



# PONDY OXIDES AND CHEMICALS LIMITED

Corporate Deck 2024



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# Management Commentary & Business Outlook

*“With nearly 30 years of experience in the industry, Pandy Oxides and Chemicals Limited stands as a leading Lead manufacturer and a pioneer in Lead & Lead Alloys. Additionally, our footprint extends to other verticals such as plastics, copper, and aluminium. Committed to our mission of becoming a leading global recycling company by 2030, our growth trajectory is supported by capacity expansions, a robust capex plan, enhanced operational efficiencies, a solid balance sheet, seasoned and professional management, and backing from stakeholders, all of which bode well for POCL’s future growth & development.*

*Coming to FY24 performance, I am delighted to share that Revenue from Operations has increased to INR 1,524 Cr. up 4% from previous year on a Standalone basis; EBITDA Margin has remained relatively stable at 5%+ levels. We have a healthy balance sheet position with Consolidated Net Debt reduced by 52% to INR 71 Cr. compared to INR 147 Cr. last year resulting in Net Debt to Equity at 0.2.*

*Our focus for 2024 and upcoming years will be on Lead and Lead Alloys, creation of a value added portfolio for Plastics and Copper, Technological Development along with setting up R&D for upcoming verticals and creating a roadmap for implementation of ESG.”*



**Mr. Ashish Bansal**

Managing Director





**POCL**<sup>®</sup>



# Responsible Growth, Sustainable Progress

## Vision

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To be the most valuable recycling company in the world adopting responsible and sustainable manufacturing practices

## Mission

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To be a leading global recycling company by 2028, propelled by:

- ♻️ Sustainable Growth & Value Creation
- ♻️ Well diversified portfolio
- ♻️ Technological Upgradation

## Core Values

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- ♻️ Excellence
- ♻️ Responsibility
- ♻️ Integrity
- ♻️ Learning & Innovation
- ♻️ Teaming & Collaboration
- ♻️ Sustainability

## Business Drivers

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- ♻️ Robust R&D
- ♻️ Dedicated Technical Workforce
- ♻️ Professional Management Team
- ♻️ Operational Excellence
- ♻️ Continuous Technological Progress and Adaption
- ♻️ Forward Integration

## Current Business Verticals

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- ♻️ Lead
- ♻️ Plastics
- ♻️ Copper
- ♻️ Aluminium

## Diversification

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- ♻️ Lithium Ion



***Infinite Opportunities through Recycling***



# Business at a Glance

♻️ 4 Recycling Verticals

♻️ 28+ Years of Experience

♻️ India's **First 3N7** LME Registered Lead Brand

♻️ 140K + MT Scrap Recycled p.a.

♻️ 500+ Employees

♻️ 200+ Partners Worldwide

♻️ QMS, EMS & OHSAS Certified

♻️ A- External rating from CRISIL

♻️ Increasing Capacities with technological upgradation and automation



♻️ 20+ Export Destinations

♻️ 15% - 10 Years Revenue CAGR

♻️ 15% - 10 Years EBITDA CAGR

♻️ 21% - 10 Years Average ROE

♻️ 35% - 10 Years Average ROCE

♻️ 28+ Years of Consistent Dividend Payouts and Bonus Issue in addition

♻️ Strategically located units with proximity to ports

♻️ 3-Star Export House

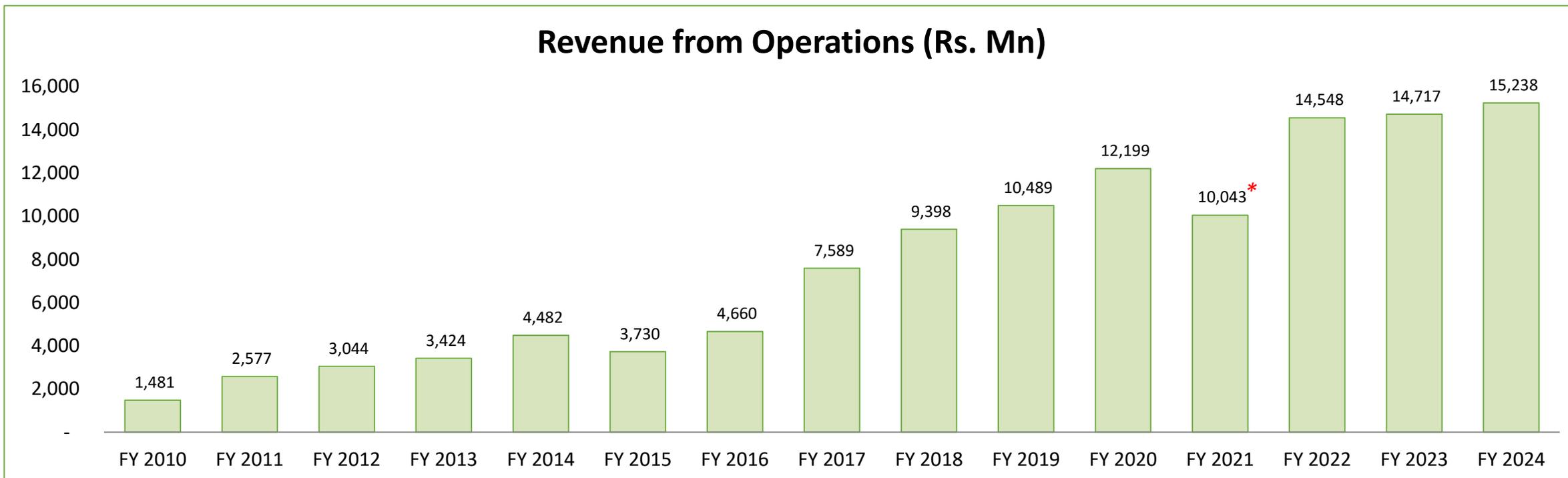
♻️ Prestigious AEO T3 Certification



# Our Journey



## Revenue from Operations (Rs. Mn)



\*Covid Year

# Leveraging Diverse Recycling Verticals

## LEAD

- 🔄 Finished Goods Capacity 1,32,000 MTPA
- 🔄 Procurement Split: 85% Imports; 15% Domestic
- 🔄 Sales Split: 56% Exports; 44% Domestic
- 🔄 Target Industries: Lead Acid Battery and Other Battery OEMs

## PLASTICS

- 🔄 Capacity 9,000 MTPA
- 🔄 Procurement Split: 50% Imports; 50% Domestic
- 🔄 Sales Split: 100% Domestic
- 🔄 Target Industries: Automobile, Appliances, Furniture, Paints, Battery OEMs, Electronics

