
Quarterly Performance

Q1FY2020-21

14th August 2020

Disclaimer

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Bodal Chemicals’ future business developments and economic performance.

While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Bodal Chemicals Limited undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

Company Profile

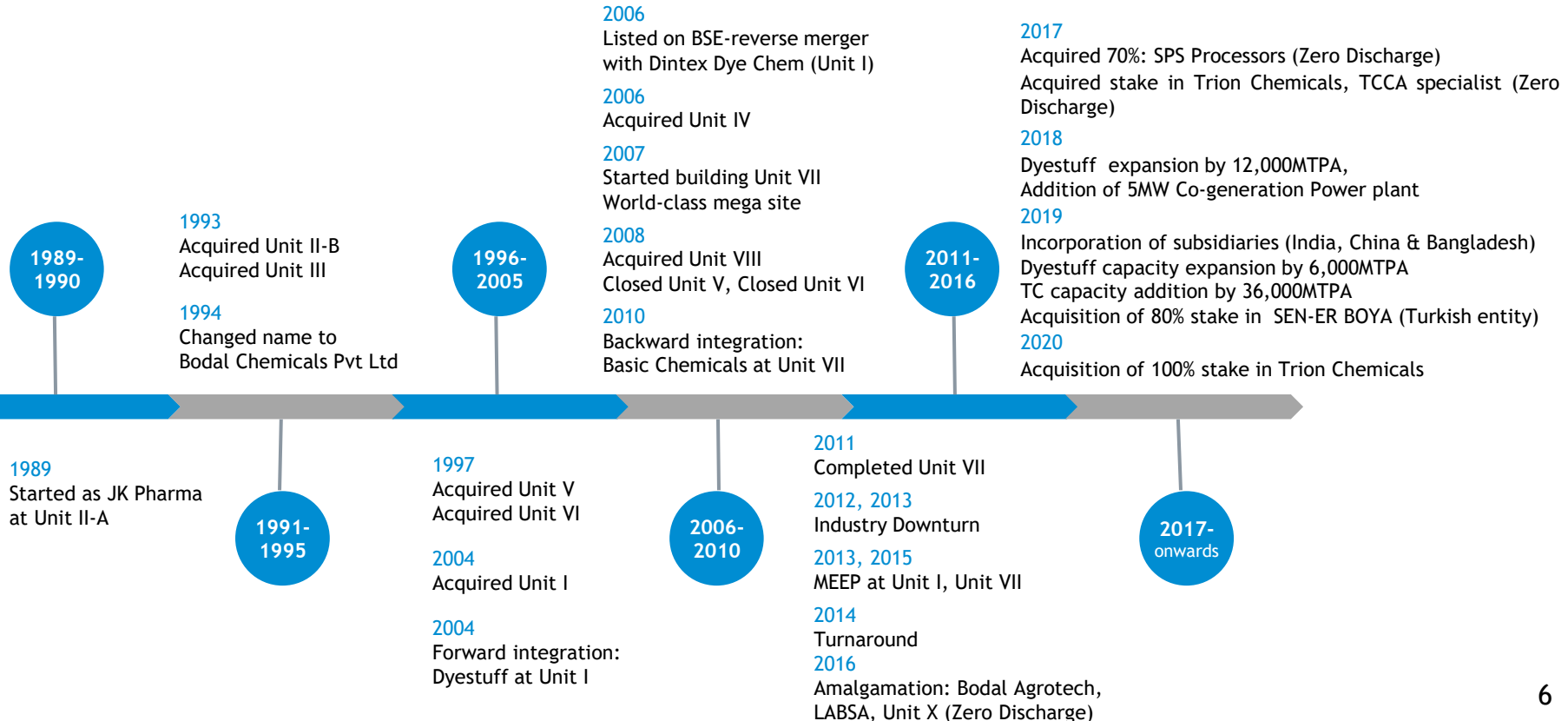
History of Bodal Chemicals Ltd (Bodal)

- Bodal was incorporated in 1989 by Mr. Suresh Patel, a first-generation entrepreneur. Bodal commenced its operations by setting up small Vinyl Sulphone plant at Ahmedabad (Gujarat).
- At present there are three sub - segments of Products:
 - ✓ Dye Intermediates (about 25 products)
 - ✓ Dyestuff (about 175 products)
 - ✓ Sulphur & Bulk Chemicals (about 12 products)
- Today, Bodal is one of the globally leading, integrated Dyestuff companies from India. The company has 9 manufacturing units in Gujarat, 1 in Uttarpradesh and 7 depots across India.

