



Chembond Chemicals Limited

About us and our activities

2022-23



Welcome

- Chembond Chemicals Limited was founded in 1974
- Consistent performer; dividend paying since inception
- Pan-India manufacturing, sales and service footprint
- Head Office in Navi Mumbai, MH
- DSIR certified R&D facilities at Navi Mumbai, MH and Dudhwada, GJ
- Family driven, professionally managed, agile organization
- New business lines are evaluated and incubated continuously



Core Business Units



- Businesses aligned by solutions offered and segments catered
- Each business has a team of specialists working in the field with customers



Business Unit Walkthroughs

2022-23



Water Technologies

Chembond Water Technologies Limited
Chembond Clean Water Technologies Limited
Chembond Water Technologies (Malaysia) Sdn Bhd
Chembond Water Technologies (Thailand) Co. Ltd.
2022-23



Water

- Water is extensively used by industries
- Different areas / applications of water in industry:
 - Raw Water, Boiler Water, Cooling Water, Wastewater, RO membrane
- Raw water quality and availability varies across the country / world
- Treatment of raw water for any further use thus becomes critical
- Inadequate / improper treatment becomes detrimental to plant performance and longevity

WITH YOU FOR YOUR WATER TREATMENT NEEDS



	1 Raw Water Tank	2 Clarifier	3 Treated Water Tank	4 Cooling Tower	5 Boiler	6 Process Water	7 Effluent Tank	8 Secondary Clarifier	9 Treated Water Tank
We Offer	<ul style="list-style-type: none"> • Coagulants 	<ul style="list-style-type: none"> • Flocculants • Scraper • Media Filters 	<ul style="list-style-type: none"> • Disinfectants 	<ul style="list-style-type: none"> • Corrosion Inhibitors • Scale Inhibitors • Dispersants • Biocides • Chemical Dosing Skid • Blow down water filters 	<ul style="list-style-type: none"> • Sludge Conditioners • Oxygen Scavengers • Condensate Corrosion control • DM Plant • Condensate Polisher 	<ul style="list-style-type: none"> • DM Plant • UF Plant • RO Plant • RO Membrane treatment 	<ul style="list-style-type: none"> • Coagulants • Microbial cultures • Aeration system 	<ul style="list-style-type: none"> • Flocculants • Odor control Enzymes • Filtration equipment 	<ul style="list-style-type: none"> • Disinfectants
Purpose	Once coagulants are added and mixed, heavy particles in the water begin to stick together and form large and heavy flocs.	Flocculants are added to accelerate settling of the flocs. These large particles are removed by scrapers. The water passes through media based filters for further turbidity reduction.	Chlorine Dioxide and/or Chlorine are added to treated water to control microbiological growth. Untreated water with microbial load can cause various problems.	Chemicals are added to control corrosion, scale, deposition and biological fouling in heat transfer equipment. Chemical dosing is automated by dosing skids. Blow down water is passed through filters for re-use in cooling towers.	Improved efficiency is achieved through use of corrosion and scale control chemicals in boilers. Feed water quality of high purity is obtained through DM plants. Condensate polishers enable water re-use.	Process side water generally needs to be of a particular quality. This quality is obtained by treating the water through equipment. RO membranes need to be clean and scale free to maintain throughput.	Microbial cultures help break down complex chemical pollutants and reduce pollution load. Aeration is very important to provide oxygen for break down activity. Coagulants help form large flocs.	Foul odor is an often neglected problem in ETP's. Enzymes are safe to use odor control products. Flocculants accelerate settlement of flocs and their transfer to sludge tank. Filters further reduce turbidity.	Chlorine Dioxide and/or Chlorine are added to treated water to control microbiological growth. Untreated water with microbial load can cause various problems.



What We Do

- Specialty Water Treatment chemicals
 - Raw water treatment coagulants
 - Boiler water treatment formulations
 - Cooling water treatment products
 - Wastewater treatment flocculants
 - Reverse Osmosis (RO) membrane treatment chemicals
- Water treatment equipment
 - Filtration systems for suspended solids removal
 - RO and Resin based solutions for dissolved solids removal
 - Wastewater treatment systems for treating and recycling water
 - Special solutions for process water treatment and recovery
- Bio-remediation of industrial wastewater using microorganisms