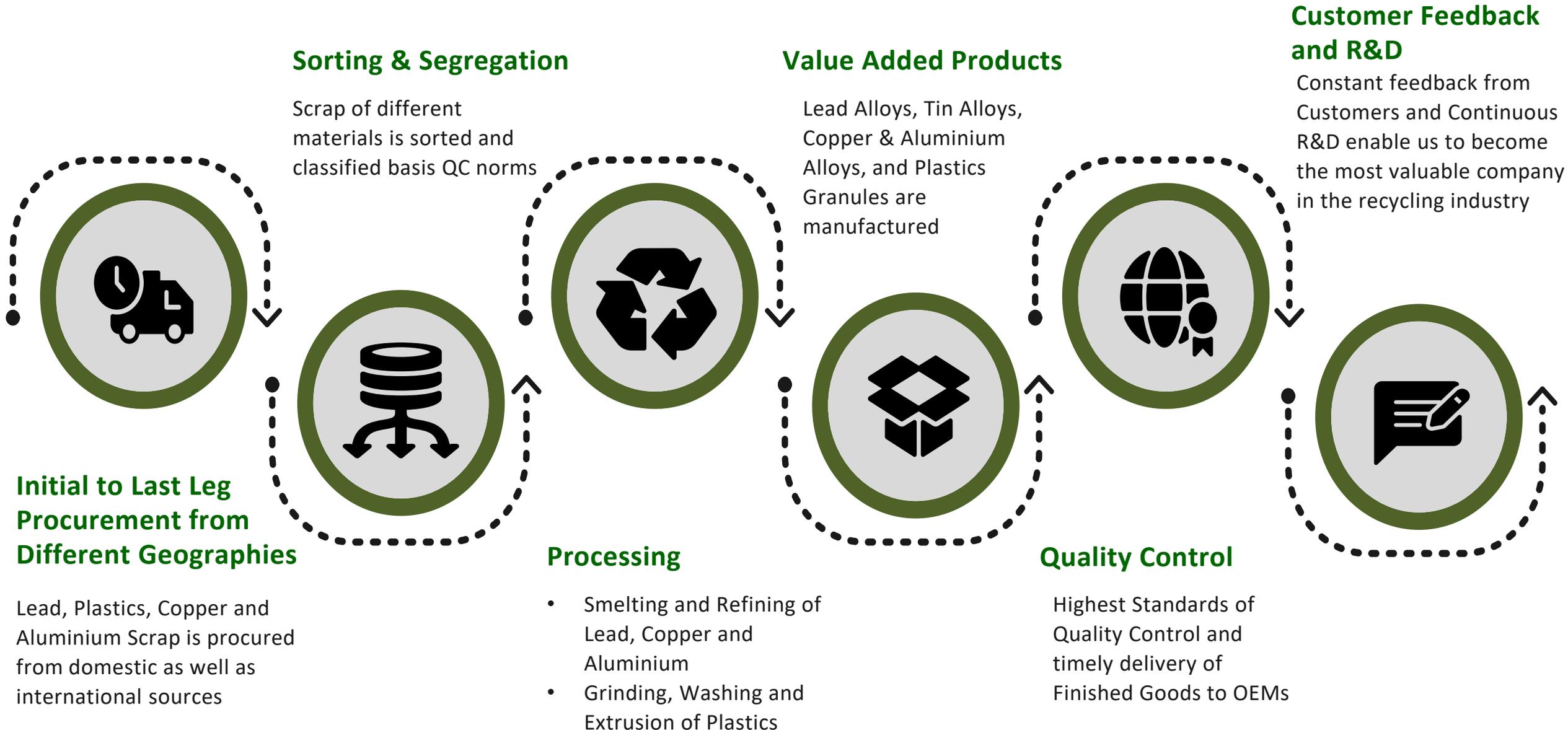
## COPPER

- 🔄 Capacity 6,000 MTPA
- 🔄 Procurement Split: 95% Imports; 5% Domestic
- 🔄 Sales Split: 80% Exports; 20% Domestic
- 🔄 Target Industries: Copper Wire and other Copper applications

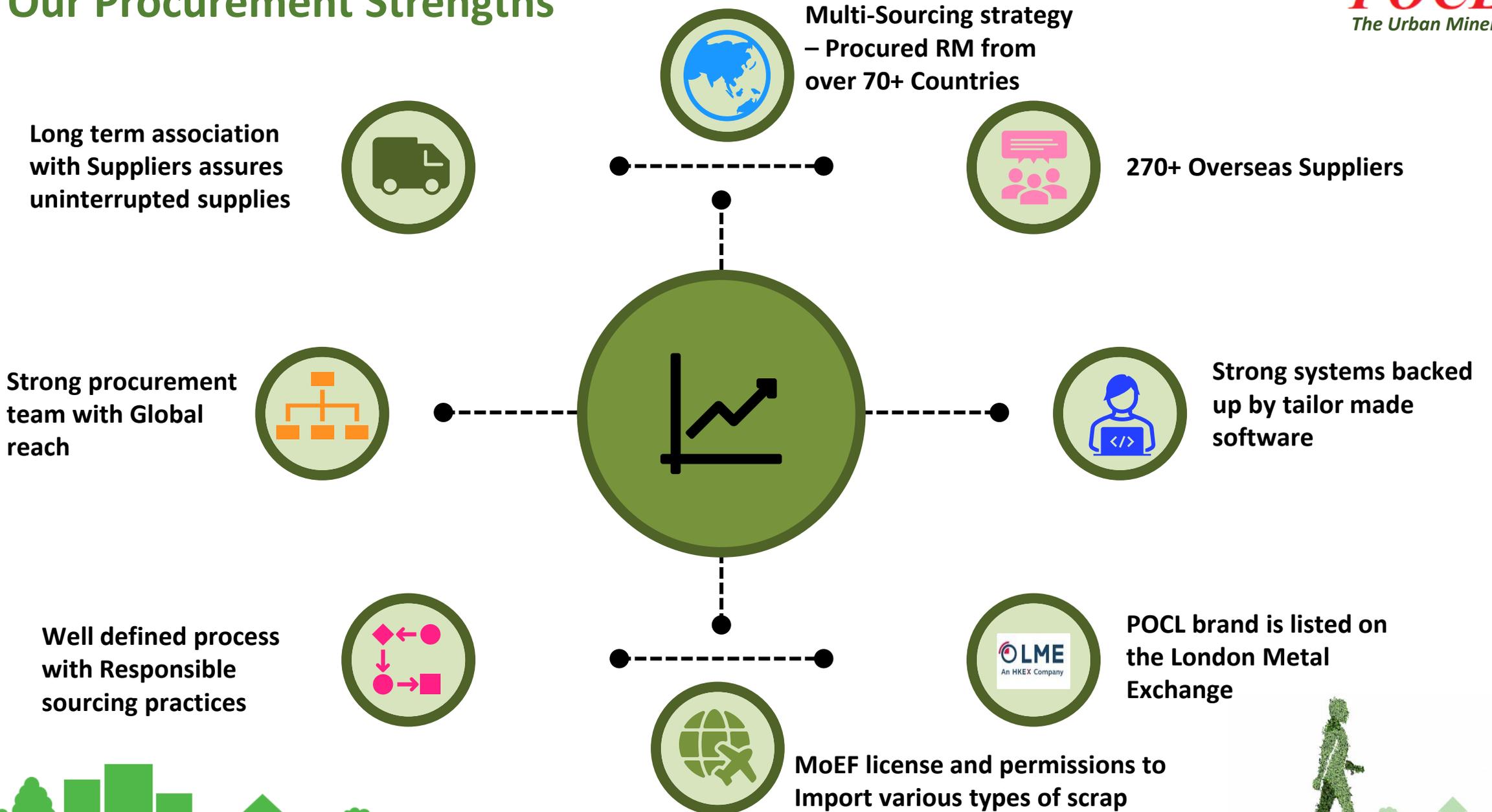
## ALUMINIUM

- 🔄 Capacity 12,000 MTPA
- 🔄 Procurement Split: 100% Imports
- 🔄 Sales Split: 100% Domestic
- 🔄 Target Industries: Automobile

