NGL Fine-Chem Limited
Regd. Office 301, E – Square, Subhash Road, Vile Parle East, Mumbai 400057 Maharashtra, India.
Tel.: (+91 22) 40842222, Fax: (+91 22) 2610 8030, Email: info@nglfinechem.com CIN L24110MH1981PLC025884,Website www.nglfinechem.com

November 16, 2022

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 quarter and half year ended September 30, 2022.
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 quarter and half year ended September 30, 2022.

Kindly take the same on your record.

Thanking you,

Yours faithfully,
For NGL Fine-Chem Limited

PEDNEKAR PALLAVI SATISH
Digitally signed by PEDNEKAR PALLAVI SATISH
Date: 2022.11.16 12:12:48 +05'30'

Pallavi Pednekar
Company Secretary & Compliance Officer
Membership No: A33498

Encl: Investor Presentation.

NGL FINE - CHEM LIMITED

NGL Fine-Chem Limited

INVESTOR PRESENTATION

Q2FY23

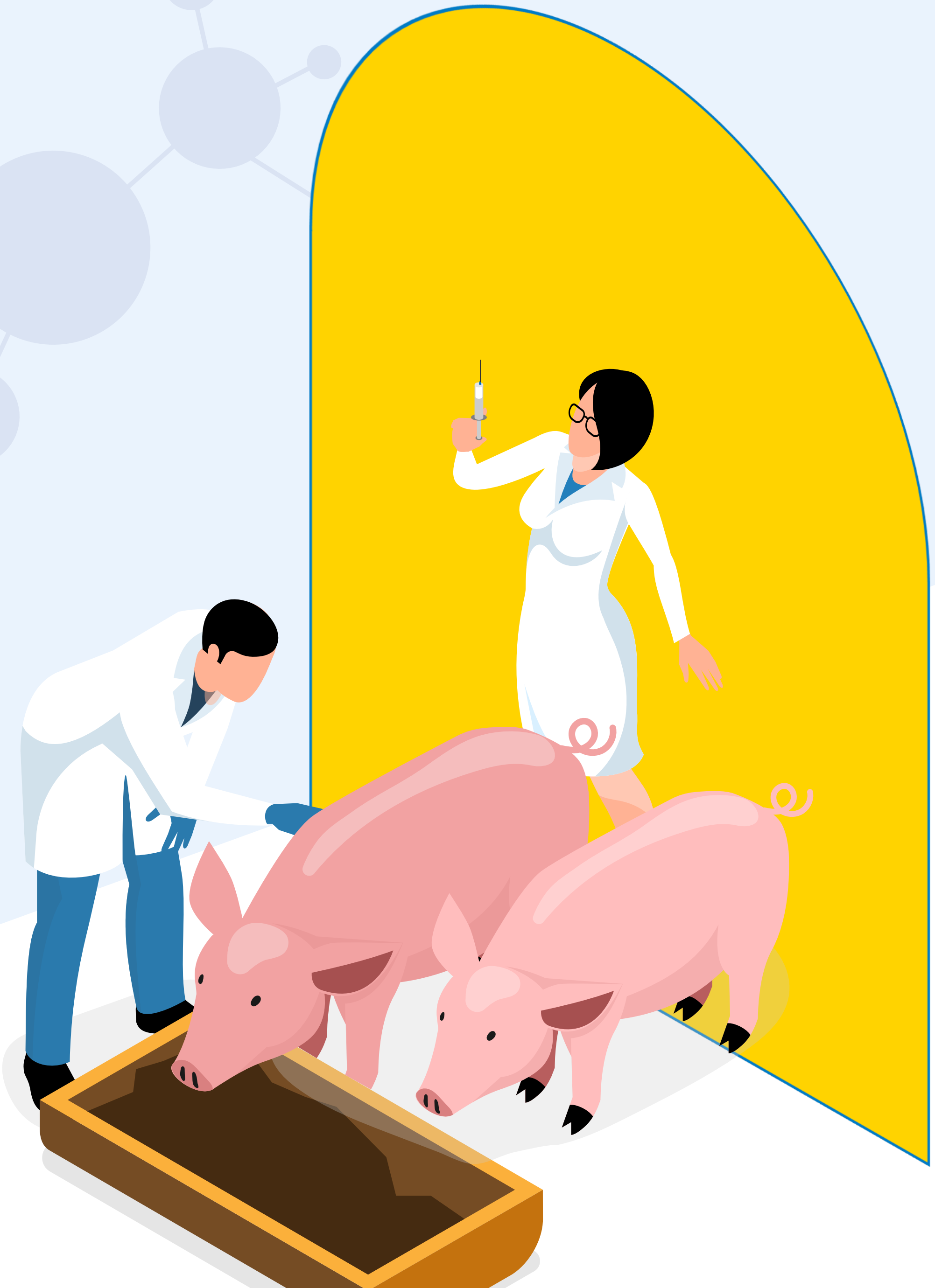
Disclaimer

This investor presentation has been prepared by NGL Fine-Chem Limited and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. 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 such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements", including those relating to the general business plans and strategy of NGL Fine-Chem Limited, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as 'will', 'expected to', 'horizons of growth', 'strong growth prospects', etc., or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. NGL Fine-Chem Limited may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.

Inside
This Presentation

01

Q2FY23 Highlights



MANAGEMENT COMMENTARY

Rahul Nachane
MANAGING DIRECTOR

I am pleased to be reporting to you on our performance in Q2FY23. While the overall operating environment continued to remain challenging, we delivered a performance in line with our earlier stated guidance in the previous quarter. The ongoing crisis in Europe, high inflation in US and lockdown in China have resulted in a highly uncertain economic environment which has resulted in muted demand. Furthermore, adverse movements in currencies have impacted the purchasing power of various regions, which is negatively impacting the demand.