History of Bodal Chemicals Ltd (Bodal)

- Bodal has strong presence across the globe. At present Bodal exports around 45% of its sales to 150+ customers in more than 45 countries.
- Subsidiaries:
 1. Trion Chemicals Pvt. Ltd. (TCPL) - 100% holding
 2. S P S Processors Pvt. Ltd. (SPS) - 70% holding
 3. Bodal Chemicals Trading Private Ltd. (BCTPL) - 100% holding
 4. Bodal Chemicals Trading (Shijiazhuang) Co. Ltd. (BCL-China) - 100% holding
 5. Sen-er Boya Kimya Tekstil Sanayi Ve Ticaret Ltd (SEN-ER BOYA) - 80% holding
 6. Bodal Bangla Ltd (Bodal Bangla) - 100% holding
- Step-down subsidiaries:
 1. Senpa Dis Ticaret Anonim Sirketi

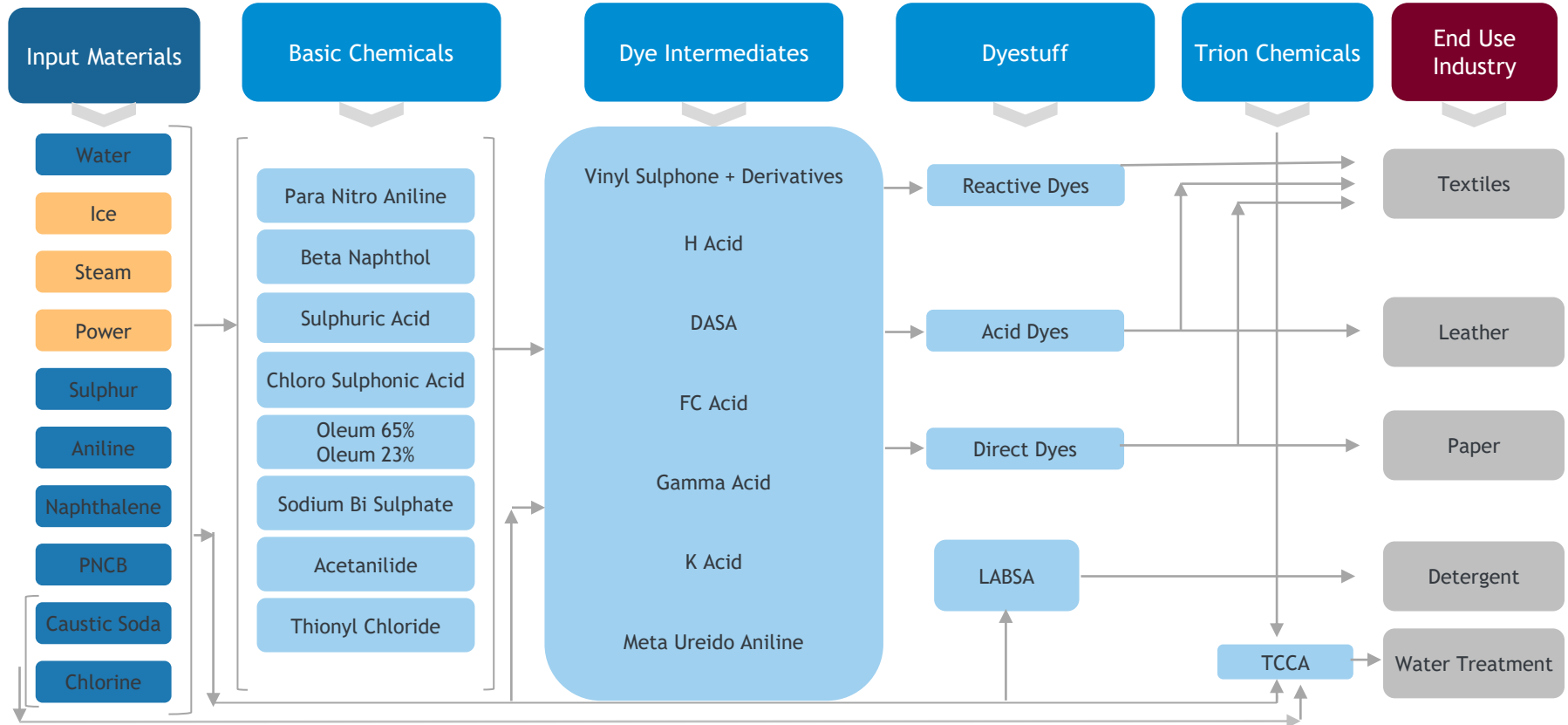
Timeline



Integrated Business Model