Application Areas



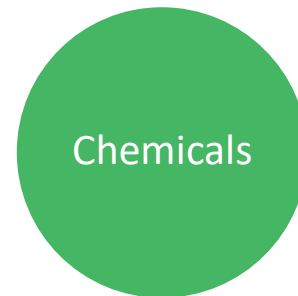


Complete Water Treatment solutions

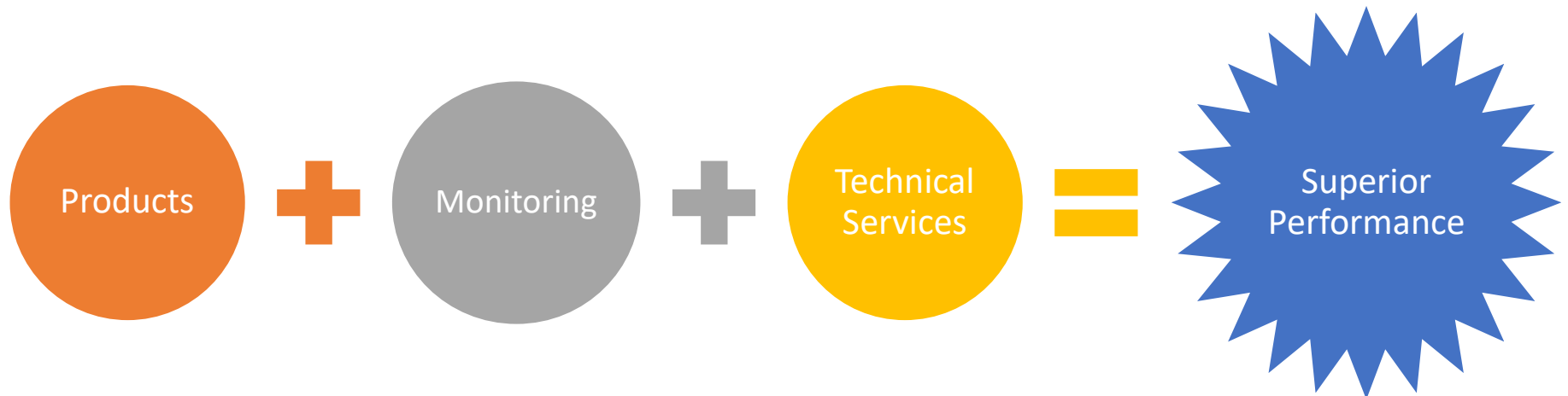
Chembond Clean Water Technologies Ltd



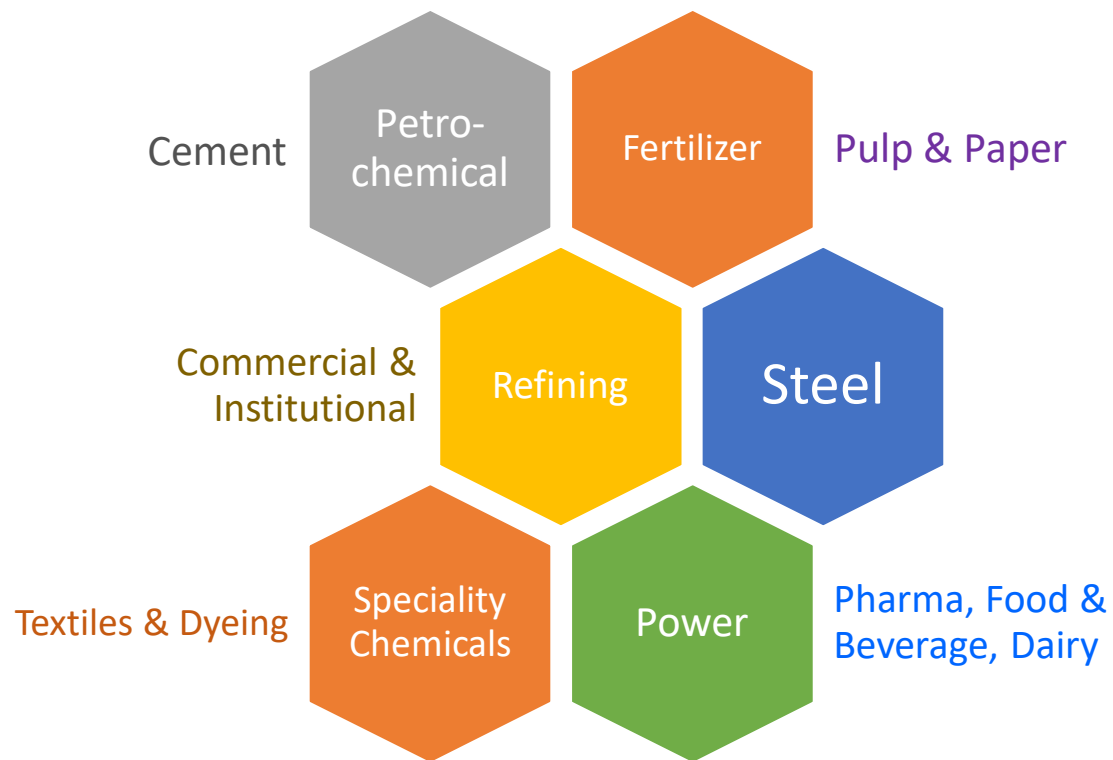
Chembond Water Technologies Ltd



Superior Performance = Customer Satisfaction[®]



Customer Segments





Our Silver Bullets

- Integrated solutions – equipment, bio-remediation and chemicals
- Trained, Empowered and Dedicated services team
- Pioneer in India for leading edge technology introductions:
 - Glassy Zinc Polyphosphate corrosion inhibitor
 - Chlorine Dioxide based oxidizing biocide
 - Multicomponent, concentrated product tablets for mid-sized water systems
 - Performance Based, self learning monitoring and control automation
- Excellent track record since 1982



Material Technologies

Chembond Material Technologies Private Limited

Phiroze Sethna Private Limited

Gramos Chemicals India Private Limited

2022-23



Material Technologies

Wide range of synergistic products offered

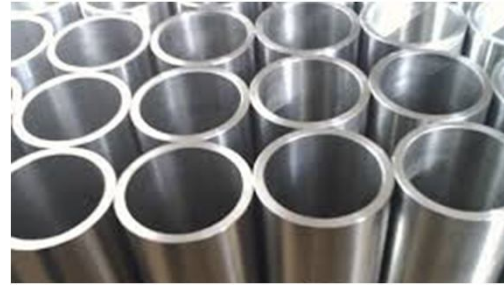
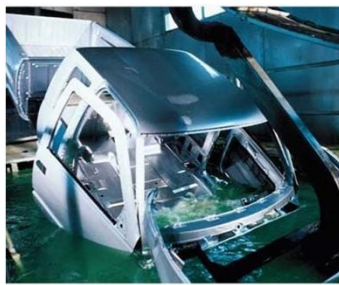
- Metal Treatment Chemicals
- Automotive Sealants
- Industrial Coatings and Specialty Additives
- Engineering Adhesives
- Paint Booth Wipes and Chemicals
- MRO Products

Used in automotive (OEM's and components), steel, appliance, engineering, and general industry