We are witnessing de-stocking of inventories across regions. Which has resulted in a significant drop in volumes and the resultant decline in financial performance on a Y-o-Y basis. The logistics cost have come down from their highs and the availability of containers has eased but, the costs still remain significantly high from the pre-covid levels.

However, I am pleased to report that we have tackled the situation well and are now witnessing promising early signs of demand reviving back. On the product development front, we should complete the ongoing pilot trials for two products in Q3FY23 and will start the stability tests from Q4FY23.

Albeit, the temporary macro headwinds, we remain confident about the long-term industry dynamics and are accordingly progressing well with our capacity expansion plans. By 30th September 2022, we have invested ₹ 15.09 crores out of the estimated planned CAPEX of ₹ 140 crores, all through internal accruals.

Our robust financials, long-term client relationships, R&D capabilities, and growth investments should enable us to deliver long-term value to our stakeholders.

Operational Metrics

SEGMENTAL REVENUE MIX

PARTICULARS (₹ IN CRORES)	Q2FY22	Q1FY23	Q2FY23
ANIMAL API	84%	88%	**82%**
HUMAN API	7%	4%	**8%**
INTERMEDIATES	7%	3%	**6%**
FORMULATIONS	2%	5%	**4%**

PRODUCT CONCENTRATION

PARTICULARS (₹ IN CRORES)	Q2FY22	Q1FY23	Q2FY23
TOP 3 PRODUCTS	37%	34%	**27%**
TOP 5 PRODUCTS	54%	51%	**41%**
TOP 10 PRODUCTS	80%	75%	**72%**

GEOGRAPHIC MIX

PARTICULARS (₹ IN CRORES)	Q2FY22	Q1FY23	Q2FY23
ASIA	29%	35%	**30%**
EUROPE	27%	24%	**25%**
INDIA	27%	26%	**23%**
ROW	13%	15%	**14%**
USA	4%	0%	**8%**