# Business Model: Sustainable Circularity

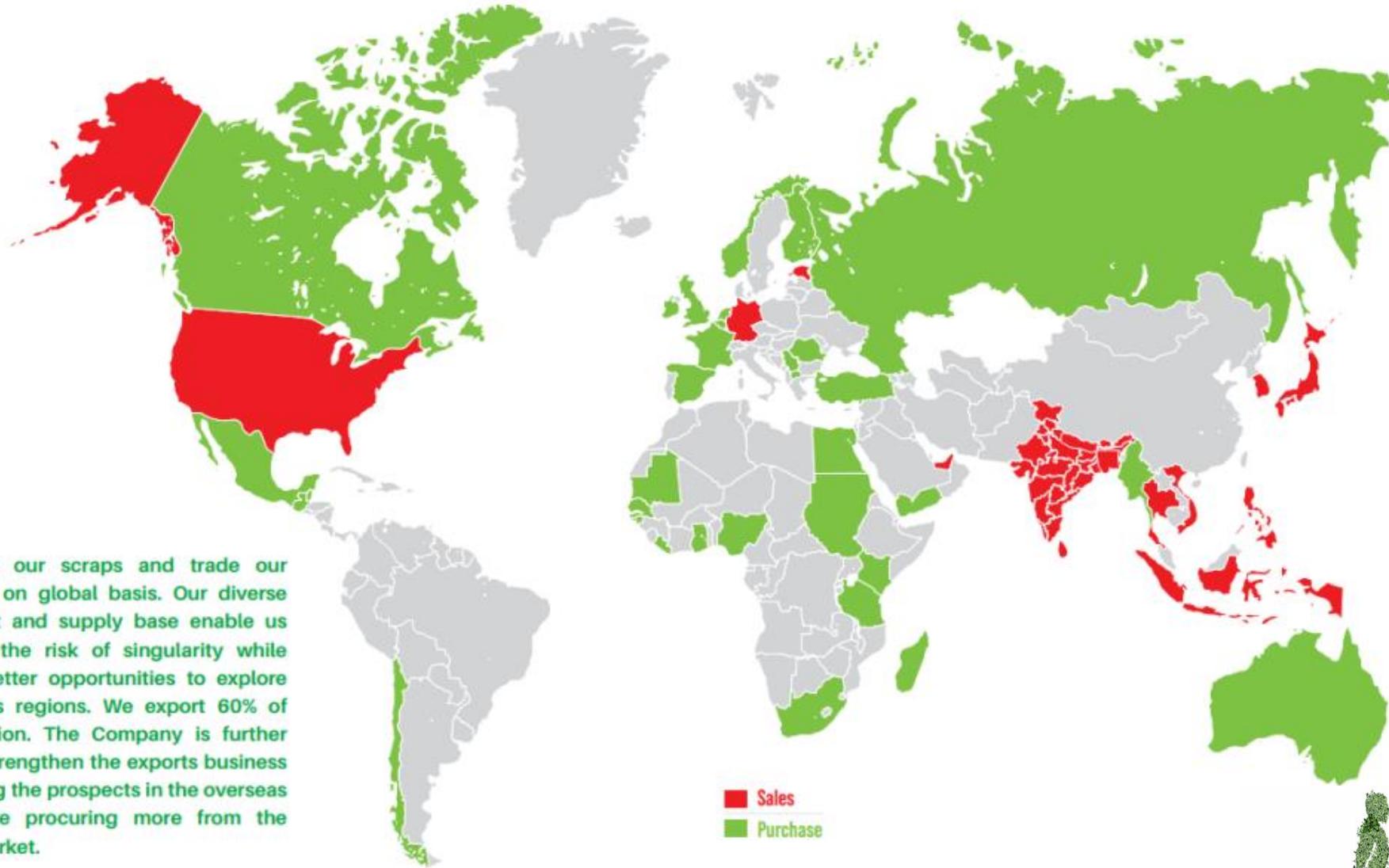


# Our Procurement Strengths



# Strong Procurement Network & Global Customer Base

We procure our scraps and trade our productions on global basis. Our diverse procurement and supply base enable us to mitigate the risk of singularity while providing better opportunities to explore the overseas regions. We export 60% of our production. The Company is further looking to strengthen the exports business by evaluating the prospects in the overseas market while procuring more from the domestic market.



***Transforming Waste into Opportunity***



# Value Added & Customized Products Portfolio

*Value-Added Products contribute 56% of Revenues and are expected to go up to 70%*

## Lead



## Plastics



## Copper



## Aluminium



- ♻️ Pure Lead
- ♻️ Lead Calcium Alloys
- ♻️ Lead Tin Alloys
- ♻️ Lead Antimony Alloys
- ♻️ Lead Master Alloys
- ♻️ Specialty Alloys

**100+ Other Specialized Alloys manufactured**

Industrial & Engineering

Plastic Granules:

- ♻️ PPCP
- ♻️ ABS
- ♻️ HDPE
- ♻️ LDPE
- ♻️ PC
- ♻️ PPHP
- ♻️ Nylon 6, 66

♻️ Clove

♻️ Cobra

♻️ Mill Berry

♻️ Grease  
Mill Berry

♻️ Tin Mill  
Berry

- ♻️ ADC Series (JIS Standard)
- ♻️ LM Series (BS Standard)
- ♻️ Tailor-made alloys as per Customer Requirement

# Robust Manufacturing Facilities

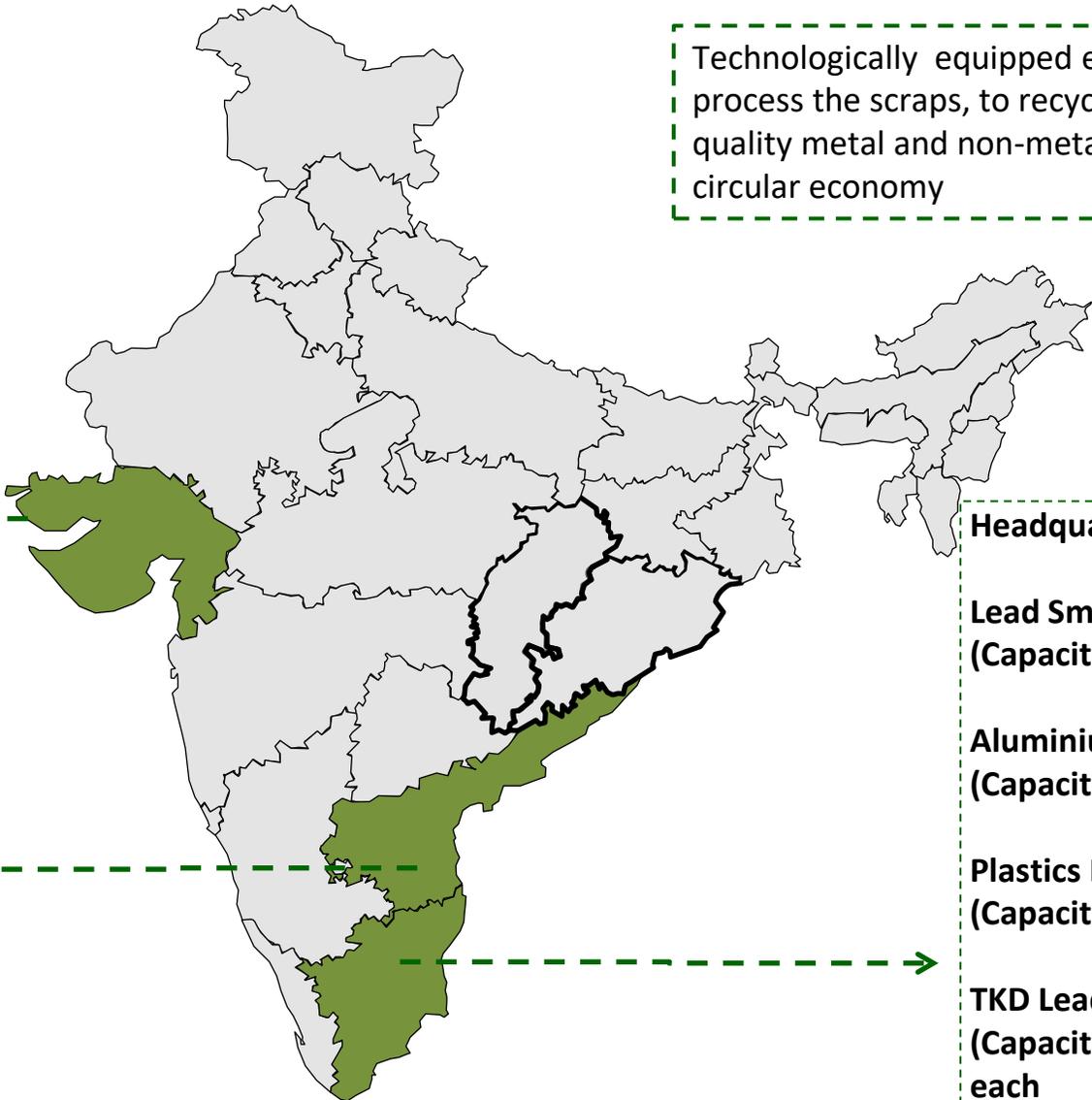
## Strategically located units with proximity to ports

