



# Chembond Chemicals Limited

About us and our activities

2020-21



# Welcome

- Chembond Chemicals Limited is in its 46<sup>th</sup> year of operations
- 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

2020-21



# Water Technologies

Chembond Water Technologies Limited

Chembond Clean Water Technologies Limited

Chembond Water Technologies (Malaysia) Sdn Bhd

2020-21



# 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
<b>We Offer</b>	<ul style="list-style-type: none"> <li>• Coagulants</li> </ul>	<ul style="list-style-type: none"> <li>• Flocculants</li> <li>• Scraper</li> <li>• Media Filters</li> </ul>	<ul style="list-style-type: none"> <li>• Disinfectants</li> </ul>	<ul style="list-style-type: none"> <li>• Corrosion Inhibitors</li> <li>• Scale Inhibitors</li> <li>• Dispersants</li> <li>• Biocides</li> <li>• Chemical Dosing Skid</li> <li>• Blow down water filters</li> </ul>	<ul style="list-style-type: none"> <li>• Sludge Conditioners</li> <li>• Oxygen Scavengers</li> <li>• Condensate Corrosion control</li> <li>• DM Plant</li> <li>• Condensate Polisher</li> </ul>	<ul style="list-style-type: none"> <li>• DM Plant</li> <li>• UF Plant</li> <li>• RO Plant</li> <li>• RO Membrane treatment</li> </ul>	<ul style="list-style-type: none"> <li>• Coagulants</li> <li>• Microbial cultures</li> <li>• Aeration system</li> </ul>	<ul style="list-style-type: none"> <li>• Flocculants</li> <li>• Odor control Enzymes</li> <li>• Filtration equipment</li> </ul>	<ul style="list-style-type: none"> <li>• Disinfectants</li> </ul>
<b>Purpose</b>	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