Metal Treatment Chemicals



Pretreatment of steel for automotive and appliance industry



Wire and tube drawing

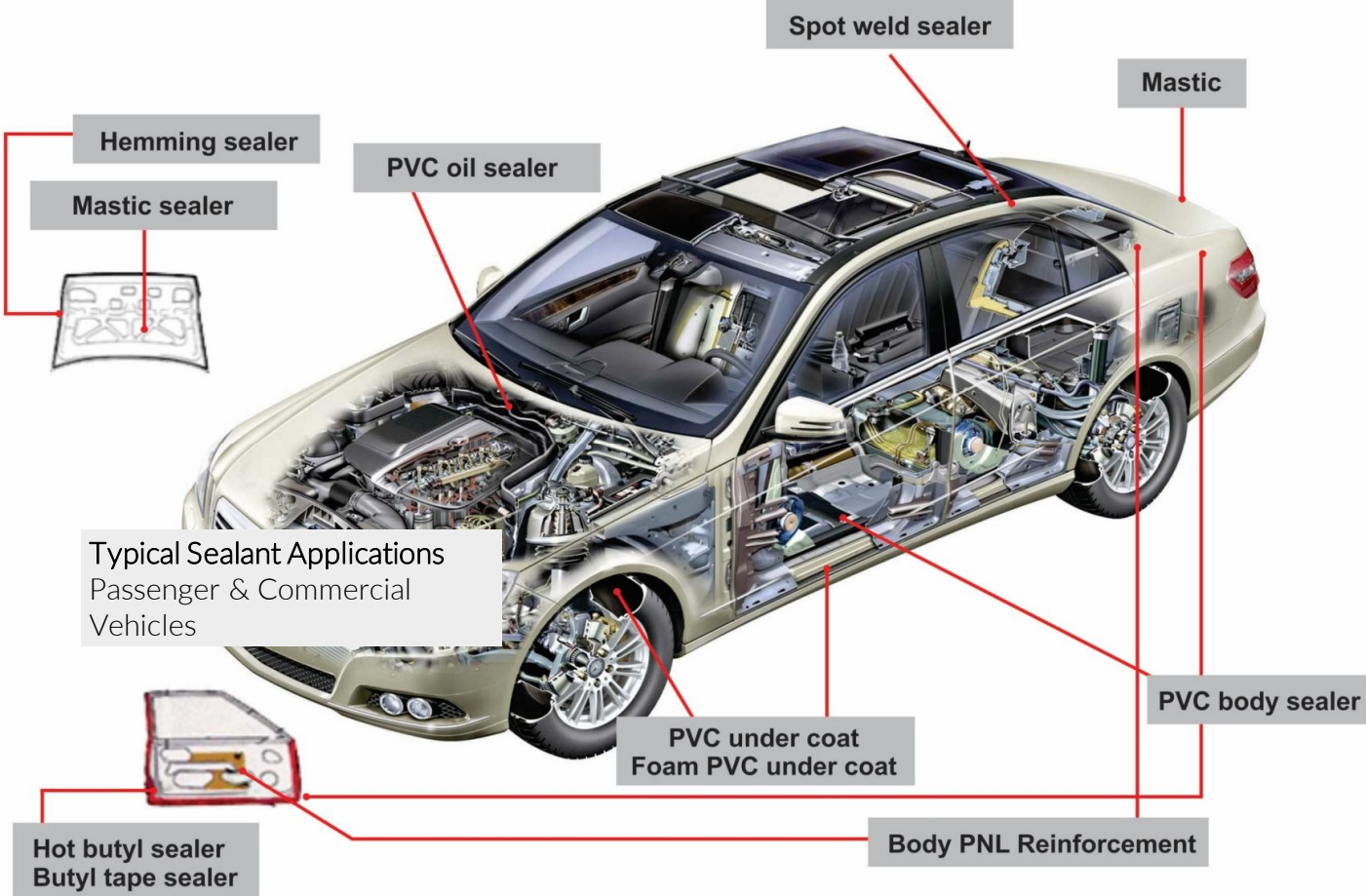


Metal working,
lubrication and cleaning



Coil coating

Automotive Sealants



Engineering Adhesives



Retaining Compound



Thread Sealant



Thread Locker



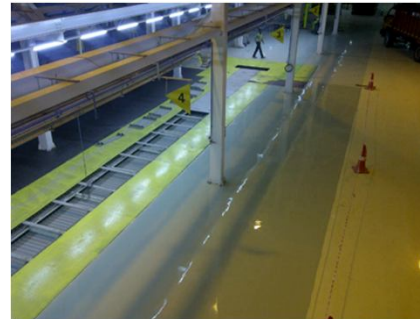
Gasketing Compound

KemTM Vibra-TITE[®]

High Performance Coatings



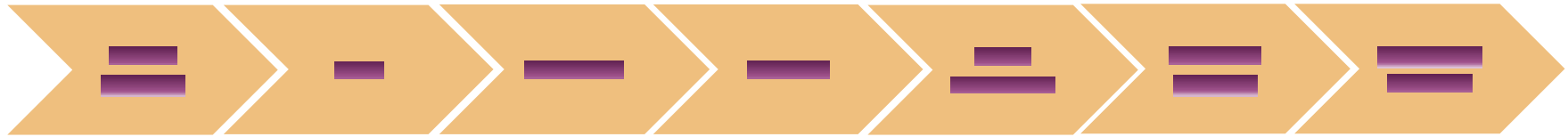
for Corrosion Protection



for Industrial & Commercial Floors



Material Technologies Value Chain



Flooring	Rust Loosen	Anaerobics	Underbody	Steel & Coil	Waterborne	Coagulant
Structural	Anti-Seize	Epoxies	Seam	Conversion	Epoxies	Tack Cloths
	Chain Lube	Silicones	Hemming	Cleaners	PU	Masking
	Repair Epoxies	PU	Cavity Wax	Lubricants	DTM	Peelable
		Cyano	Structural	NewGen	PUD	Strippers

End to End Solutions for the Customer with the service, reliability, and value Chembond is renowned for!



Animal Health and Nutrition

Chembond Biosciences Limited

2022-23



About

- Chembond entered this segment in 2010
- Produce nutritional supplements for animal health industry
- Catering mainly to the poultry and dairy industry
- Presence across India with manufacturing at Tarapur
- Quality products at excellent value
- Experienced yet young team