In line with our strategic expansion plans aimed at establishing and expanding facilities in existing and other related manufacturing verticals and cater to both domestic & international markets and to focus on Make in India initiative

Technologically equipped efficient manufacturing units to process the scraps, to recycle and manufacture high-quality metal and non-metal by-products to promote circular economy

- Total Capacities:**
- Lead: 204 KTPA
  - Plastics: 9 KTPA
  - Copper: 6 KTPA
  - Aluminium: 12 KTPA

Mundra, Gujarat



**Smelter Division II – Andhra Pradesh**

- Lead - Capacity - 84 KTPA
- Copper - Capacity - 6 KTPA

**Headquarters – Chennai, Tamil Nadu**

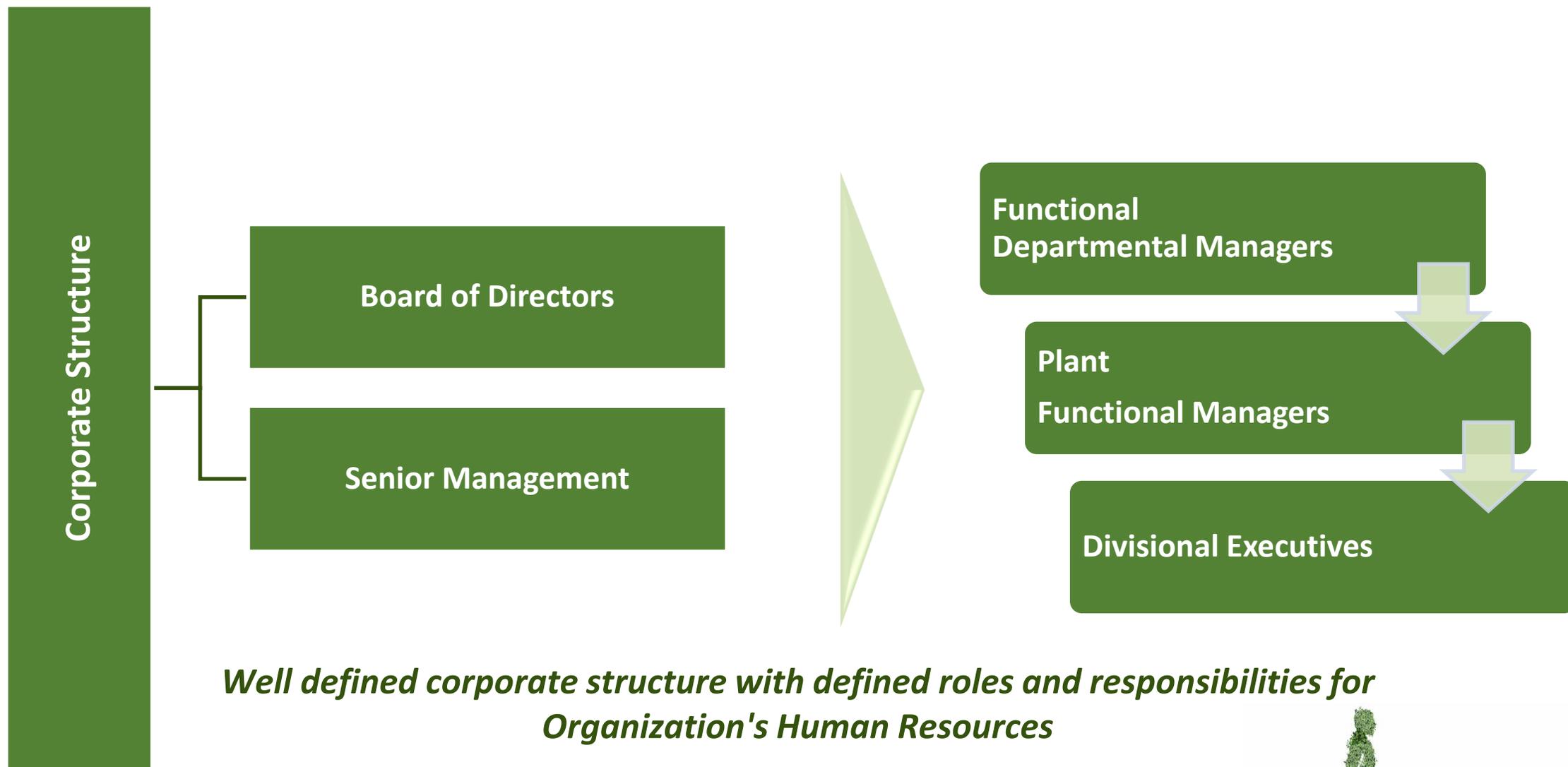
**Lead Smelter Division I – Tamil Nadu (Capacity - 48 KTPA)**