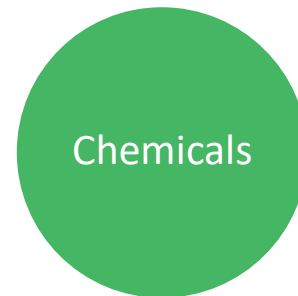


# Complete Water Treatment solutions

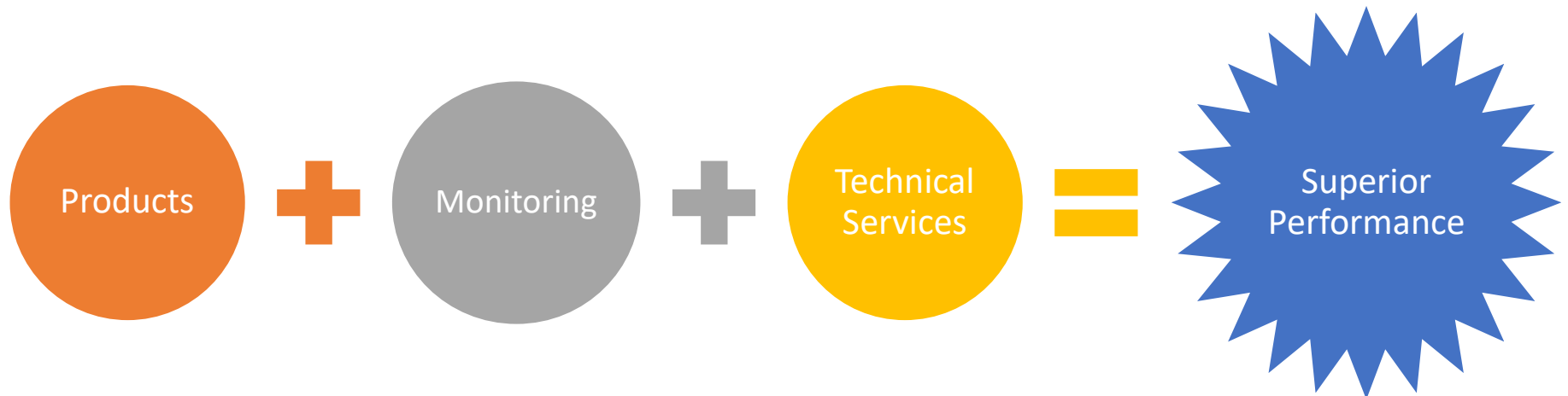
Chembond Clean Water Technologies Ltd



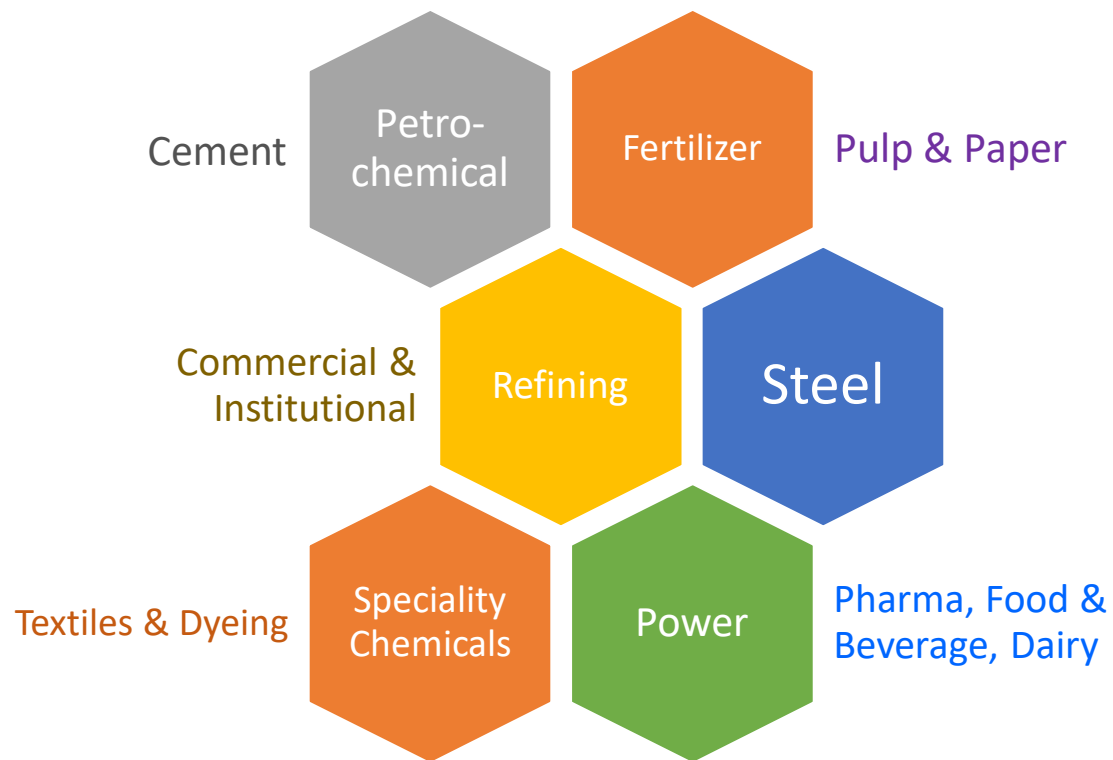
Chembond Water Technologies Ltd



Superior Performance = Customer Satisfaction<sup>®</sup>



# 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

2020-21



# Material Technologies

Wide range of synergistic products offered

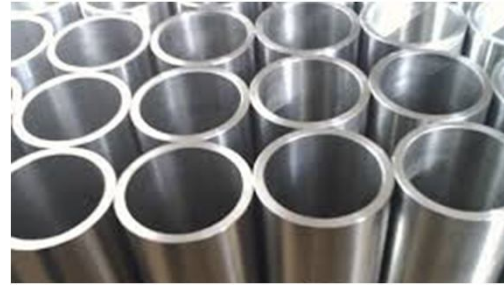
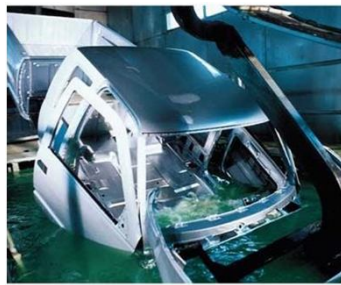
- Metal Treatment Chemicals
- Automotive Sealants
- Industrial Coatings
- Engineering Adhesives
- Paint Booth Wipes and Chemicals
- MRO Products