Product Range

Products that enhance nutrition, reduce waste, improve mortality rates

**Enzymes,
Probiotics,
Prebiotics**

**α D₃ , other
Vitamin
concentrates
and
Premixes**

**Minerals,
incl.
Chelated
Minerals**

**Disinfectants,
Water
Purification,
Sanitizers**



Construction Chemicals

Chembond Chemicals Limited

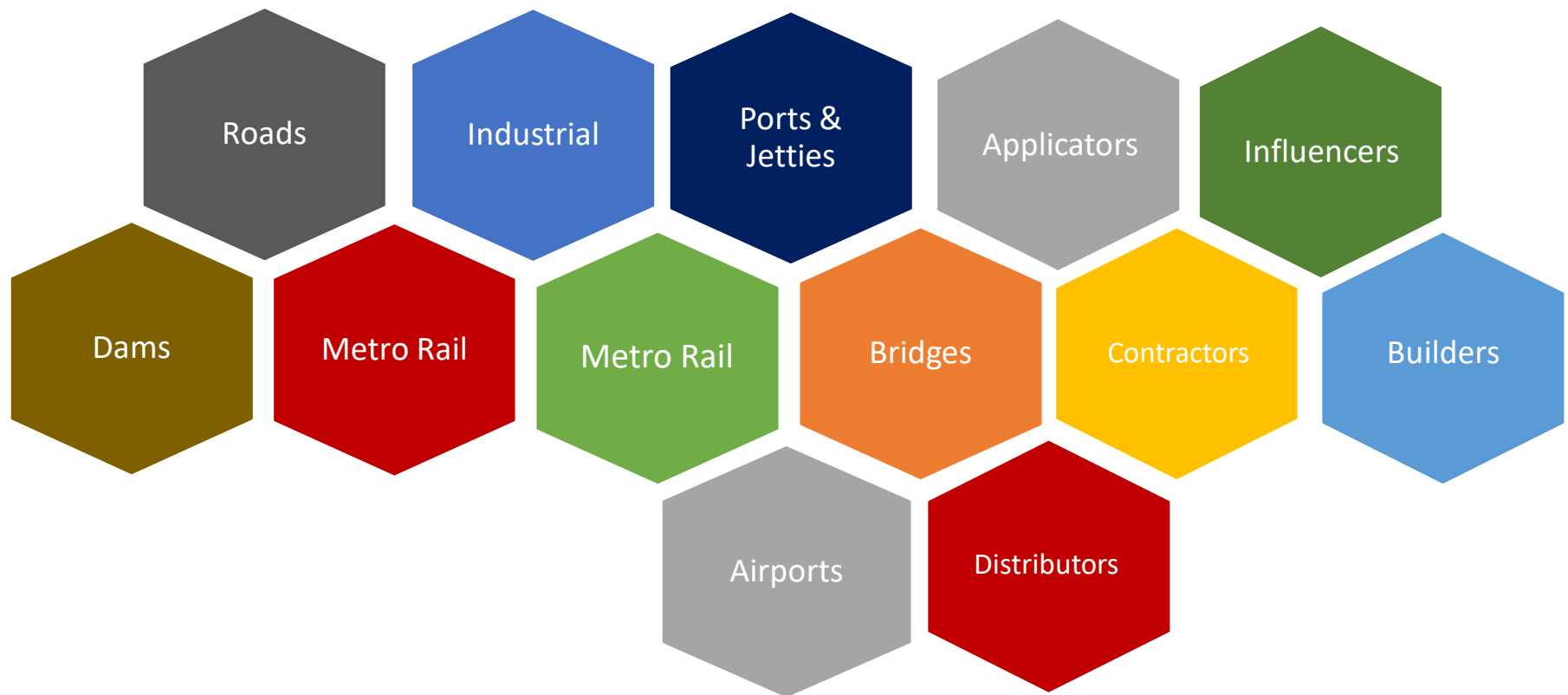
2022-23



Products

- Products for a wide range of applications
 - Admixtures for concrete modification
 - Sealants based on Polysulphide, PU and Acrylics
 - Waterproofing solutions for under-construction and built-up structures
 - Repair mortars for concrete roads, structures and flooring
 - Curing compounds for concrete
 - Grouts for heavy engineering equipment
 - Tile adhesives and joint fillers

Customer Segments







Industrial Hygiene

Chembond Calvatis Industrial Hygiene Systems Ltd

2022-23

Industrial Hygiene Systems



- A JV between Chembond and Calvatis GmbH, Germany
- Cleaning and hygiene products and systems for:
 - Industrial applications in beverage, food processing, dairy and brewing industries
 - Institutional applications in kitchens, laundry and housekeeping sections





Industrial Applications

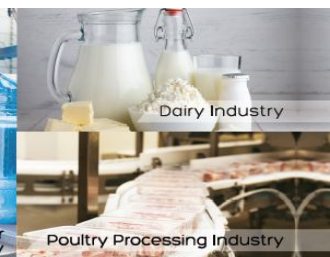
Applications	Food Processing	Beverage	Dairy
Air Treatment	√		
Bottle Washing		√	√
Cleaning-in-Place (CIP)	√	√	√
Cold Fogging	√	√	√
Conveyor Lubrication	√	√	√
Crate Washing	√		√
Entrance Hygiene	√	√	√
Fryer Cleaning	√		
Membrane Cleaning	√	√	√
Open Plant Cleaning (OPC)	√	√	√
Pasteurizer / Warmer		√	√
Personal Hygiene	√	√	√
PET / PC Jar Cleaning and Disinfection		√	
Smokehouse Cleaning	√		
Surface Cleaning	√	√	√

Institutional Applications

Applications	Kitchen	Laundry	House-keeping
Air Freshening / De-odorizing	√		√
Bathroom Cleaning			√
Bleaching	√	√	√
Dishwashing Detergent	√		
Dish Rinsing aid	√		
De-scaling	√	√	√
Degreasing	√		√
Floor Cleaning	√	√	√
Grill Cleaning	√		
Glass Cleaning			√
Hand Washing	√	√	√
Hand Sanitizing	√	√	√
Laundry Detergent		√	
Laundry Emulsifier		√	
Fabric Conditioner		√	
Neutralizing Sour		√	
Multipurpose Cleaning Detergent	√	√	√
Surface Disinfection	√		√
Toilet Bowl Cleaning			√
Vegetable Washing	√		



**YOUR
CLEANING & HYGIENE
PARTNER**





Chemical Distribution

Chembond Distribution Limited

2022-23

What We Do

- Import, stock and sell specialty chemicals
 - Additives for water treatment chemicals
 - Additives for construction chemicals
 - Additives for paints and inks
 - Polyurethane primers, sealants and coatings





Financial Information

Chembond Chemicals Limited

2022-23



Executive Commentary

Q4 2022-23 Consolidated Revenue
from operations at Rs. 122.03 crores

- ↑ 10.3% vs Q3 2022-23
- ↑ 29.8% vs Q4 2021-22

Revenue Performance of verticals	<u>v/s Q3 2022-23</u>	<u>v/s Q4 2021-22</u>
Water Technologies	↑ 2.9%	↑ 30.8%
Material Technologies	↑ 14.2%	↑ 38.5%
Animal Health	↑ 14.0%	↓ - 1.1%
Construction Chemicals	↑ 40.0%	↑ 55.2%

+ Revenue growth remains strong across business units



Executive Commentary (continued)