**Aluminium Division: Tamil Nadu (Capacity - 12 KTPA)**

**Plastics Division: Tamil Nadu (Capacity - 9 KTPA)**

**TKD Lead Division, Tamil Nadu (Capacity - 72 KTPA) Phase - 1 & 2 36 KTPA each**

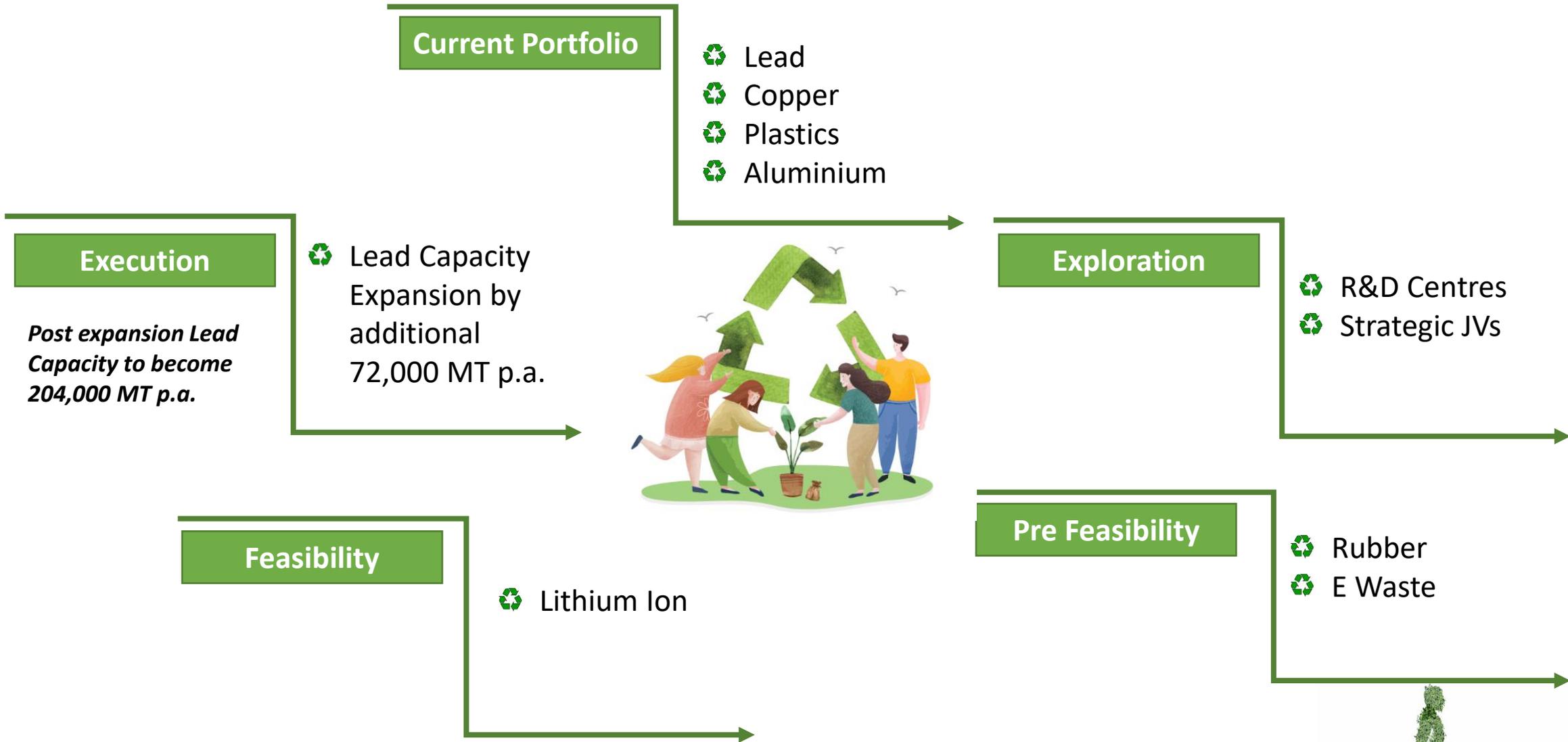
# Organization Structure



*Well defined corporate structure with defined roles and responsibilities for Organization's Human Resources*



# Portfolio and Futuristic Road Map



# POCL Forte and Industry Vantage Point



Licensing and time-bound compliances



Extensive Land Bank of 170+ Acres located strategically with proximity to major Indian ports



Operational Excellence & Expansion of Capacities



International business, global network for procurement & sales spread across various geographies



Risk Mitigation through strategic hedging and future & long-term contracts, spread across diversified market place



Direct empanelment with OEMs for Lead, Plastics and Aluminium



Strong management and effective workforce



India's First 3N7 London Metal Exchange Registered Lead Brand



Understanding of customer applications and specialized technical knowledge of end product



# Target 2030



Forward Integration & Additional Verticals:

- ♻️ Capacity Expansions - Lead
- ♻️ Lithium Ion



**20% +**  
Revenue CAGR



**20% +**  
Profitability Growth



**50% +**  
Renewable Power Usage



Value Creation for Shareholders



Diversified Portfolio with Value Added Products



**20% +**  
Reduction in Energy Consumption to reduce Carbon Footprint



**15% +**  
Volume Growth



**20% +**  
ROCE



**8%+**  
EBITDA Margins



**60%+**  
Value Added Products

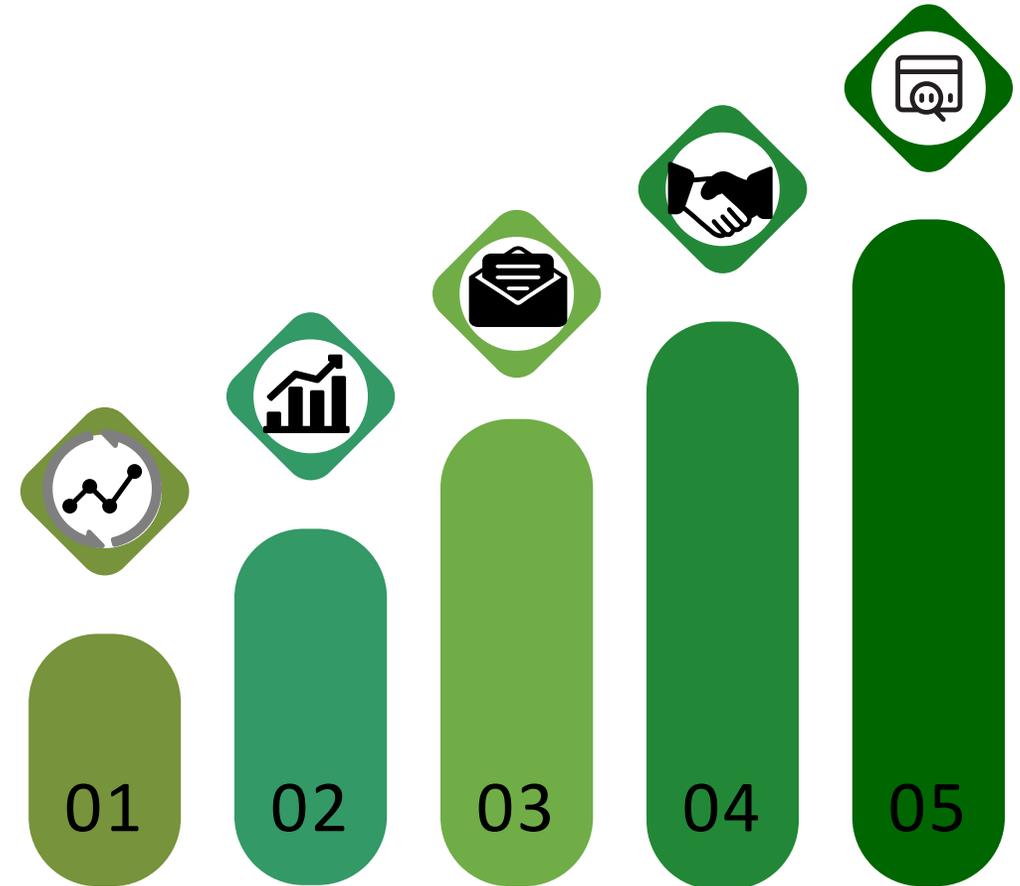


Optimum use of Capital Mix



# Levers for Strong Growth Outlook

- 1 **Capacity Expansion** of existing verticals & diversifying further into new verticals- Lithium-ion and Forward Integration
- 2 **Strong Capex plan** in place funded by ideal mix of debt, equity and internal accruals
- 3 **Strict Government Norms** of BWMR & EPR to increase domestic scrap availability
- 4 **Open to explore** Mergers & Acquisitions, Joint Ventures & collaboration
- 5 **Improving operational efficiencies** through improved technology and automation for enhanced margins



# Supply Chain Strength: Recognizing Valued Suppliers



GLENCORE



TRAXYS



SANSING

OLYMPIC METALS LLC

onesteel



Nord-Schrott  
INTERNATIONAL



# Key Client Connections: Driving Mutual Success



... And Others

PT Trimitra  
Baterai Prakasa



# Robust Management & focus on HR Assets



**Anil Kumar Bansal**  
Chairman &  
Whole Time Director



**Ashish Bansal**  
Managing Director



**K. Kumaravel**  
Director - Finance



**Vijay Balakrishnan**  
Chief Financial Officer (CFO)



**Mayank Sharma**  
President Operations



**Piyush Dhawan**  
President Commercial & Strategy



24+ Years of average management experience in diverse industries



Employee well being programs



500+ Employees



Diversity & Inclusion



Average Employee Association 9+ Years



Lean Manpower for Functional Roles



Median Employee Age: 35 years



Continuous Talent Exploration



50% Independent Directors and 17% Board Diversity



# FY 24 Strategic Updates

**123 Acres+**  
Land Bank Acquisition



**54.5%**  
Capacity Expansion in  
Progress for Lead



**Strategic  
Updates**



**Rs. 80 Cr.**  
CAPEX

**CRISIL has assigned  
below ratings –**

- Long Term - CRISIL A- /Stable
- Short Term - CRISIL A2+

Revenue increased to INR 1,524 Cr. up 4% from PY on a Standalone basis; EBITDA Margin has remained relatively stable at 5%+ levels



