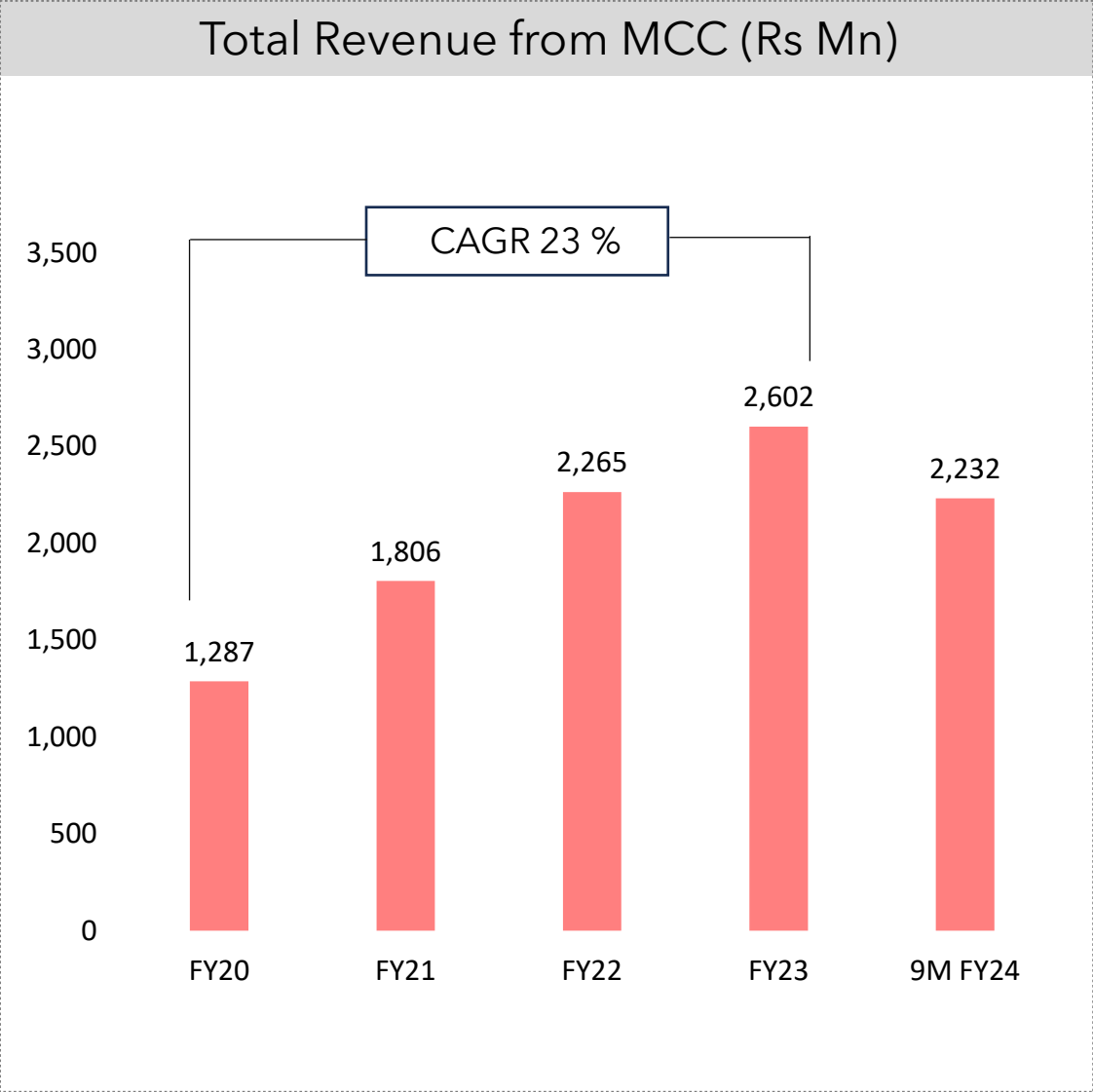
Investment-Driven Growth

Sustained growth through continuous R&D investments

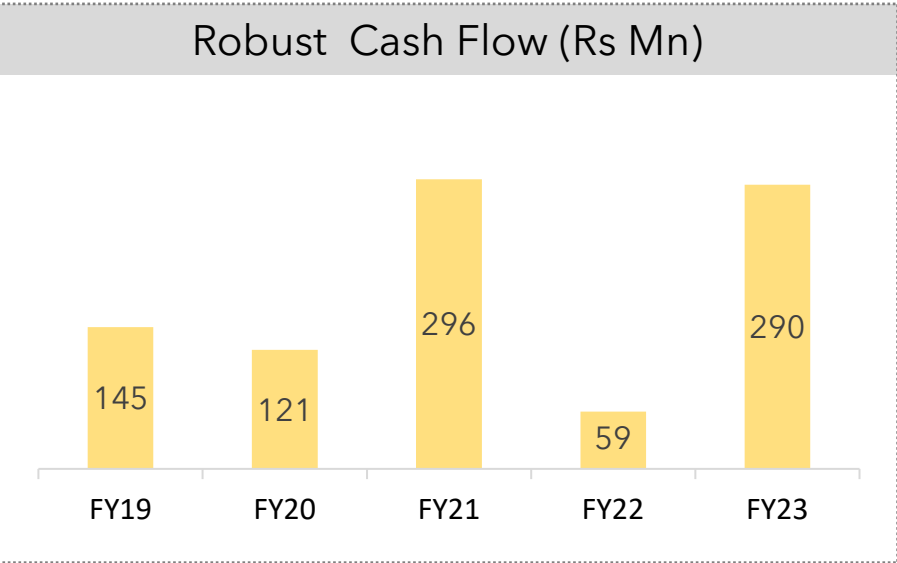
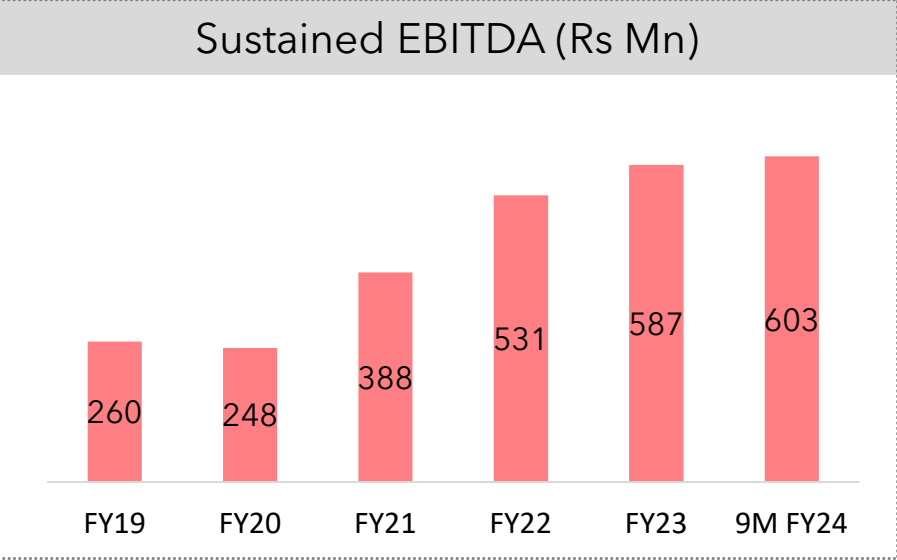
Strategic Manufacturing Locations

Efficient and customized product delivery facilitated by 5 strategically located manufacturing units in Hyderabad, Sultanpur, Jhagadia, Dahej and Karnataka.