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

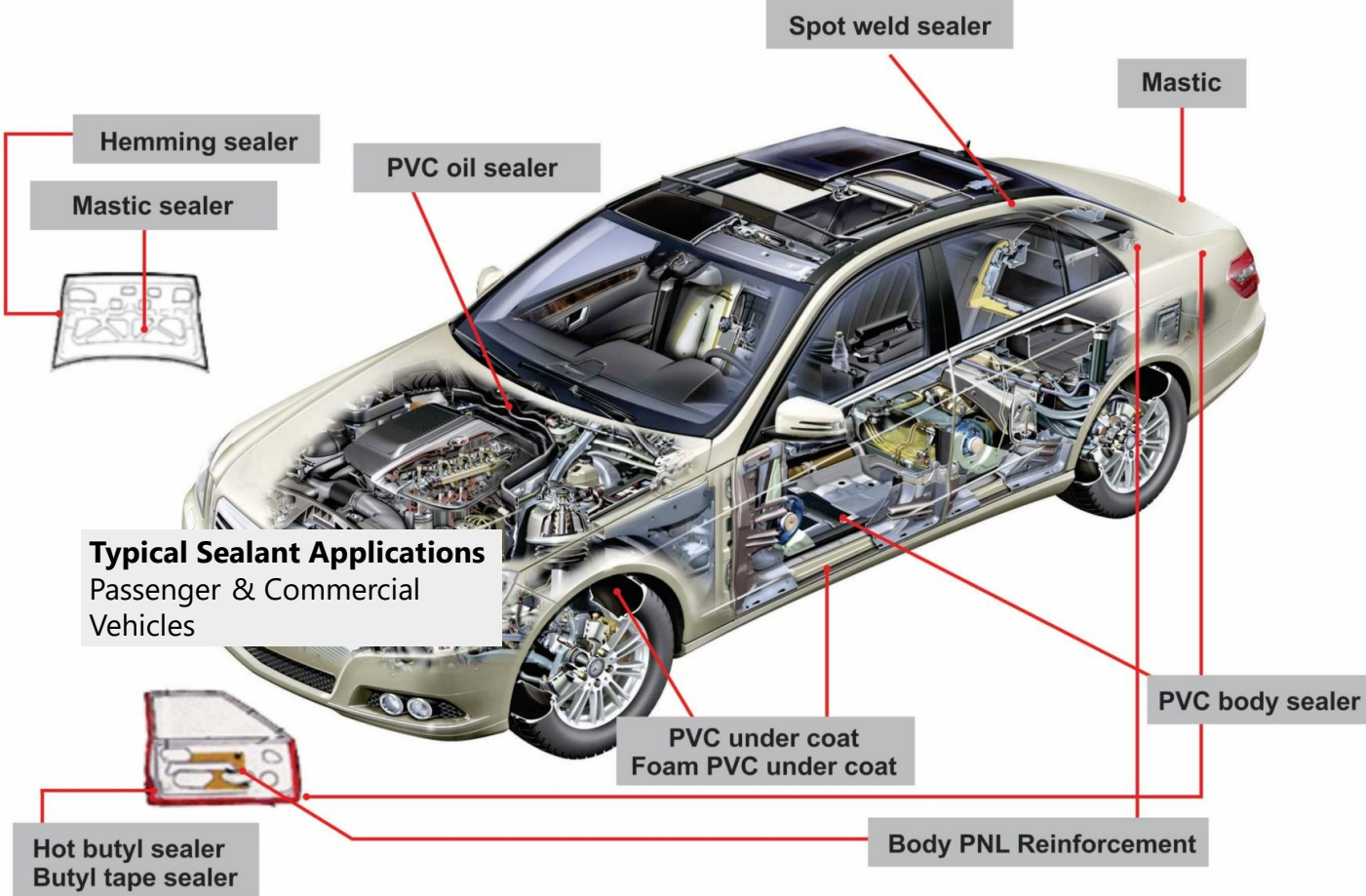


Coil coating





# Automotive Sealants



# Industrial Coatings

- Used for coating industrial parts such as engines, chassis, auto components, agricultural and construction equipment, structures, transformers, etc.
- Leaders in water-based coatings that eliminate solvent emissions to improve employee safety and protect the environment
- Product technologies based on acrylics, PU dispersions, water-based epoxies, as well as conventional solvent systems