# Focus on ESG



## Environment

- Substitution of Fuel from Furnace Oil to LNG to reduce carbon footprint
- Air & Water Pollution Mitigation is done through state-of-the-art Air Pollution Control Systems & Effluent Treatment Plants
- Increasing Green Coverage - Tree plantation programs in factory premises



## Social

- Employee Well-Being – Employee safety & well-being programs implemented
- Diversity & Inclusion -Opportunities to develop cross-cultural, ethnic, & lifestyle collaboration skills
- Social Engagement - Includes promoting education, employment, vocational skills & preventive healthcare and sanitation



## Corporate Governance

- Board Composition – 50% Independent Directors
- Board Diversity – 17%
- Executive compensation policy – Incentive Based
- Zero Complaints – of any breaches

### SDGs Impacted



# ESG Roadmap

**Recycling Portfolio FG:**  
Lead: 132 KTPA  
Plastics: 9 KPTA  
Copper: 6 KTPA  
Aluminium: 12 KTPA

4 Live Recycling Plants and 1 WIP  
140 KTPA Scrap Collection,  
75KTPA FG Manufactured and Sold

Alternate Energy Source: Solar at Feasibility Stages,  
Efficient Water & Waste Management,

**Societal Impact:**  
OHSAS, 100% Health Insurance Coverage, Employee Engagement and Grievance Redressal Mechanism

Air & Water Pollution Mitigation & Conserving Nature, EMS

Usage of Cleaner Fuels to Reduce Carbon Footprint – From Furnace Oil to LNG and Oxygen

**Corporate Governance:**  
Code of Conduct and Ethics Manual, Compliances, Accountability & Transparency, Disclosures

Determining Targets for Energy Reduction, Carbon Footprints, GHG Emission (Scope 1,2 and 3)

Go Live with ESG Reporting with Base Year and Safety Base Year



Sustainable Business Practices



Air & Water Pollution Mitigation



Waste Management



Ensuring Efficient Energy Management

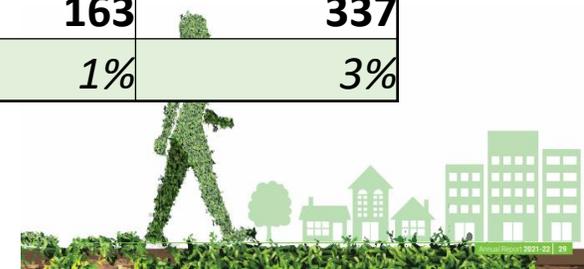


Increasing Green Coverage Around the Plants



# Yearly Trends | Income Statement

Particulars (Rs. Million)	FY 2024	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
Net Revenue	15,238	14,717	14,548	10,043	12,199	10,489
Other Income	46	43	46	33	35	40
<b>Total Income</b>	<b>15,284</b>	<b>14,759</b>	<b>14,594</b>	<b>10,076</b>	<b>12,234</b>	<b>10,529</b>
<b>COGS</b>	<b>13,538</b>	<b>12,987</b>	<b>12,954</b>	<b>9,323</b>	<b>11,289</b>	<b>9,344</b>
Power and Fuel Cost	335	311	239	99	114	135
Employee Benefit Expenses	242	223	200	165	191	150
Other Expenses	396	398	382	213	244	212
<b>Total Expenses</b>	<b>973</b>	<b>932</b>	<b>820</b>	<b>477</b>	<b>549</b>	<b>498</b>
<b>EBITDA</b>	<b>773</b>	<b>841</b>	<b>820</b>	<b>276</b>	<b>397</b>	<b>687</b>
<i>EBITDA Margin %</i>	5%	6%	6%	3%	3%	7%
Depreciation	92	101	90	84	79	52
Finance Cost	164	82	87	54	106	116
<b>PBT</b>	<b>517</b>	<b>658</b>	<b>644</b>	<b>138</b>	<b>212</b>	<b>519</b>
Tax Expenses	121	166	161	30	49	181
<b>PAT</b>	<b>395</b>	<b>492</b>	<b>482</b>	<b>108</b>	<b>163</b>	<b>337</b>
<i>PAT Margin %</i>	3%	3%	3%	1%	1%	3%



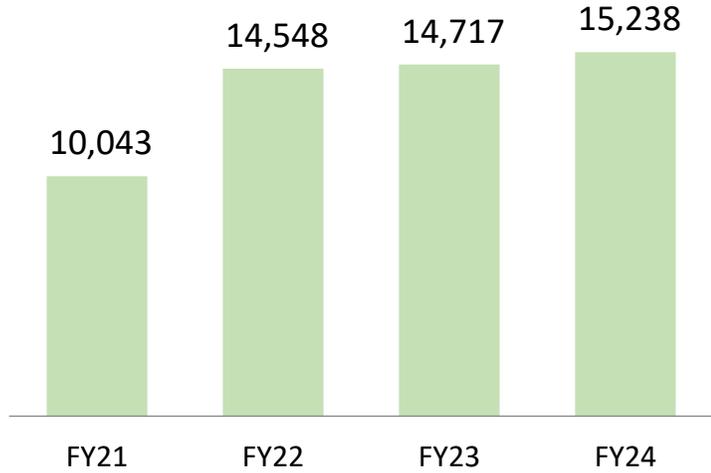
# Yearly Trends | Balance Sheet

Particulars (Rs. Million)	FY 2024	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019
<b><u>EQUITY AND LIABILITIES</u></b>						
Share Capital	126	116	58	58	58	56
Reserve and Surplus	3,422	2,425	2,023	1,555	1,446	1,248
<b>Net Worth</b>	<b>3,548</b>	<b>2,541</b>	<b>2,081</b>	<b>1,613</b>	<b>1,504</b>	<b>1,304</b>
Borrowings	945	1,420	1,072	1,455	513	1,398
Other Liabilities	205	379	148	123	175	113
<b>Total Equity and Liabilities</b>	<b>4,698</b>	<b>4,341</b>	<b>3,301</b>	<b>3,191</b>	<b>2,192</b>	<b>2,815</b>
<b><u>ASSETS</u></b>						
<b>Non-Current Assets</b>						
Fixed Assets	1,136	959	605	536	606	326
Capital Work-In-Progress	83	70	35	57	19	4
Other Non-Current Assets	607	476	37	28	38	59
<b>Current Assets</b>						
Inventories	1,239	1,510	1,460	1,236	705	1,102
Trade Receivables	1,012	992	873	1,088	574	885
Cash and Bank Balances	298	2	22	9	94	40
Short Term Loans and Advances	242	327	265	179	131	176
Other Current Assets	81	5	3	59	26	217
<b>Total Assets</b>	<b>4,698</b>	<b>4,341</b>	<b>3,301</b>	<b>3,191</b>	<b>2,192</b>	<b>2,815</b>