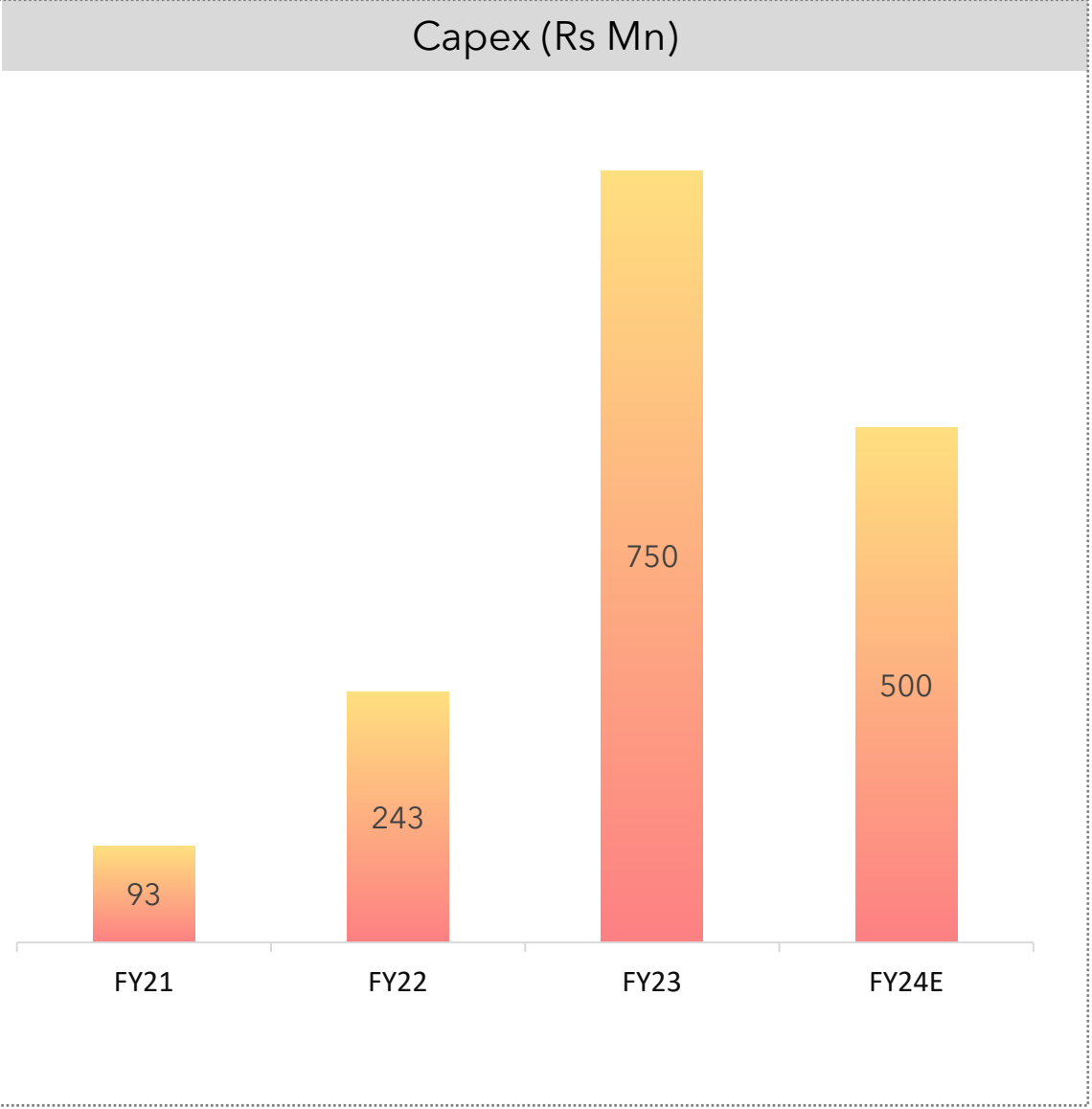
Growing Topline

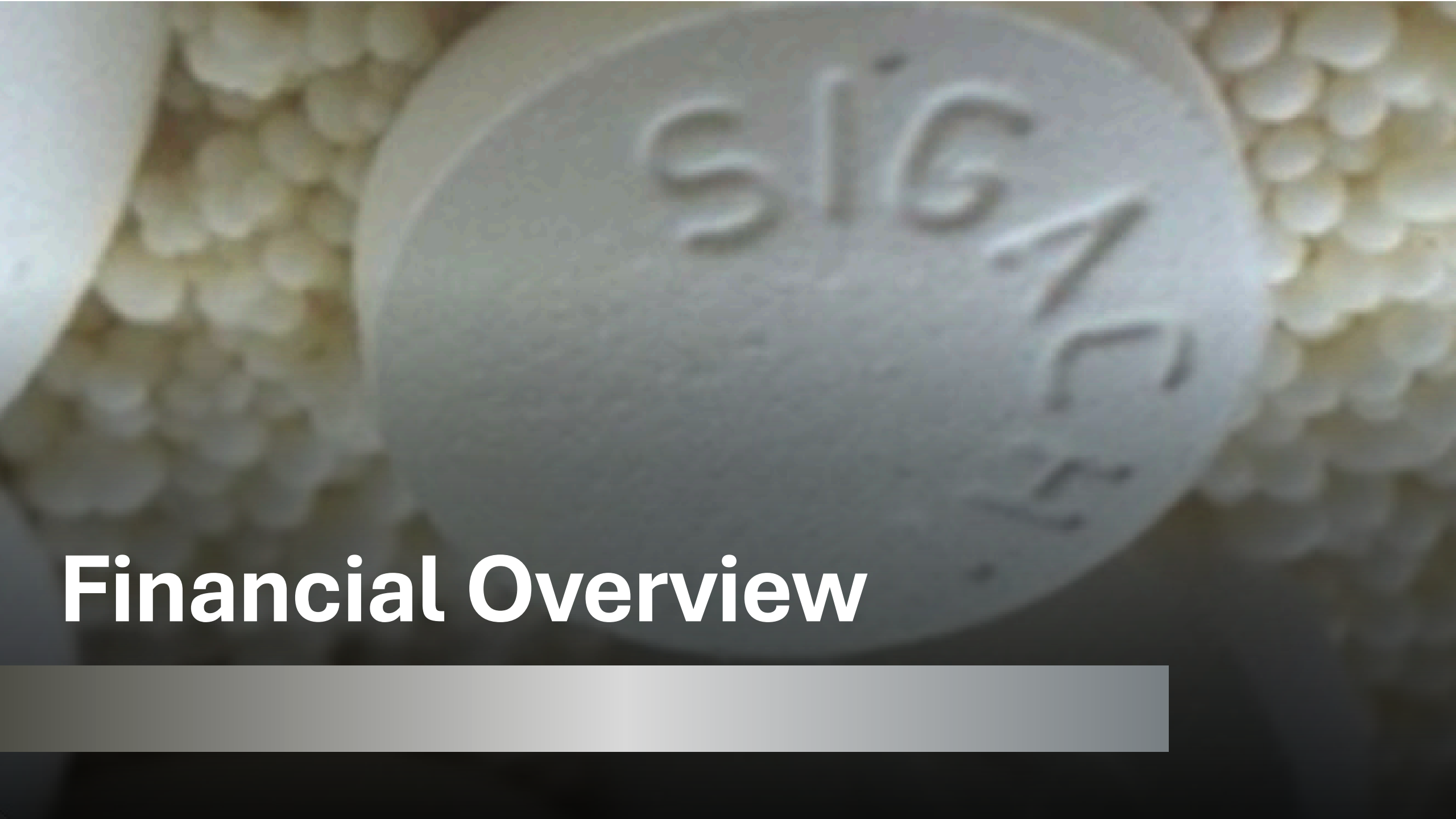


Sustained Margin, Robust Cash Flow

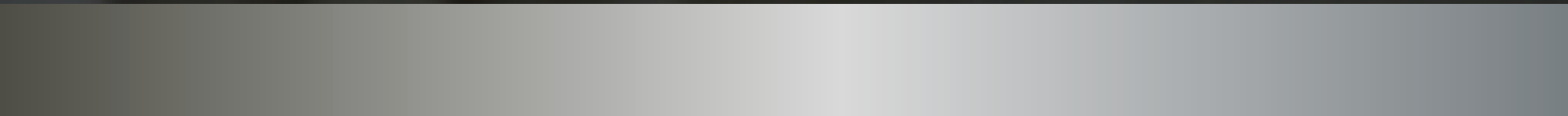


Enabling Prudent Capital Allocation