Q4 2022-23

Consolidated EBITDA is at Rs.14.90 crores  18 % vs Q3; 267 % vs Q4 LY

Consolidated PBT is at Rs.13.08 crores  15 % vs Q3; 373 % vs Q3 LY

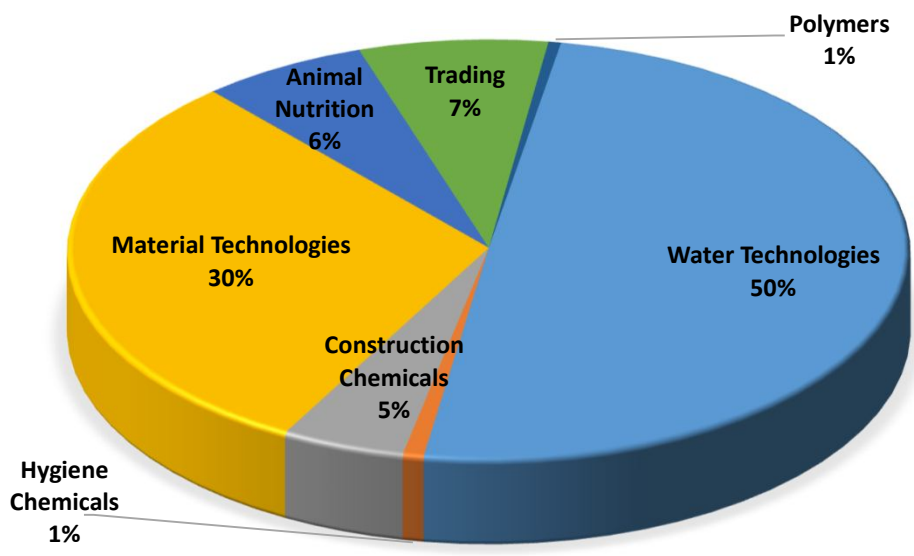
EBITDA rebounded primarily due to :

- Raw material prices stayed stable with a few materials on decline, thus improving the product margins by another 2.0 % points
- Increase in revenues
- Fair value of mutual fund investments staying positive in Q4

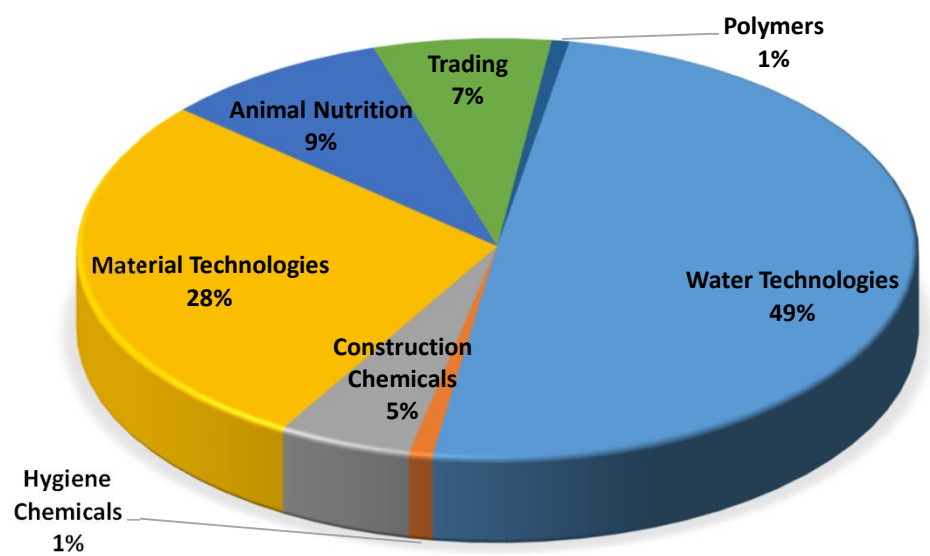
Input costs anticipated to stay volatile