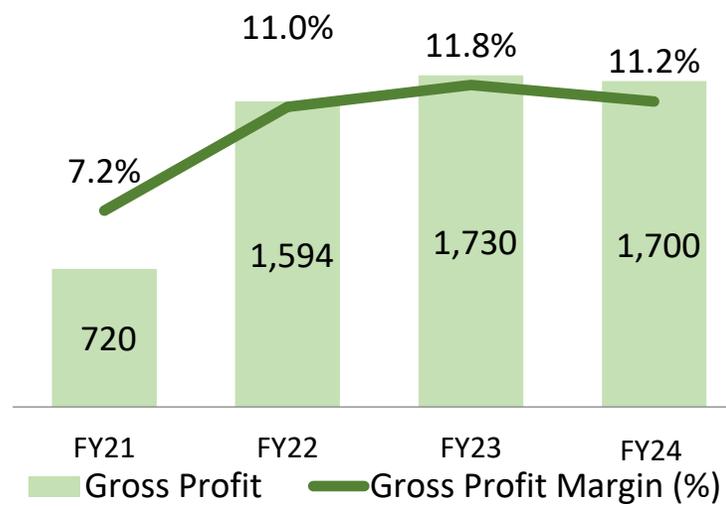


# Charting Success: Financial Highlights

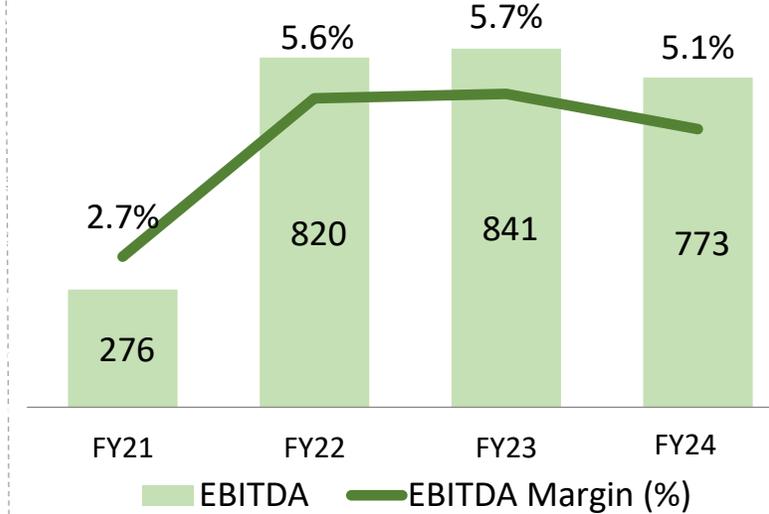
### Revenue from Operations



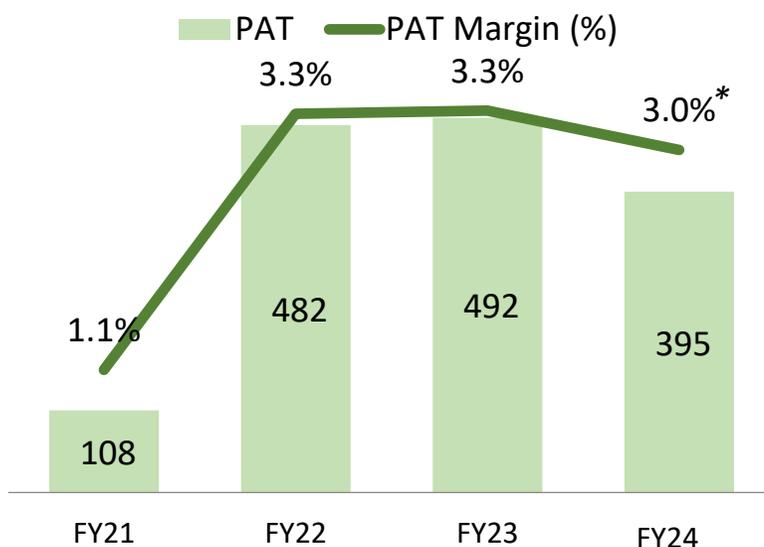
### Gross Profit & Margin (%)



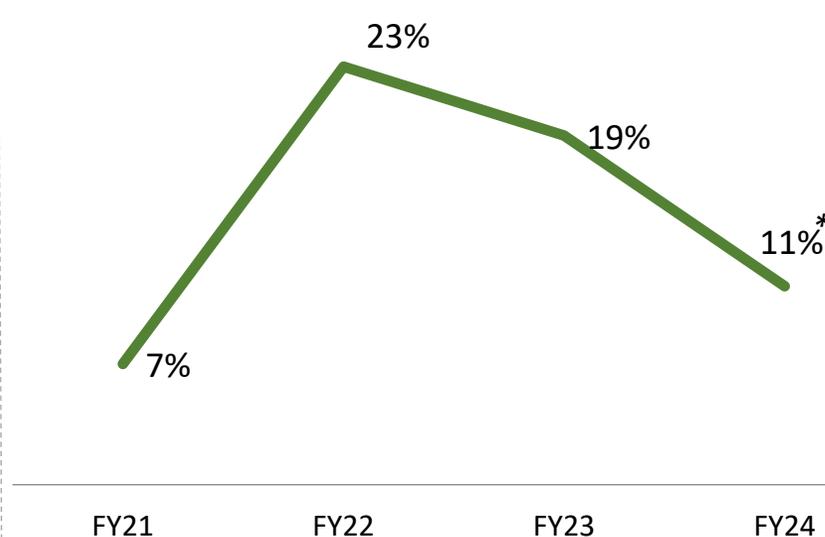
### EBITDA & Margin (%)



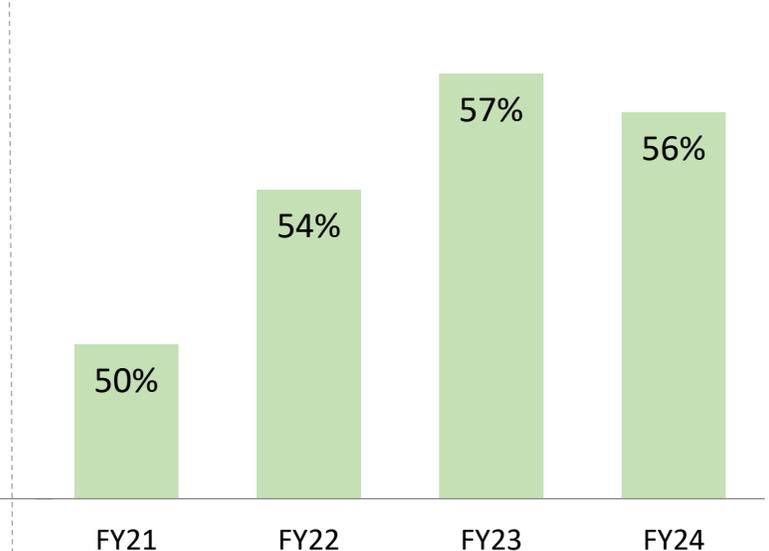
### PAT & Margin (%)