Financial Overview



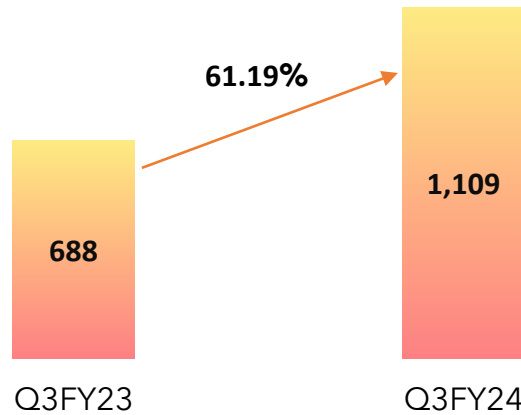
Q3 & 9MFY24 Financial Highlights

Revenue from Operations (Rs Mn)

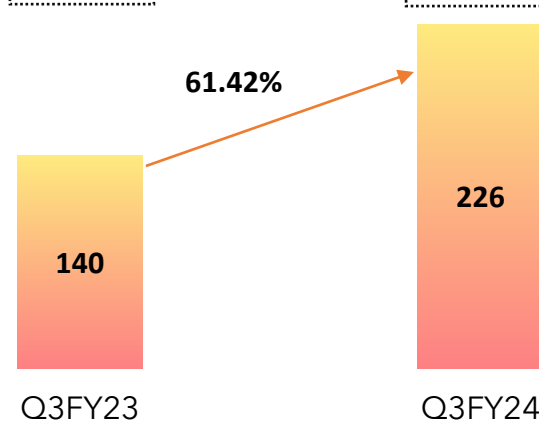
EBITDA (Rs Mn) & EBITDA Margin (%)

PAT (Rs Mn) & PAT Margin (%)