Share of Revenue by Segment - Consolidated



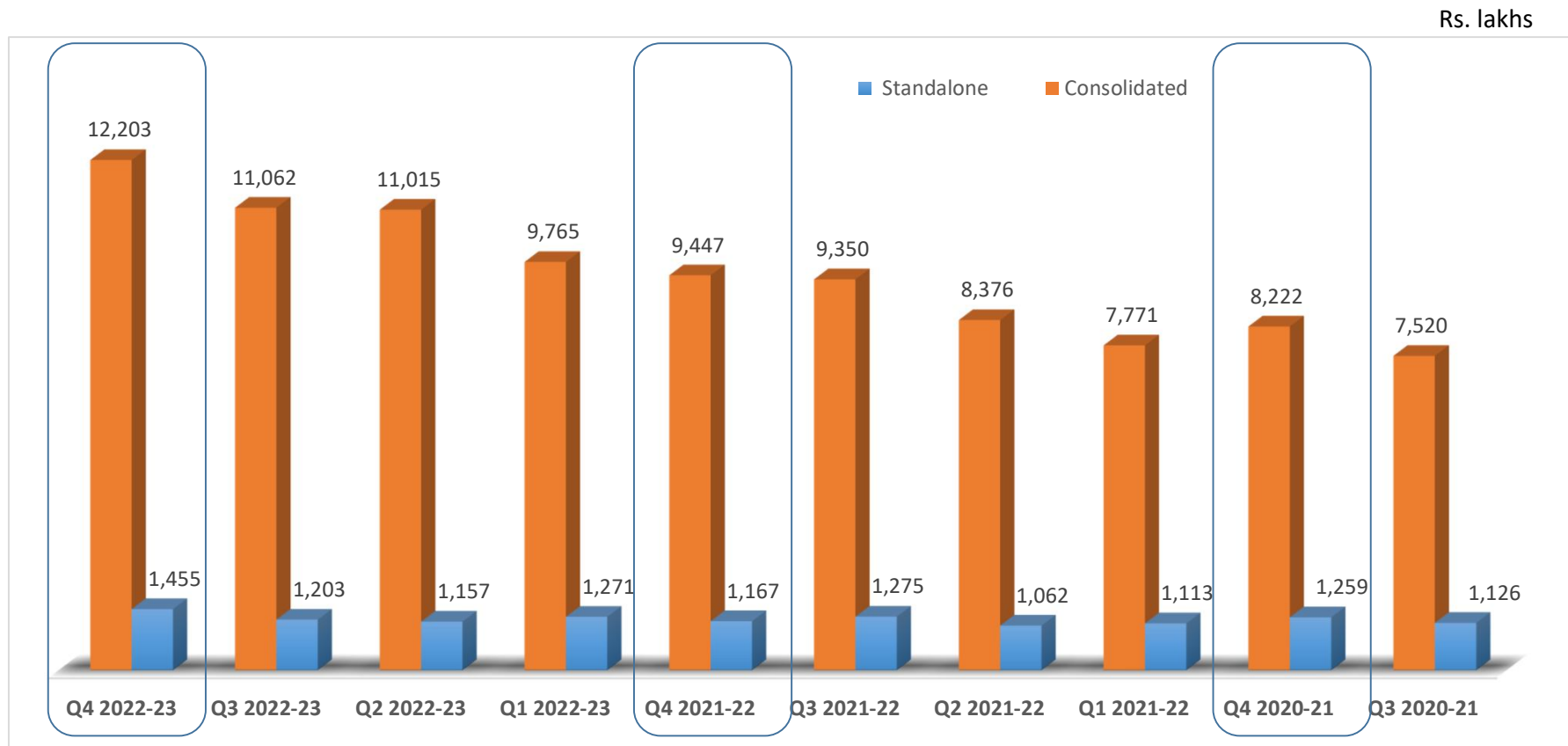
2022-23



2021-22



Revenue from Operations – Q on Q

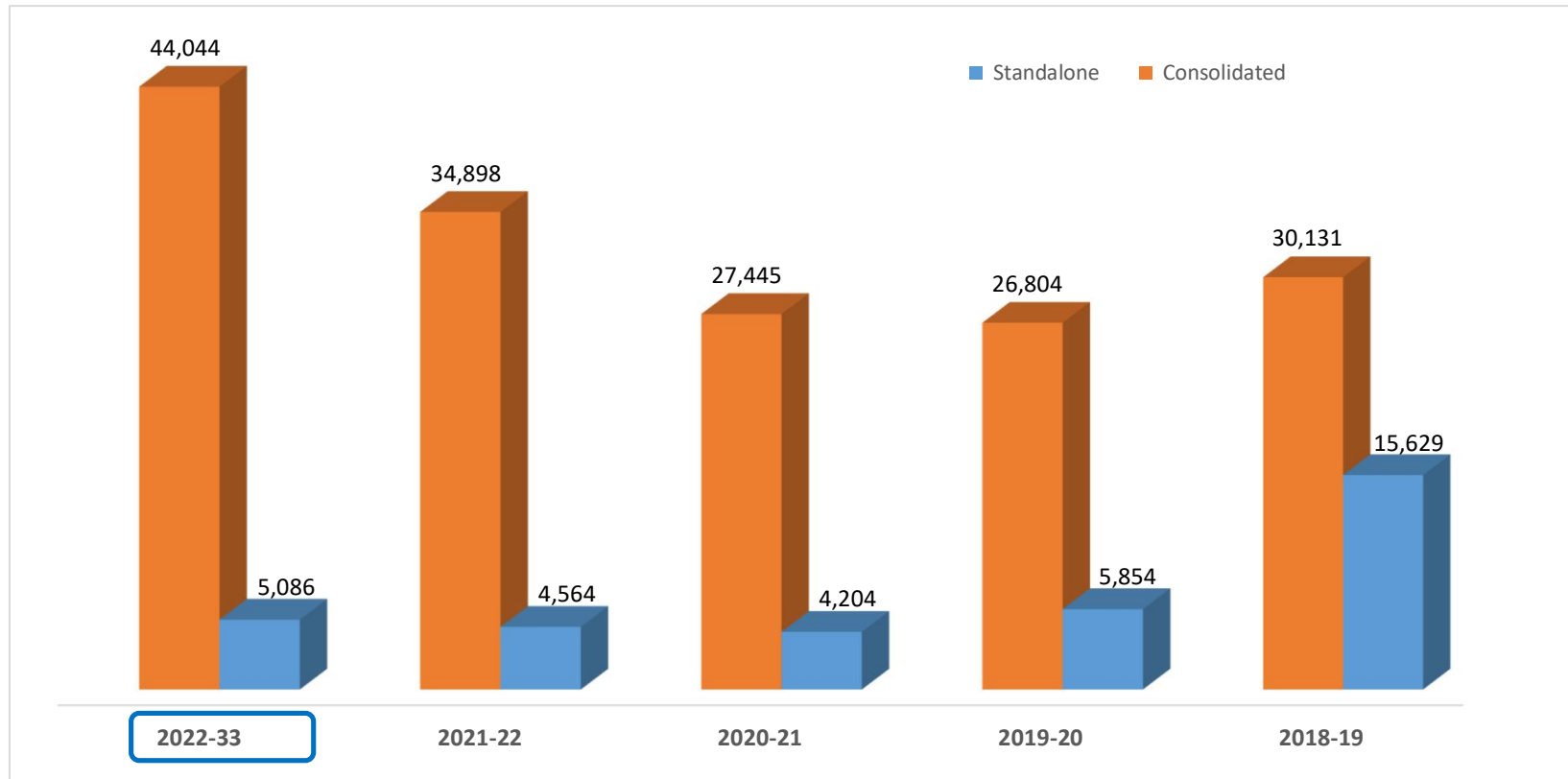


Consolidated revenues continue to grow Q-o-Q