CUSTOMER CONCENTRATION

PARTICULARS (₹ IN CRORES)	Q2FY22	Q1FY23	Q2FY23
TOP 3 CUSTOMERS	15%	18%	**21%**
TOP 5 CUSTOMERS	22%	25%	**32%**
TOP 10 CUSTOMERS	36%	39%	**47%**

Summary of Profit and Loss Statement

₹ IN CRORES

PARTICULARS	Q2FY22	Q1FY23	Q2FY23	Q-o-Q	Y-o-Y	H1FY22	H1FY23	Y-o-Y
REVENUE FROM OPERATIONS	78.37	64.61	**67.72**	4.81%	(13.59%)	154.23	**132.33**	(14.20%)
OTHER INCOME	4.39	3.14	**0.47**	(85.03%)	(89.29%)	8.94	**3.61**	(59.62%)
TOTAL REVENUE	**82.76**	**67.75**	**68.19**	**0.65%**	**(17.61%)**	**163.17**	**135.94**	**(16.69%)**
TOTAL OPERATING EXPENSES	61.20	63.11	**58.56**	(7.21%)	(4.31%)	113.49	**121.67**	7.21%
EBITDA	**17.17**	**1.50**	**9.16**	**510.67%**	**(46.65%)**	**40.74**	**10.66**	**(73.83%)**
EBITDA MARGIN (%)	21.91%	2.32%	**13.53%**	1,121 bps	(838 bps)	26.42%	**8.06%**	(1,836 bps)
FINANCE COST	0.40	0.50	**0.12**	(76.00%)	(70.00%)	0.77	**0.62**	(19.48%)
DEPRECIATION AND AMORTISATION EXPENSES	2.20	3.60	**3.25**	(9.72%)	47.73%	4.38	**6.85**	56.39%
PROFIT BEFORE TAX	18.96	0.54	**6.26**	1,059.26%	(66.98%)	44.53	**6.80**	(84.73%)
PROFIT AFTER TAX	**13.91**	**0.51**	**4.67**	**815.69%**	**(66.43%)**	**33.04**	**5.19**	**(84.29%)**

Summary of Balance Sheet

₹ IN CRORES

PARTICULARS	FY22	H1FY23
SHAREHOLDERS FUND	**203.22**	**206.85**
NON CURRENT LIABILITIES	8.06	**6.31**
LONG TERM BORROWINGS	3.44	**2.34**
CURRENT LIABILITIES	65.65	**60.92**
SHORT TERM BORROWINGS	23.43	**24.39**
TOTAL EQUITY AND LIABILITIES	**276.93**	**274.07**
NON CURRENT ASSETS	103.44	**113.80**
NET BLOCK	88.31	**88.50**
CURRENT ASSETS	173.49	**160.28**
INVENTORIES	56.01	**42.24**
TRADE RECEIVABLES	63.98	**53.23**
CASH & BANK BALANCES	0.83	**12.22**
TOTAL ASSETS	**276.93**	**274.07**

Summary of Cash Flow Statement

₹ IN CRORES

PARTICULARS	FY22	H1FY23
CASH FLOW FROM OPERATING ACTIVITIES	13.83	**26.33**
CASH FLOW FROM INVESTING ACTIVITIES	(14.21)	**(16.61)**
CASH FLOW FROM FINANCING ACTIVITIES	(1.08)	**(1.08)**
NET CASH FLOW	(1.46)	**8.64**
CASH AT THE BEGINNING OF YEAR	2.10	**0.64**
CASH AT THE END OF YEAR	0.64	**9.28**

02

Overview, **Strengths and Strategy**

Leading Animal Health Company

COMPREHENSIVE PRODUCT PORTFOLIO

- 24 APIs (22 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**

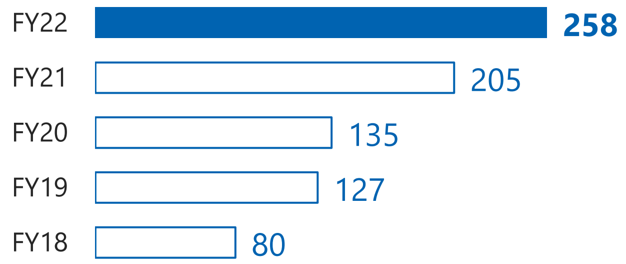
Market share ranging from **15% to 50%+** in key products