# Engineering Adhesives



**Retaining Compound**



**Thread Sealant**



**Thread Locker**

**Kem<sup>™</sup> Vibra-TITE<sup>®</sup>**



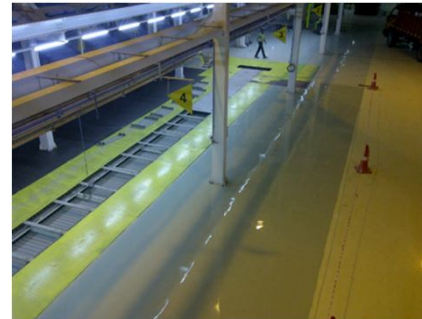
**Gasketing Compound**



# High Performance Coatings



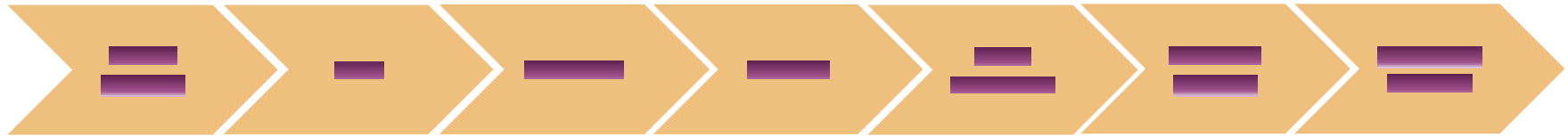
**for Corrosion Protection**



**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

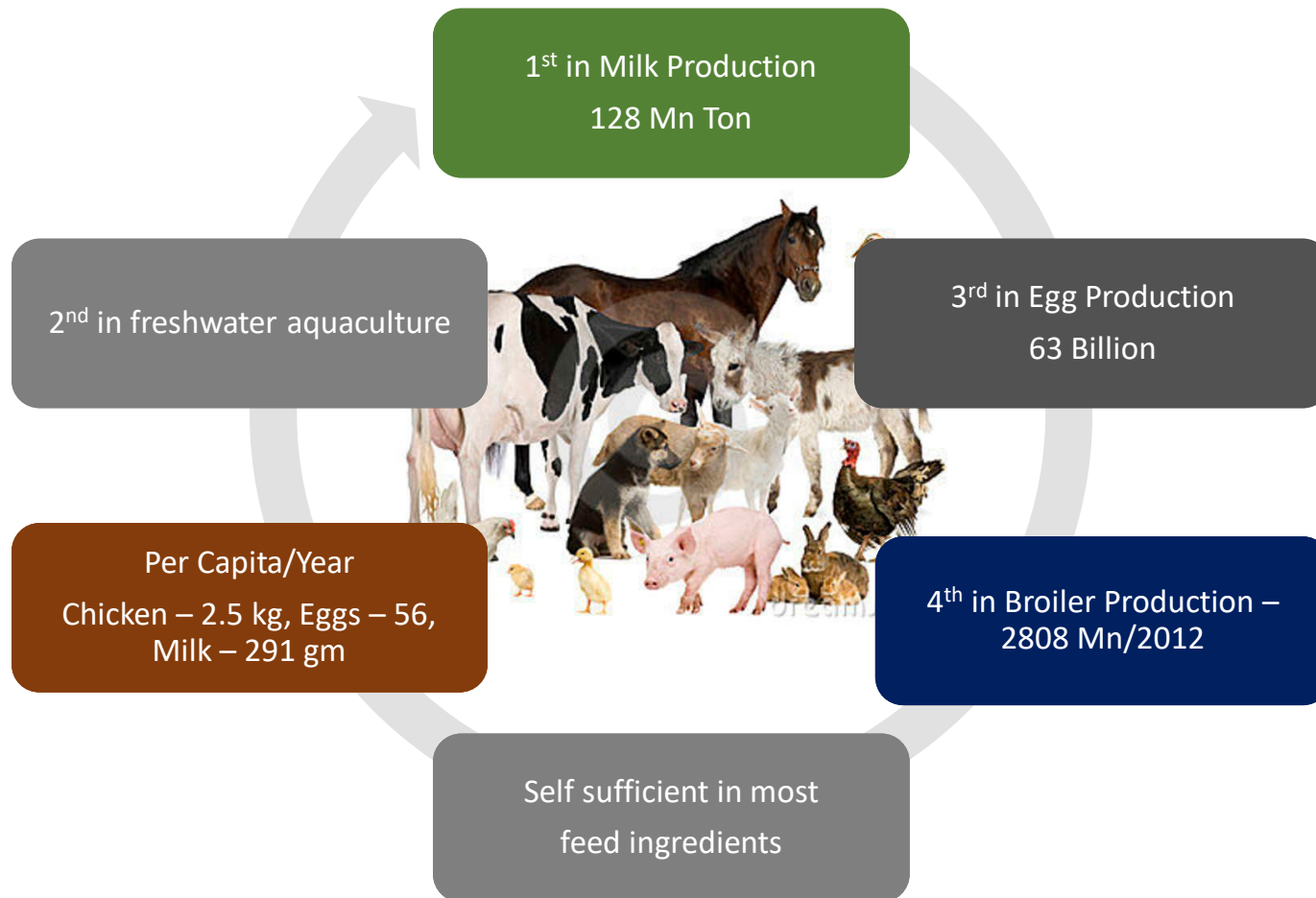
2020-21



# 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 and storage locations at Tarapur
- We offer quality products at excellent value
- Experienced yet young team