Manufacturing Value Chain

- Input Materials - part/full in-house
- Input Materials - external
- Bodal Chemicals Products
- End use industries





Quarterly Performance

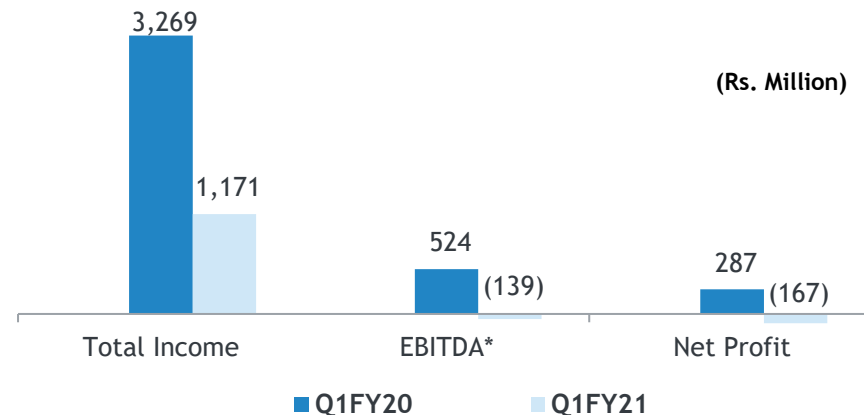
Q1FY21 Performance

Operational Highlights

- For Q1FY21, total production for standalone was 25,641MT which declined by 57% YoY and 61% QoQ.
- Q1FY21 was severely impacted by lockdown in the country due to temporary shutdown of the operations and decline in demand.

Financial Highlights (Standalone)

Particulars	(Rs. Million)	
	Q1FY21	Q1FY20
Total Income	1,171	3,269
EBITDA	(139)	524
EBITDA Margin (%)	NA	16.0%
Net Profit	(167)	287



Note: EBITDA includes other income. And net profit includes other comprehensive income