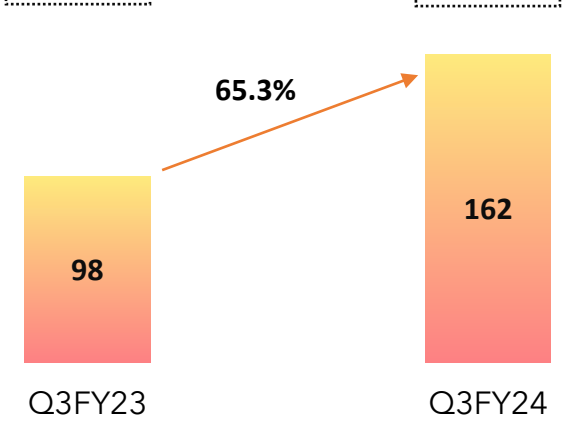
Q3FY24



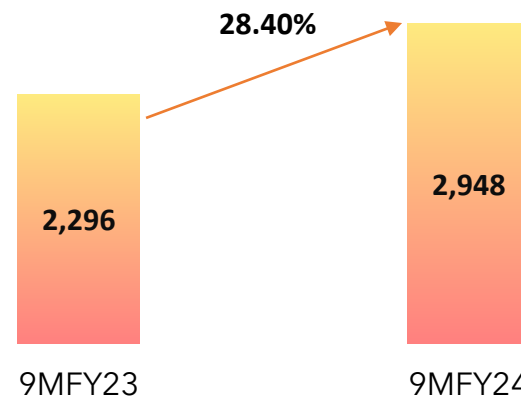
20.35%



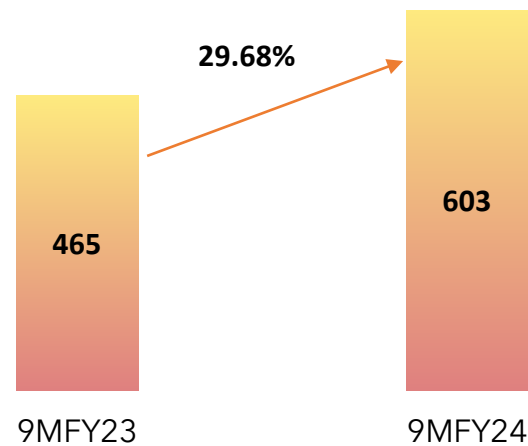
14.24%



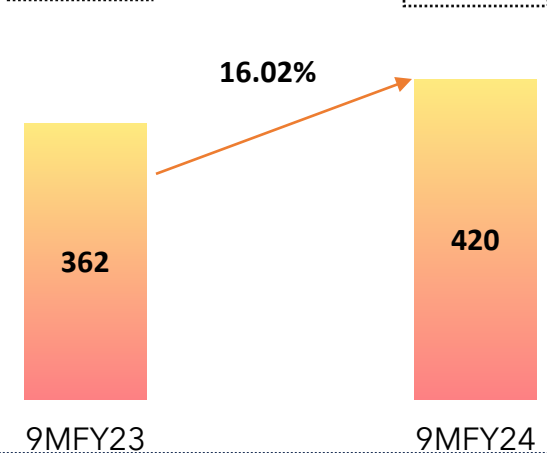
9MFY24



20.25%



15.77%



9M FY24 Operational and Strategic Highlights

The overall revenue in 9M Period ended experienced a robust YoY growth of 27.5%, escalating from INR 2,347 Million to INR 2,992 Million.

The quantity of MCC demonstrated a notable YoY growth of 12.04%, increasing from 9851 MT to 11,036 MT in 9M FY 24 compared to 9M FY23.

Sale of products increased to INR 2,688 Mn from previous corresponding 9M FY 23 of INR 2,120 Million .

The revenue from exports demonstrated a notable YoY growth of 9.5%, increasing from INR 1,557 Million to INR 1,705 Million in 9M FY 24 compared to 9M FY23.

Company is constantly thriving to improve upon its R&D capabilities and cost-effective manufacturing processes and thereby remain as a manufacturer of choice with highest quality standards.

Focus on high margin yielding product mix and cost-effective manufacturing processes, effective management of inventory would result in increase of EBITDA and Profitability in coming quarters.

Q3FY24- Consolidated Income Statement

| Particulars (INR Mn) | Q3-FY24 | Q3-FY23 | Y-o-Y | Q2-FY24 | Q-o-Q |
|-----------------------------------|---------------|---------------|---------------|---------------|-----------------|
| Operational Revenue | 1,109 | 688 | 61.19% | 992 | 11.79% |
| Total Expenses | 883 | 548 | 61.13% | 778 | 13.49% |
| EBITDA | 226 | 140 | 61.42% | 214 | 5.60% |
| EBITDA Margin (%) | 20.38% | 20.35% | 3Bps | 21.67% | -129 Bps |
| Depreciation and amortisation | 28 | 18 | | 25 | |
| Finance costs | 18 | 12 | | 18 | |
| Other Income | 17 | 13 | | 11 | |
| PBT | 197 | 123 | 60.16% | 182 | 8.24% |
| Tax Expense | 35 | 25 | 40% | 31 | 12.90% |
| PAT | 162 | 98 | 65.30% | 151 | 7.28% |
| PAT Margin (%) | 14.61% | 14.24% | 37Bps | 15.22% | -61Bps |
| Other Comprehensive Income | -1 | 0 | | -1 | |
| Total Comprehensive Income | 161 | 98 | 64.28% | 150 | 7.33% |
| Diluted EPS | 0.43 | 0.32 | 34.37% | 0.45 | -4.44% |

9M FY24 - Consolidated Income Statement

| Particulars (INR Mn) | 9M FY24 | 9M FY23 | Y-o-Y |
|-----------------------------------|---------------|---------------|---------------|
| Operational Revenue | 2,948 | 2,296 | 28.40% |
| Total Expenses | 2,345 | 1,831 | 28.07% |
| EBITDA | 603 | 465 | 29.68% |
| EBITDA Margin (%) | 20.45% | 20.25% | 20Bps |
| Depreciation and amortisation | 73 | 46 | |
| Finance costs | 49 | 29 | |
| Other Income | 44 | 51 | |
| PBT | 525 | 441 | 19.04% |
| Tax Expense | 105 | 79 | 32.91% |
| PAT | 420 | 362 | 16.02% |
| PAT Margin (%) | 14.24 | 15.77% | 153Bps |
| Other Comprehensive Income | -1 | -6 | |
| Total Comprehensive Income | 419 | 356 | 17.70% |
| Diluted EPS | 1.13 | 1.18 | -4.23% |