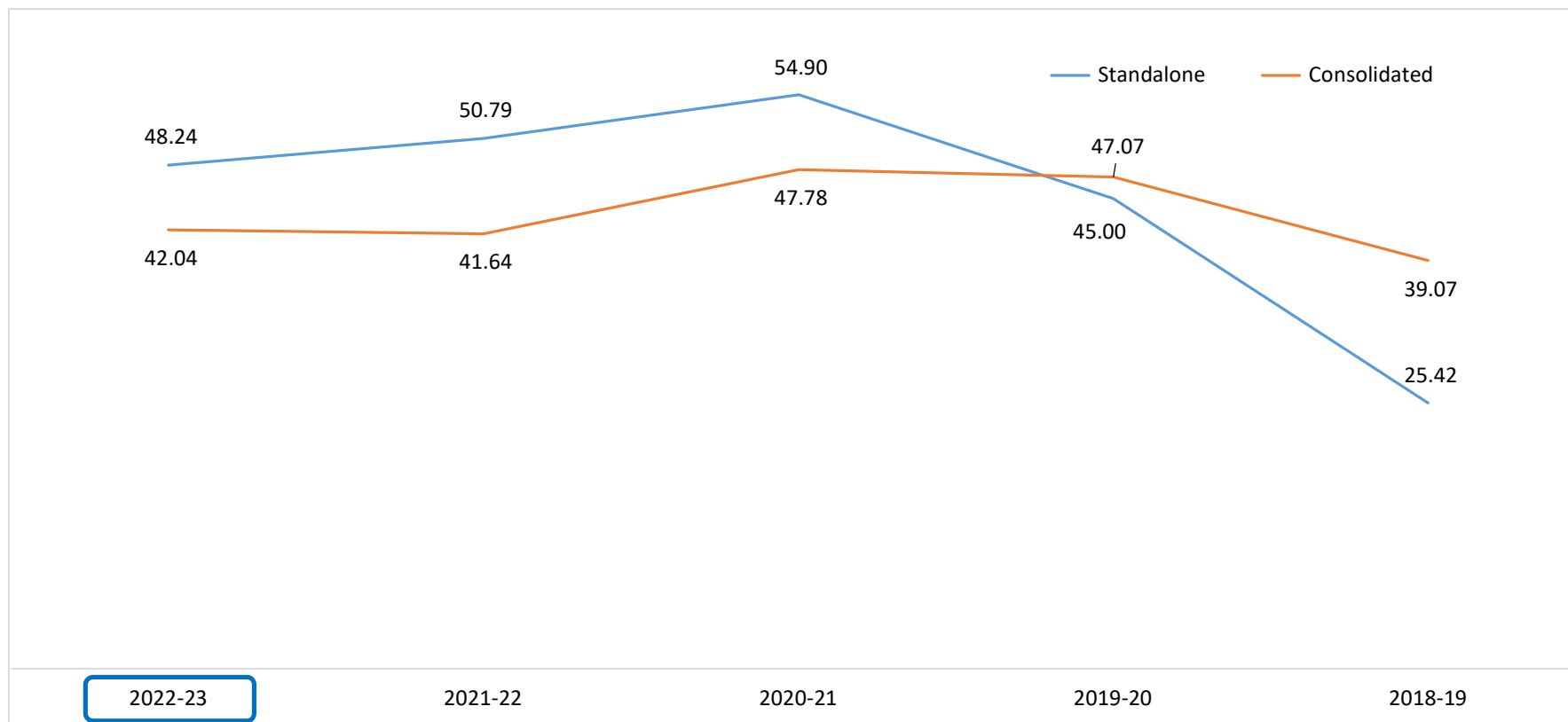
Revenue from Operations – Y o Y

Rs. lakhs



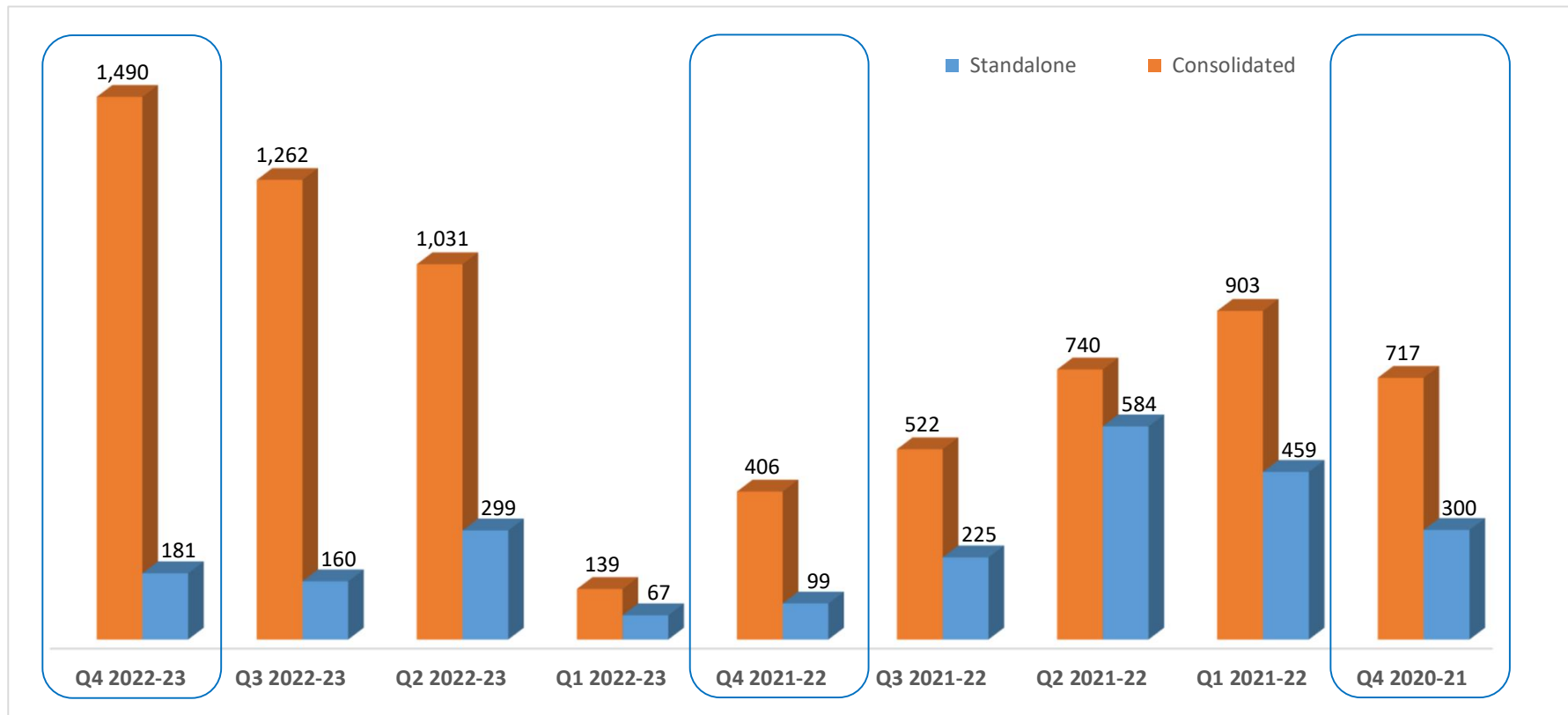


Product Margin %



EBITDA – Q on Q

Rs. lakhs

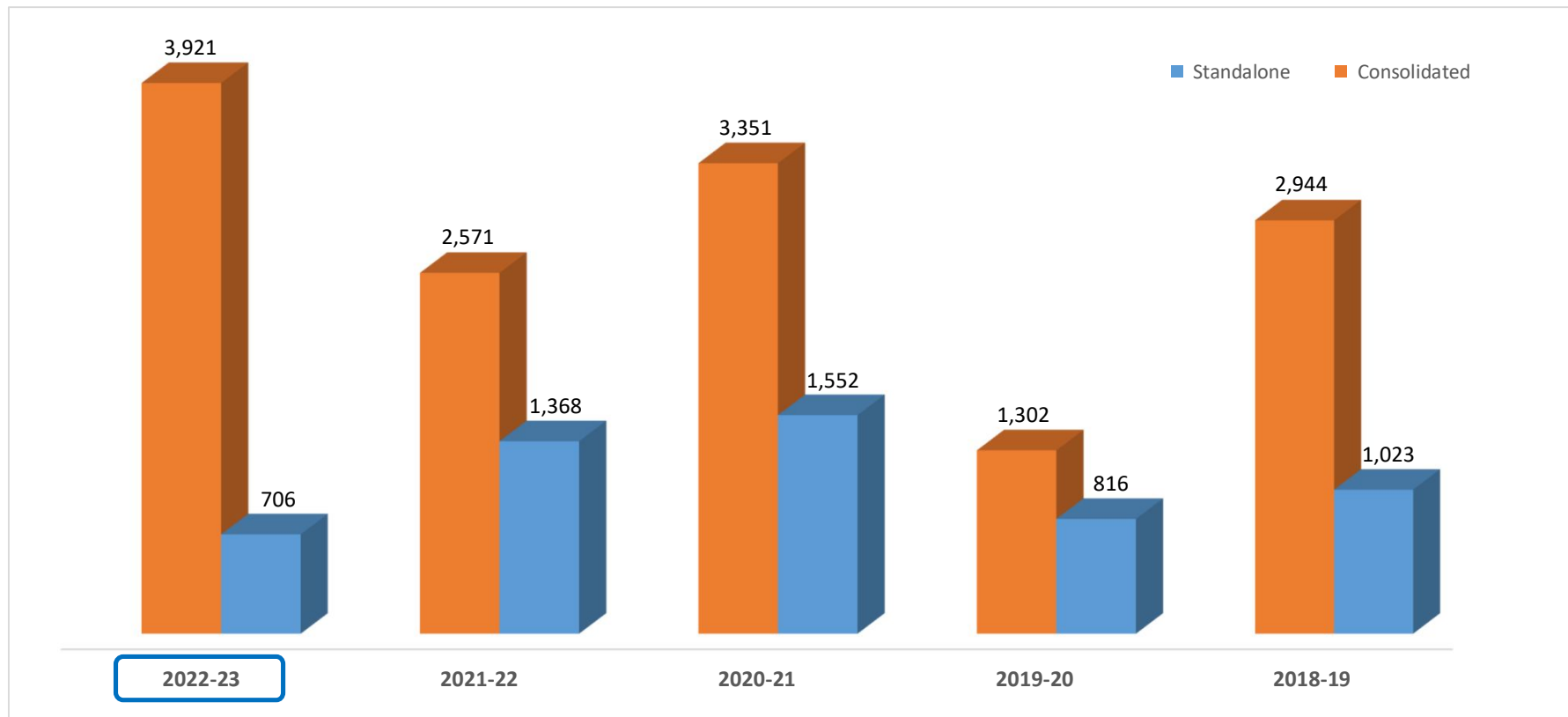


EBITDA recovered with growth in top line, Input