Financial - Standalone Basis

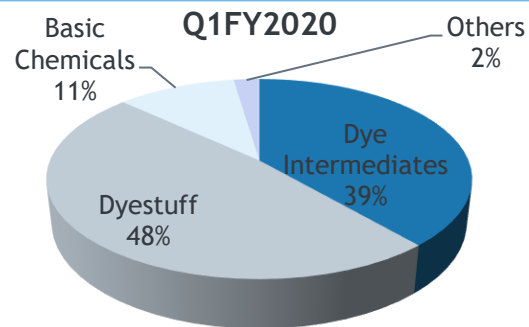
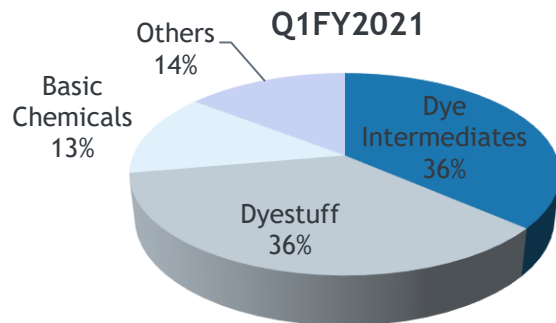
	(Rs. million)		
Particulars	Q1FY21	Q1FY20	YoY (%)
Revenue from operations	1,101	3,223	-66%
Other income	70	46	54%
Total Income	1,171	3,269	-64%
Raw materials consumed	901	2,031	-56%
Employee benefits	174	159	9%
Other expenses	235	555	-58%
Total expenses	1,310	2,745	-52%
Earnings before interest, tax and depreciation	(139)	524	NA
Finance costs	27	23	14%
Depreciation and amortization expense	64	56	14%
Profit before tax	(229)	445	NA
Tax expense	(58)	156	NA
Profit (Loss) for the period	(171)	289	NA
IND AS Adjustments	4	(1)	NA
Total comprehensive income for the period	(167)	287	NA
EPS (Rs./ Share) (not annualised)	(1.40)	2.36	NA

Note: EBITDA includes other income

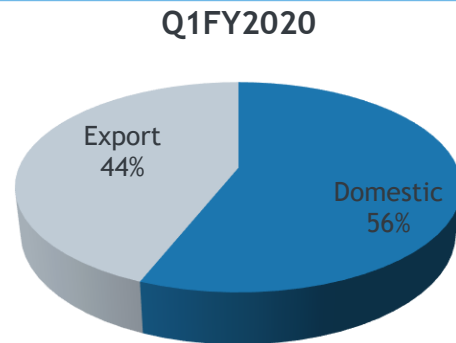
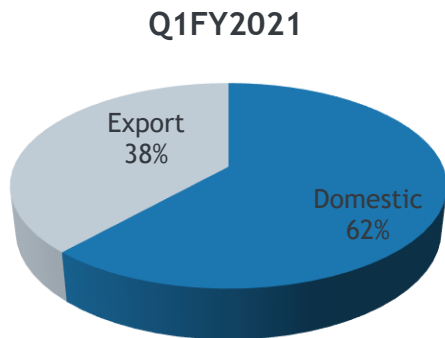
Revenue Breakup

Breakup (Standalone)

By Sub-Segment



By Geography





Consolidated Performance

Consolidated Financials

Subsidiaries

(Rs. million)

Particulars	Q1FY21				
	SPS	Trion	BCTPL	BCL-China	Sener
Total Income	42	1	1	20	101
EBITDA	(4)	(7)	(0)	(1)	14
PAT	(20)	(20)	(1)	(1)	(9)

Consolidated Financials

(Rs. million)

Particulars	Quarterly		Yearly	
	Q1FY21	Q1FY20	FY20	FY19
Operational Revenue	1,178	3,723	13,748	14,235
Other Income	45	19	104	134
Total Income (Net)	1,223	3,742	13,852	14,369
EBITDA	(165)	508	1,481	2,495
Margin %	NA	13.6%	10.7%	17.4%
PAT	(206)	263	864	1,409

Note: EBITDA includes other income. And PAT includes other comprehensive income



Segment Wise Data

Sale of Products

(Rs. million)

Geography- wise Revenues	Q1FY21	% Share	Q1FY20	% Share	YoY (%)
Domestic	673	62%	1,780	56%	-62%
Export	419	38%	1,396	44%	-70%
Total	1,092	100%	3,176	100%	-66%

Sub-Segment-wise Revenues	Q1FY21	% Share	Q1FY20	% Share	YoY (%)
Dye Intermediates	398	36%	1,227	39%	-68%
Dyestuff	392	36%	1,533	48%	-74%
Basic Chemicals	145	13%	342	11%	-58%
Others	158	14%	74	2%	113%
Total	1,092	100%	3,176	100%	-66%