### Return on Equity (%)



### Exports (%)

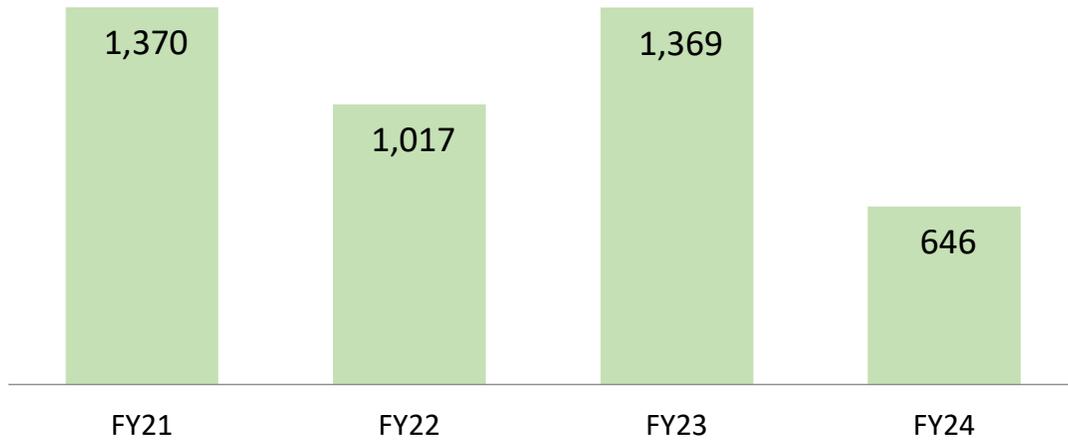


\*FY 24: Slight drop is due to Increase in Finance Cost

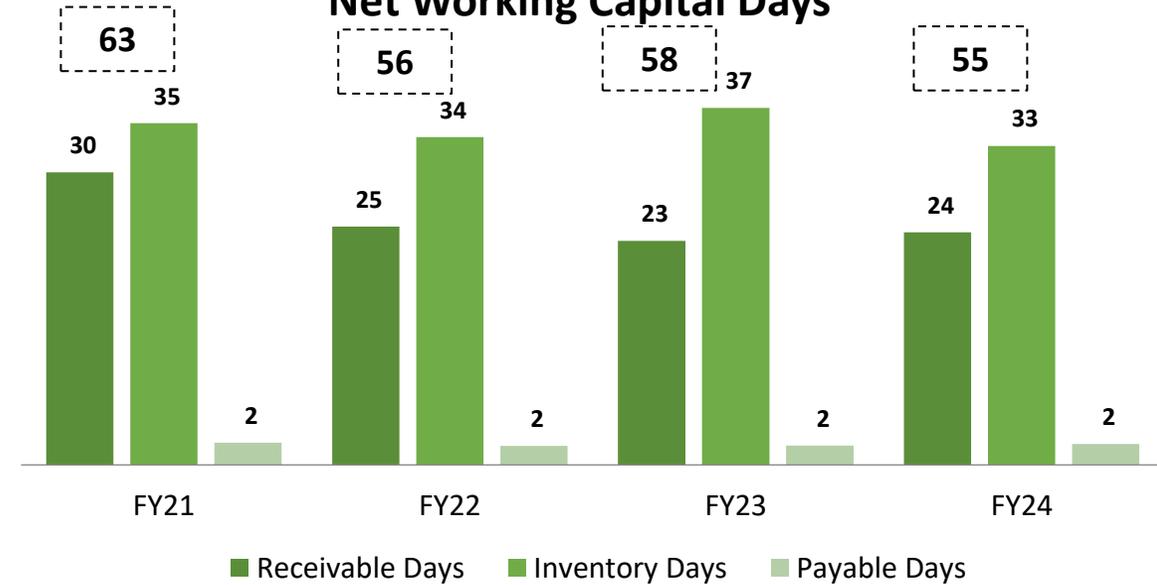
\*FY 24: Drop is due to Increase in Equity Share Capital

# Balance Sheet Strength

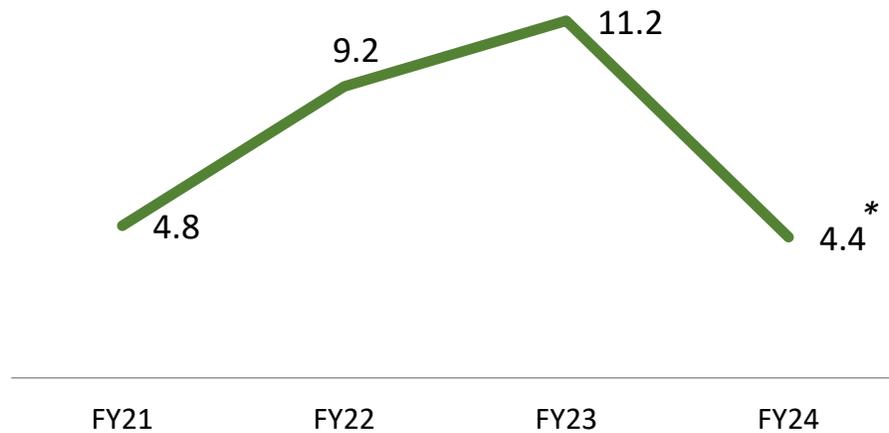
## Net Debt (Rs. Mn)



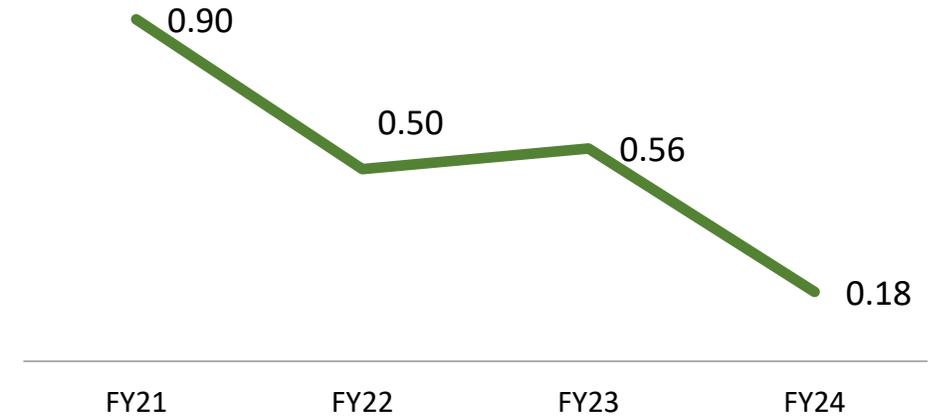
## Net Working Capital Days



## Interest Coverage Ratio



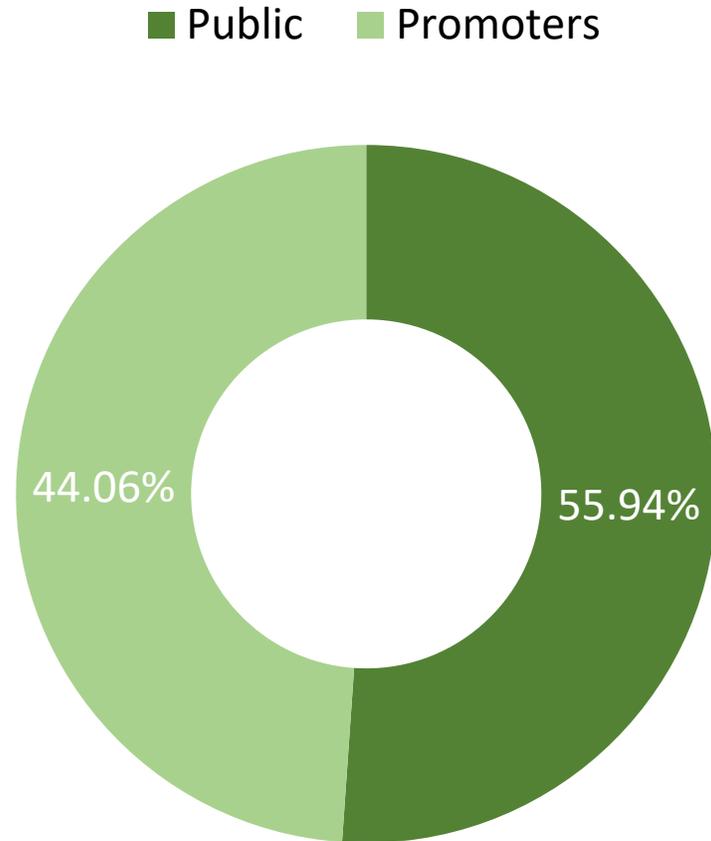
## Net Debt to Equity



\*FY 24: Drop is due to Increase in Finance Cost

# Shareholding Pattern

*In Crores*



SYMBOL	532626	POCL
LISTED	BSE (Main)	NSE (Main)
MKT CAP (As on 31-03-24)	719.63	721.67
52 WEEK HIGH/LOW	905.9 / 299.6	906.3 / 374.2
CURRENT MARKET PRICE (19-06-2024)	676.6	679.55

## Shareholding Pattern

Particulars	No. of Shares	% of Holding
Public	69,28,021	55.94%
Promoters	56,82,956	44.06%
<b>Total</b>	<b>1,26,10,977</b>	<b>100%</b>

# Thank You

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