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

REVENUE FROM VETERINARY API SEGMENT

(₹ IN CRORES)

34% CAGR



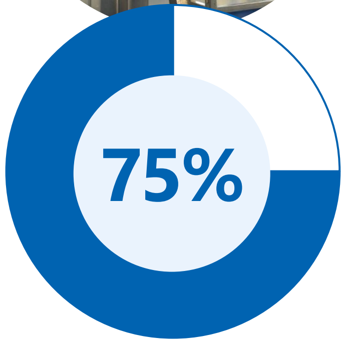
WIDE RANGE OF PRODUCT CATEGORIES

- ANTHELMINTICS
- ECTOPARASITICIDES
- ANTIPROTOZOALS
- GROWTH PROMOTERS
- PHOSPHORUS SUPPLEMENTS

CUSTOMER & PRODUCT CONCENTRATION (OF SALES FY22)

	CUSTOMER	PRODUCT
TOP 3	13% (16% FY21)	44% (40% FY21)
TOP 5	20% (23% FY21)	50% (53% FY21)
TOP 10	33% (38% FY21)	72% (73% FY21)

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 m^2
AREA OF MANUFACTURING FACILITIES

102 m^3
GLASS-LINED REACTORS

194 m^3
STAINLESS STEEL REACTORS

12 m^3
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

Advantageously Placed in a Growing Opportunity

	MARKET SIZE 2020	MARKET SIZE 2027	SEGMENT TRENDS	GROWTH DRIVERS
ANIMAL HEALTH MARKET	$139 Billion	**$192 Billion** (CAGR – 4.7%)	• Pharma segment to grow at higher rate – 5.4% CAGR • Production animal segment have the larger pie	• Rising prevalence of zoonotic diseases, animal population & pet ownership • Global livestock population has been experiencing rapid growth • High demand for animal-based products and growing meat consumption
ANIMAL API MARKET	$6.6 Billion	**$10.6 Billion** (CAGR – 6.9%)	• APAC market to grow at higher rate – 7.3% CAGR • Antiparasitics API fastest growing segment	

Source: Grand View Research & Global Market Insights

Strategy for next leg of growth

ONGOING INITIATIVES TO INCREASE CAPACITIES TO MEET GROWING DEMAND

BROWNFIELD EXPANSION

- Completed ₹ 26 Cr expansion in subsidiary Macrotech
- Additional capacities of intermediates
- Commercial production started

OUTSOURCE PRODUCTION

- Target to outsource production to 15% by FY24
- On track – have increased outsourced production from 5% to 10% in last 2 years

DE-BOTTLENECKING

- Continuous debottlenecking & process improvements
- Unlocking capacities and value in the short term