Historical Consolidated Financial Performance

| Particulars (INR Mn) | FY21 | FY22 | FY23 | 9M FY24 |
|-----------------------------------|---------------|---------------|---------------|----------------|
| Operational Revenue | 1,928 | 2,503 | 3,020 | 2,948 |
| Total Expenses | 1,540 | 1,972 | 2,433 | 2,345 |
| EBITDA | 388 | 531 | 587 | 603 |
| EBITDA Margin (%) | 20.12% | 21.21% | 19.43% | 20.45% |
| Depreciation and amortisation | 23 | 29 | 66 | 73 |
| Finance costs | 13 | 12 | 43 | 49 |
| Other Income | 33 | 26 | 67 | 44 |
| PBT | 385 | 516 | 545 | 525 |
| Tax Expense | 82 | 116 | 109 | 105 |
| PAT | 303 | 400 | 436 | 420 |
| PAT Margin (%) | 15.72% | 15.98% | 14.43% | 14.24 |
| Other Comprehensive Income | 1 | -6 | 1 | -1 |
| Total Comprehensive Income | 304 | 394 | 437 | 419 |
| Diluted EPS | 1.31 | 1.54 | 1.41 | 1.13 |

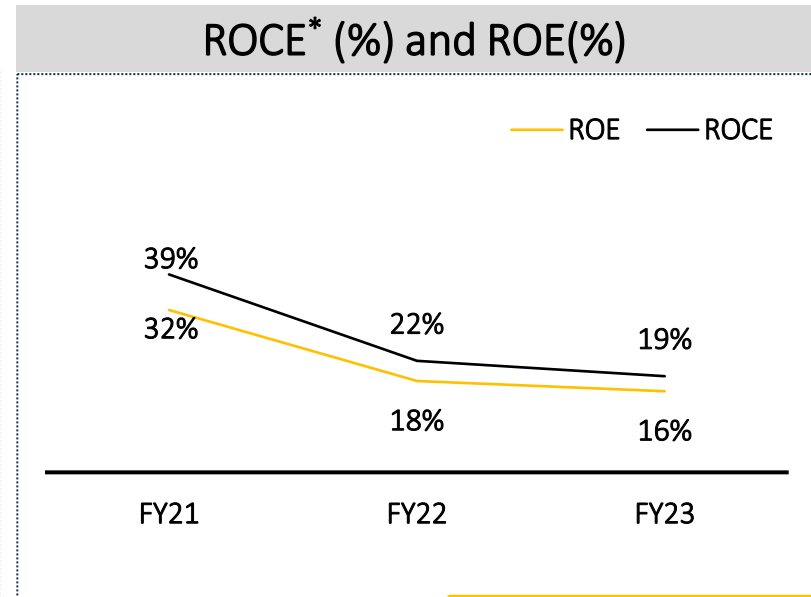
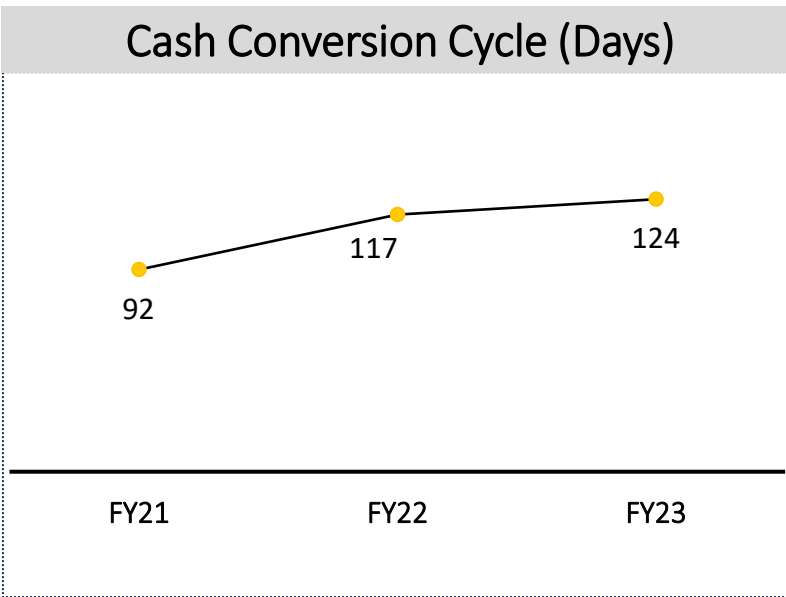
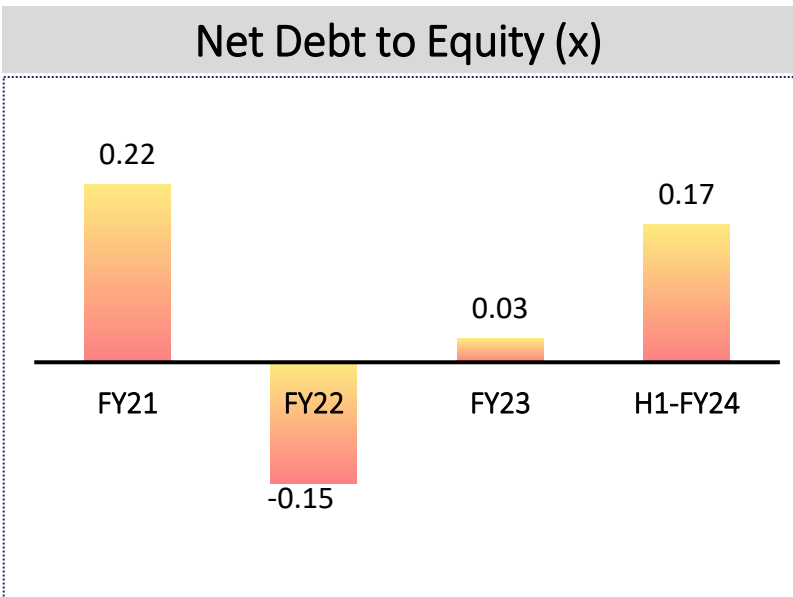
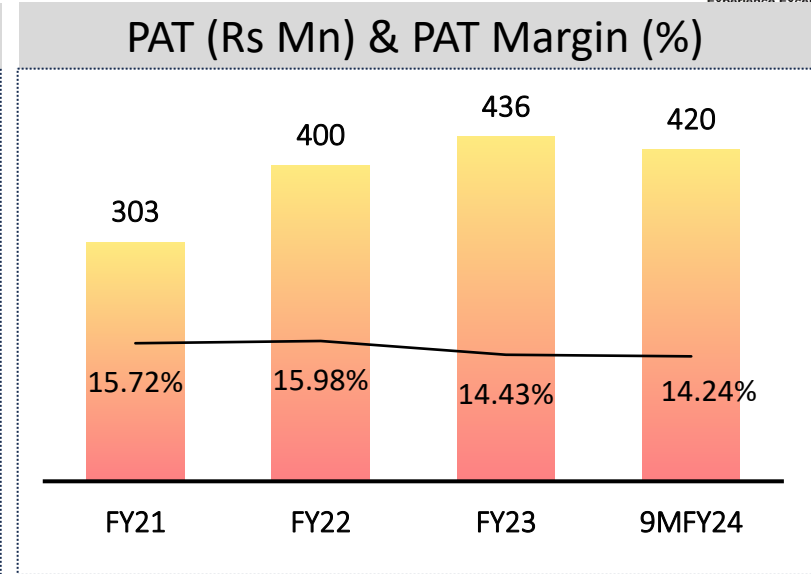
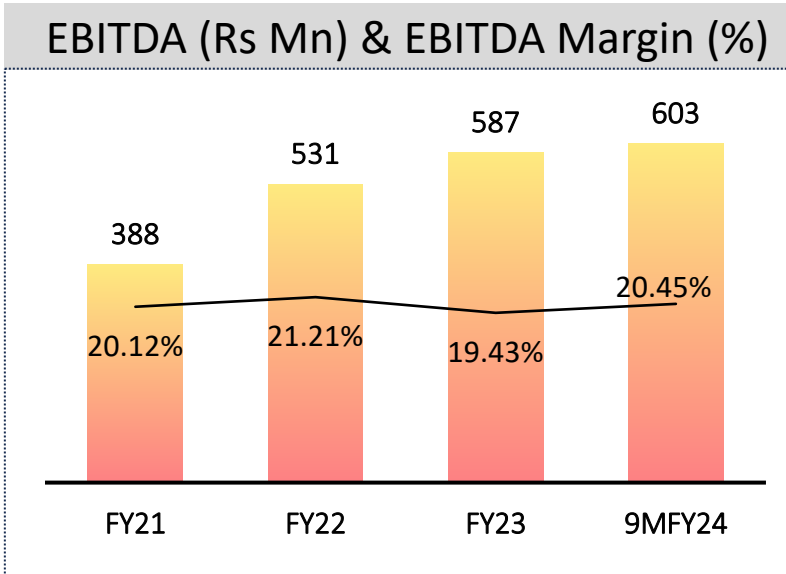
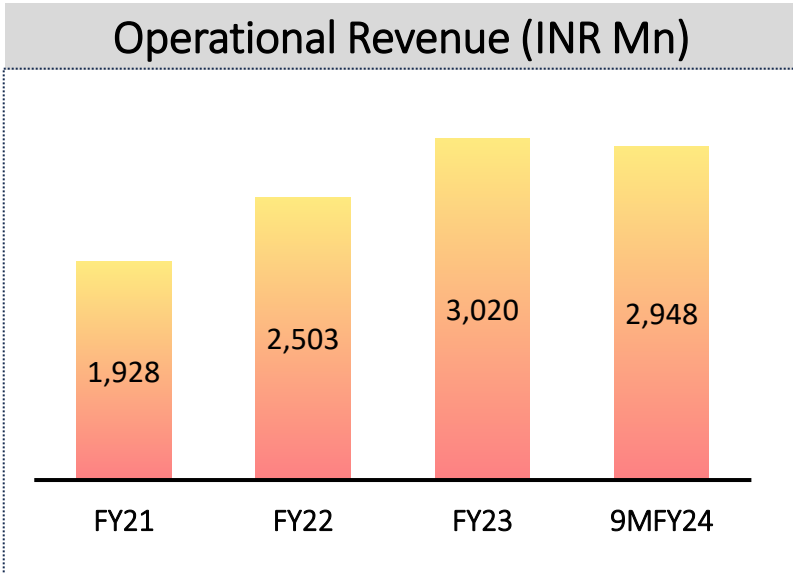
Historical Consolidated Balance Sheet