price stability and positive fair value of investment in mutual funds.



EBITDA – Y on Y

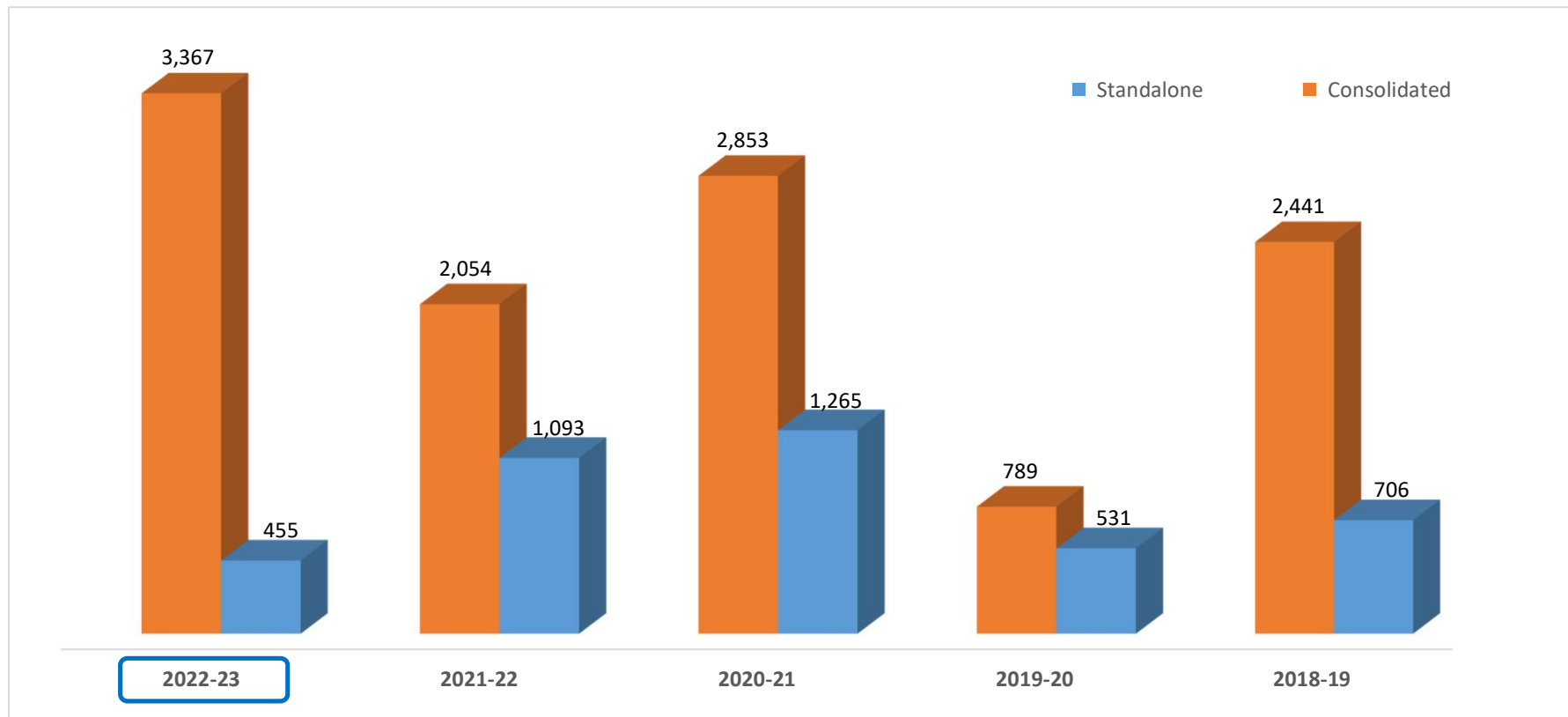
Rs. lakhs





Profit Before Tax

Rs. lakhs



Contact Us



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