Management Comments

Management Comments

- Total production during Q1FY21 was down by 57% YoY to 25,641MT mainly due to closure of the plants for around 40 days due to lockdown in the country. For Q1FY21 on standalone basis, Basic Chemicals production (including Thionyl Chloride) stood at 22,948MT (-53% YoY), Dye Intermediates production was 1,409MT (-73% YoY) and Dyestuff production was 1,283MT (-76% YoY).
- Total standalone income for Q1FY21 declined by 64% YoY which was severely impacted by lockdown in the country due to Covid 19 outbreak. We started our partial operations from beginning of May 2020 but demand was low leading to decline in prices of finished goods.
- Gross margins during Q1FY21 were impacted by lower prices of our finished products due to sudden decline in the demand. While employee costs remained higher as the company did not cut salaries of any employees even during lockdown and under uncertain business environment.
- Finance cost in Q1FY21 was high YoY mainly due to increase in working capital limits utilization. It declined by 10% QoQ.
- During Q1FY21, inventories levels came down to ~Rs 1,524mn and trade receivables came down to ~Rs 2,409 leading to improvement in working capital.

Management Comments

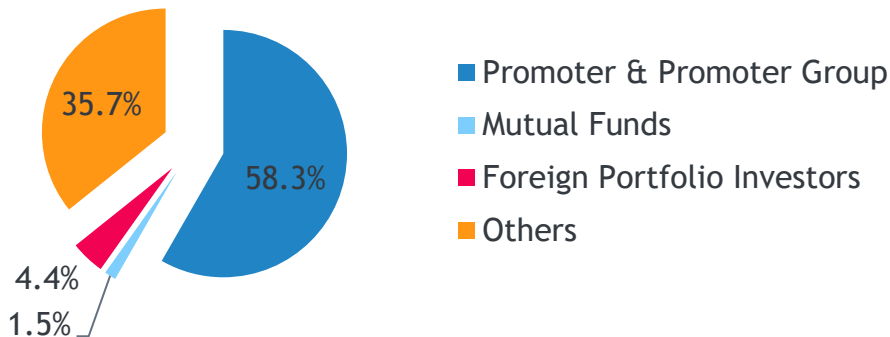
- We acquired 100% stake in Trion Chemicals during Q3FY20 and the board approved its amalgamation with Bodal Chemicals Ltd in May-2020. We are near to completion of all safety related changes at Trion and confident to start operations from September 2020.
- Subsidiaries performance :
 - ✓ SPS posted revenues of Rs 42mn with EBITDA loss of Rs 4mn in Q1FY21. We have received all the approvals to start VS plant at SPS. We will start the VS plant at SPS once the demand scenario improves.
 - ✓ Trion plant was not operational during Q1FY21 due to safety related changes in the plant. It posted loss of Rs 20mn in Q1FY21
- We believe this was one-off quarter which was significantly impacted by lockdown in the country hence lower demand. The demand scenario started improving from mid of June-2020 and it should improve further going ahead. The prices of our finished products improved after June 2020 due to gradual increase in demand and few supply side disruptions.



Shareholding Data

Shareholding Data

Shareholding Pattern - June 2020



Share Data Points

Share Price (Rs)	77
Market Capitalization (Rs mn)	9,432
52 week - High - Low (Rs)	88.7 - 34.0
Outstanding Shares (Rs mn)	122

Source: Data as of 13th August, 2020(NSE)

Share Price Performance



Source: NSE

Q1FY21 Conference Call

Management will discuss results of Q1FY21 and Outlook on a conference call on **14th August 2020 at 5.30 PM IST.**

The conference call dial-in numbers are:

Primary number: +91-22-6280-1106 / +91-22-7115-8007

Local access number: +91-70456-71221

The numbers listed above are universally accessible from all networks in all countries

International toll-free number:

- USA : 18667462133
- UK : 08081011573
- Singapore : 8001012045
- Hong Kong : 800964448

Thank You

For any queries, please contact:

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