| Particulars (INR Mn) | FY21 | FY22 | FY23 | H1-FY24 |
|-------------------------------------|--------------|--------------|--------------|----------------|
| EQUITY | 942 | 2,277 | 2,683 | 3,978 |
| Equity Share Capital | 77 | 307 | 307 | 307 |
| Other Equity | 865 | 1,970 | 2,376 | 3,671 |
| NON-CURRENT LIABILITIES | 70 | 76 | 308 | 503 |
| a) Financial Liabilities | | | | |
| i) Borrowings | 19 | 12 | 10 | 183 |
| ii) Lease Liability | - | - | 231 | 236 |
| b) Provisions | 8 | 9 | 15 | 24 |
| c) Deferred tax liabilities (net) | 43 | 55 | 52 | 60 |
| CURRENT LIABILITIES | 322 | 515 | 747 | 1,897 |
| a) Financial Liabilities | | | | |
| i) Borrowings | 183 | 332 | 395 | 519 |
| ii) Lease Liabilities | - | - | 41 | 22 |
| iii) Trade Payables | 80 | 106 | 208 | 165 |
| iv) Other financial liabilities | 7 | 6 | 9 | 9 |
| b) Other current liabilities | 43 | 59 | 94 | 1,183 |
| c) Current tax liabilities (Net) | 9 | 12 | - | - |
| TOTAL LIABILITIES | 392 | 591 | 1,055 | 2,400 |
| TOTAL EQUITY AND LIABILITIES | 1,334 | 2,868 | 3,738 | 6,378 |

Historical Consolidated Balance Sheet

| Particulars (INR Mn) | FY21 | FY22 | FY23 | H1-FY24 |
|-------------------------------------|--------------|--------------|--------------|----------------|
| NON-CURRENT ASSETS | 463 | 1,069 | 1,964 | 3,547 |
| a) Property, plant and equipment | 376 | 527 | 960 | 1,702 |
| b) Capital work-in-progress | 37 | 97 | 349 | 649 |
| c) Intangible assets | 3 | 7 | 7 | 7 |
| d) Goodwill | - | - | - | 435 |
| e) Right of Use Assets | - | - | 257 | 237 |
| f) Financial assets | | | | |
| i) Investments | 2 | 2 | 2 | 3 |
| ii) Other Financial Assets | 18 | 351 | 225 | 353 |
| g) Other non-current assets | 27 | 85 | 164 | 161 |
| CURRENT ASSETS | 871 | 1,799 | 1,774 | 2,831 |
| a) Financial Assets | | | | |
| i) Trade Receivables | 358 | 601 | 802 | 943 |
| ii) Cash and cash equivalents | 159 | 291 | 137 | 923 |
| iii) Bank balances other than above | 21 | 403 | 190 | 189 |
| iv) Other financial assets | 100 | 128 | 69 | 97 |
| b) Other current assets | 21 | 71 | 110 | 158 |
| c) Inventories | 212 | 305 | 466 | 521 |
| TOTAL ASSETS | 1,334 | 2,868 | 3,738 | 6,378 |

Consolidated Financial Highlights



* CWIP for FY22: Rs 97.Mn and FY23 : Rs 349 Mn

GoIndia Advisors – IR Firm

Ms. Sheetal Khanduja

sheetal@goindiaadvisors.com

M: +91 9769364166

Ms. Deepika Sharma

deepika@goindiaadvisors.com

M:+91 8451029510

Ms. Priya Sen

priya@goindiaadvisors.com

M : +91 8334841047

Thank You