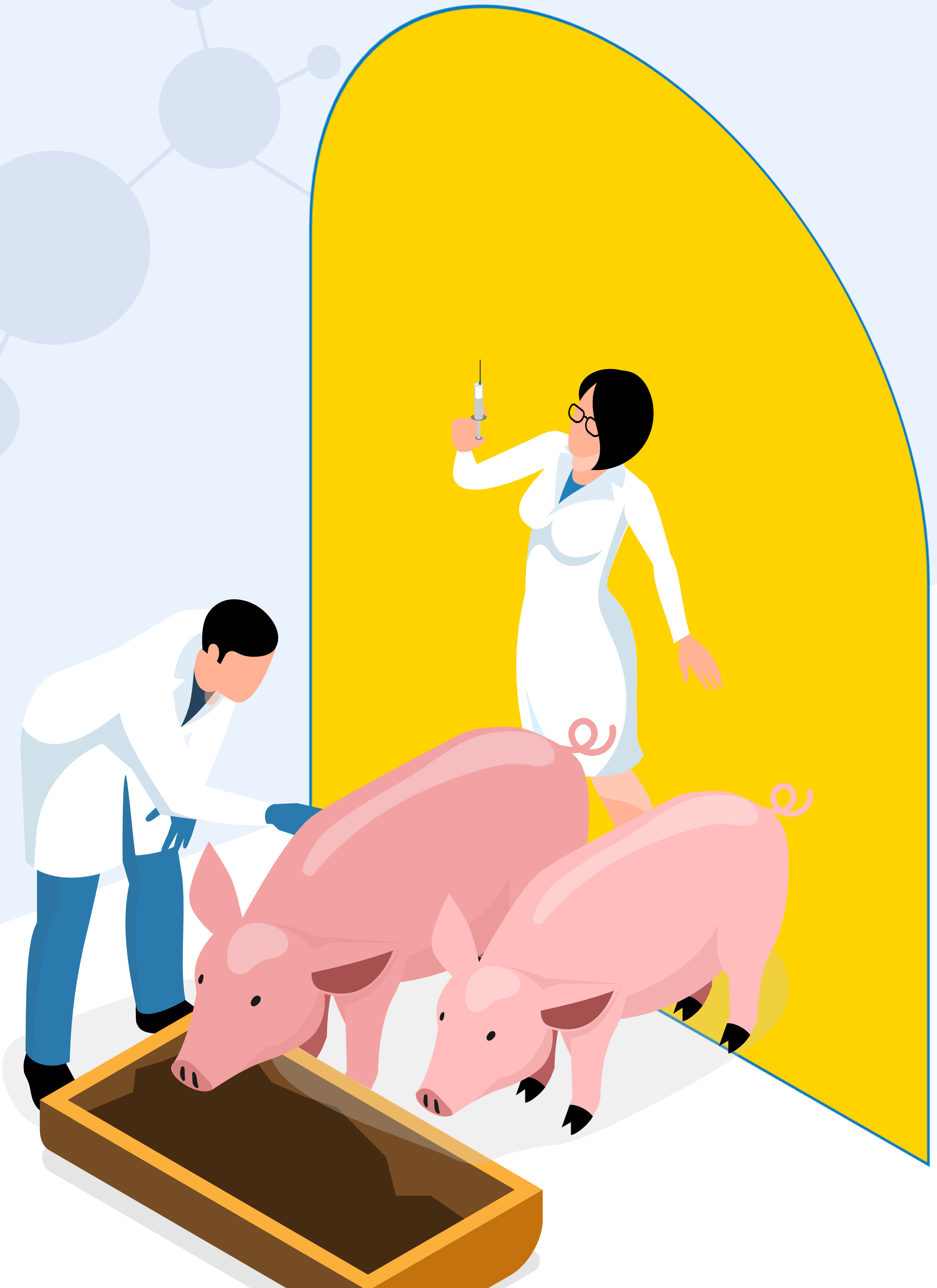
LARGER EXPANSION TO DRIVE THE NEXT LEG OF EXPONENTIAL GROWTH

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; incurred capex of ₹ 15.09 Cr so far
- Civil construction undergoing, facility expected to commercialize in FY24. Currently implementation is slowed down in view of high commodity prices

03

Historical Financial **Performance**



Robust Financial Performance

REVENUE
(₹ IN CRORES)

27% CAGR

FY22	**318**
FY21	258
FY20	152
FY19	153

EBITDA
(₹ IN CRORES)

28% CAGR

FY22	**68**
FY21	80
FY20	19
FY19	32

PAT
(₹ IN CRORES)

35% CAGR

FY22	**50**
FY21	57
FY20	8
FY19	20

GROSS MARGIN
(IN %)

FY22	**54%**
FY21	60%
FY20	58%
FY19	59%

EBITDA MARGIN
(IN %)

FY22	**21%**
FY21	31%
FY20	13%
FY19	21%

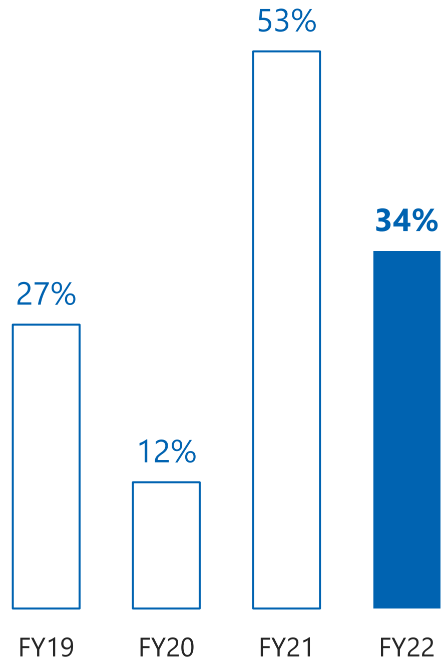
PAT MARGIN
(IN %)

FY22	**16%**
FY21	22%
FY20	5%
FY19	13%

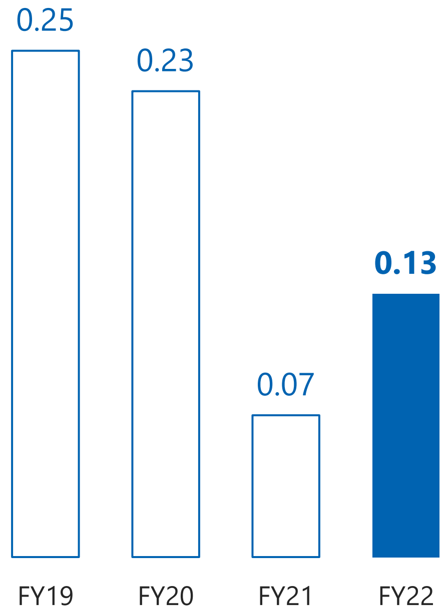
EBITDA excludes Other Income

Improving Efficiencies

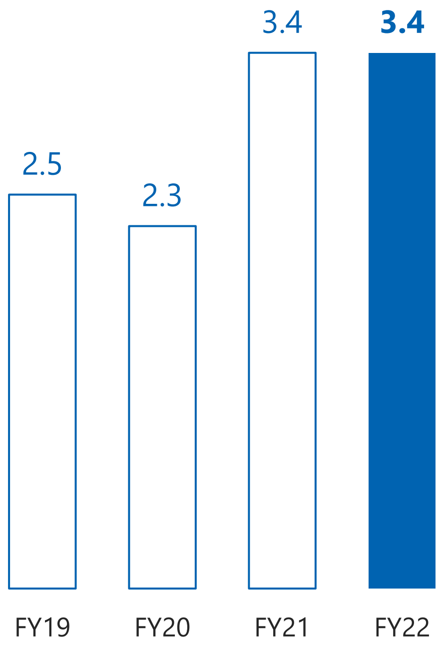
ROCE
(VALUES IN %)



Debt/Equity
(VALUES IN X)



Fixed asset turnover
(VALUES IN X)



ROCE = EBIT / Avg Capital Employed (Shareholder's Fund + Total Debt) | Debt/Equity = Total Debt / Shareholder's Fund | FATO = Revenue / Fixed Assets (Inc CWIP)

Thank **You**

nglfinechem.com

FOR ANY FURTHER INFORMATION, PLEASE CONTACT

Pallavi Pednekar
NGL FINE-CHEM LIMITED
cs@nglfinechem.com
+91 22 40842222

Abhishek Mehra
TIL ADVISORS PRIVATE LIMITED
abhishek@theinvestmentlab.in
+91 95588 14500

NGL FINE - CHEM LIMITED

Corporate Office
301, E-square, Subhash Road,
Vile Parle (East),
Mumbai - 400057,
Maharashtra, India