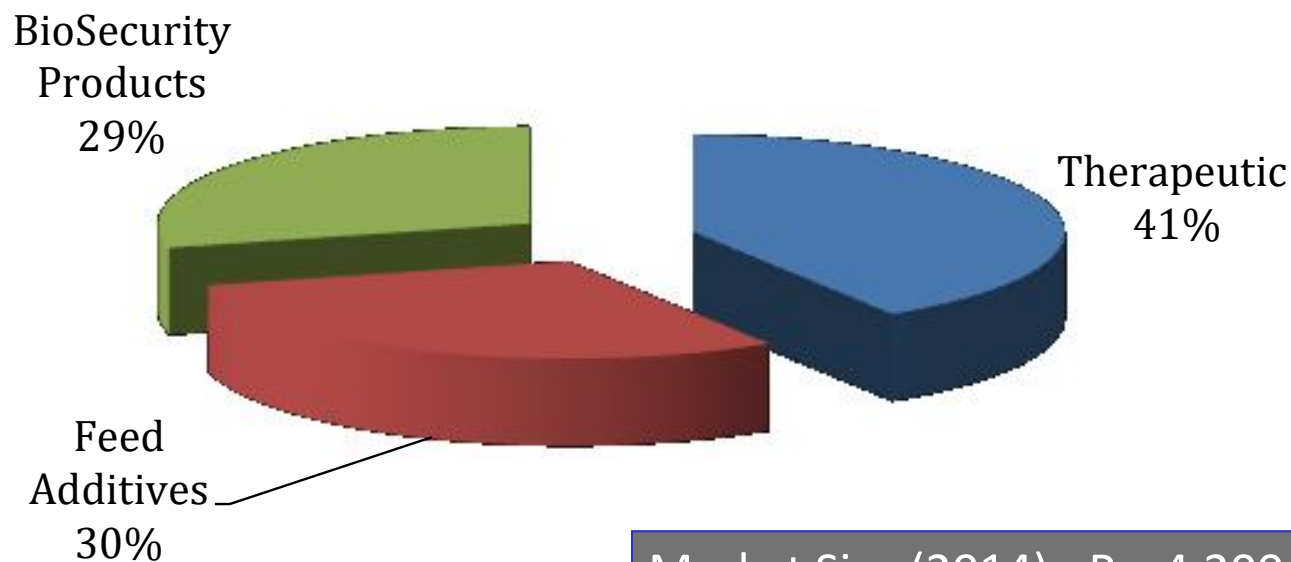
# Livestock in India





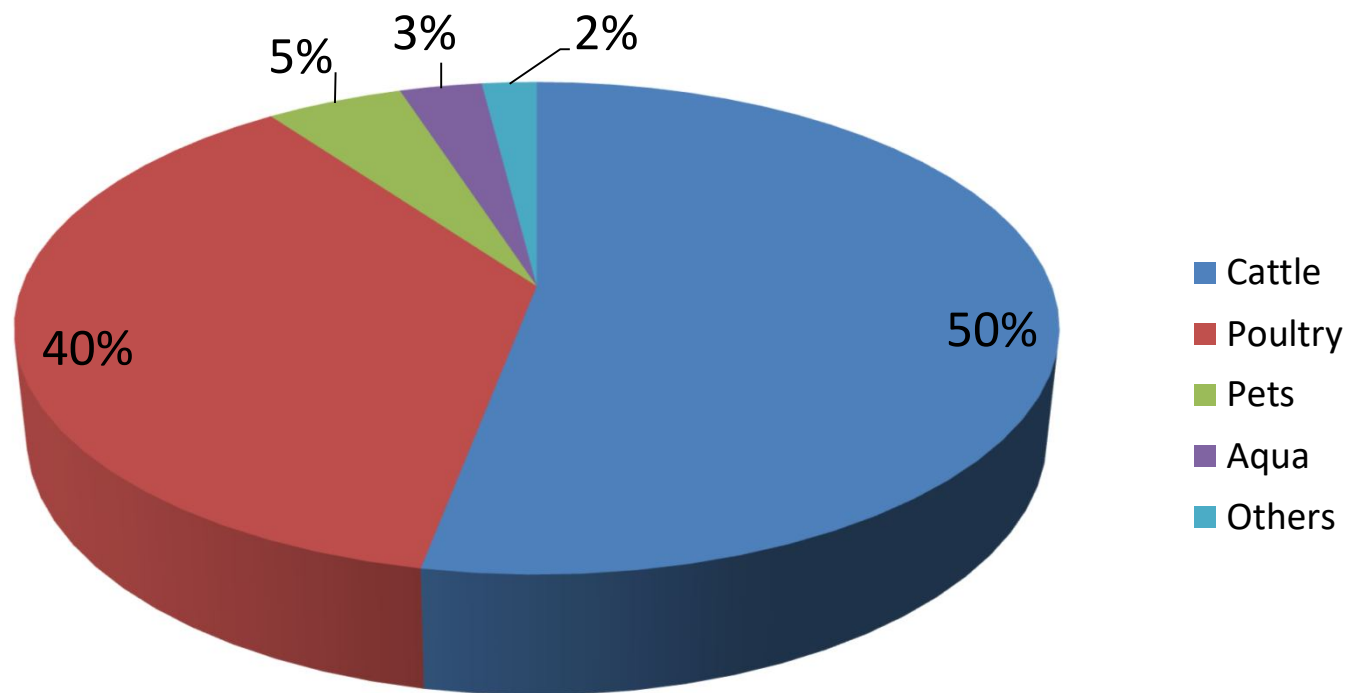


# Indian Market by Segment



Market Size (2014) - Rs. 4,200 cr  
Est. in 2018 – Rs. 6,000 cr

# Indian Market by Species





# Product Range

*Products that enhance nutrition, reduce waste, improve mortality rates*

**Enzymes,  
Probiotics,  
Prebiotics**

**$\alpha$  D<sub>3</sub> , other  
Vitamin  
concentrates  
and  
Premixes**

**Minerals,  
incl.  
Chelated  
Minerals**

**Disinfectants,  
Water  
Purification,  
Sanitizers**



# Construction Chemicals

Chembond Chemicals Limited

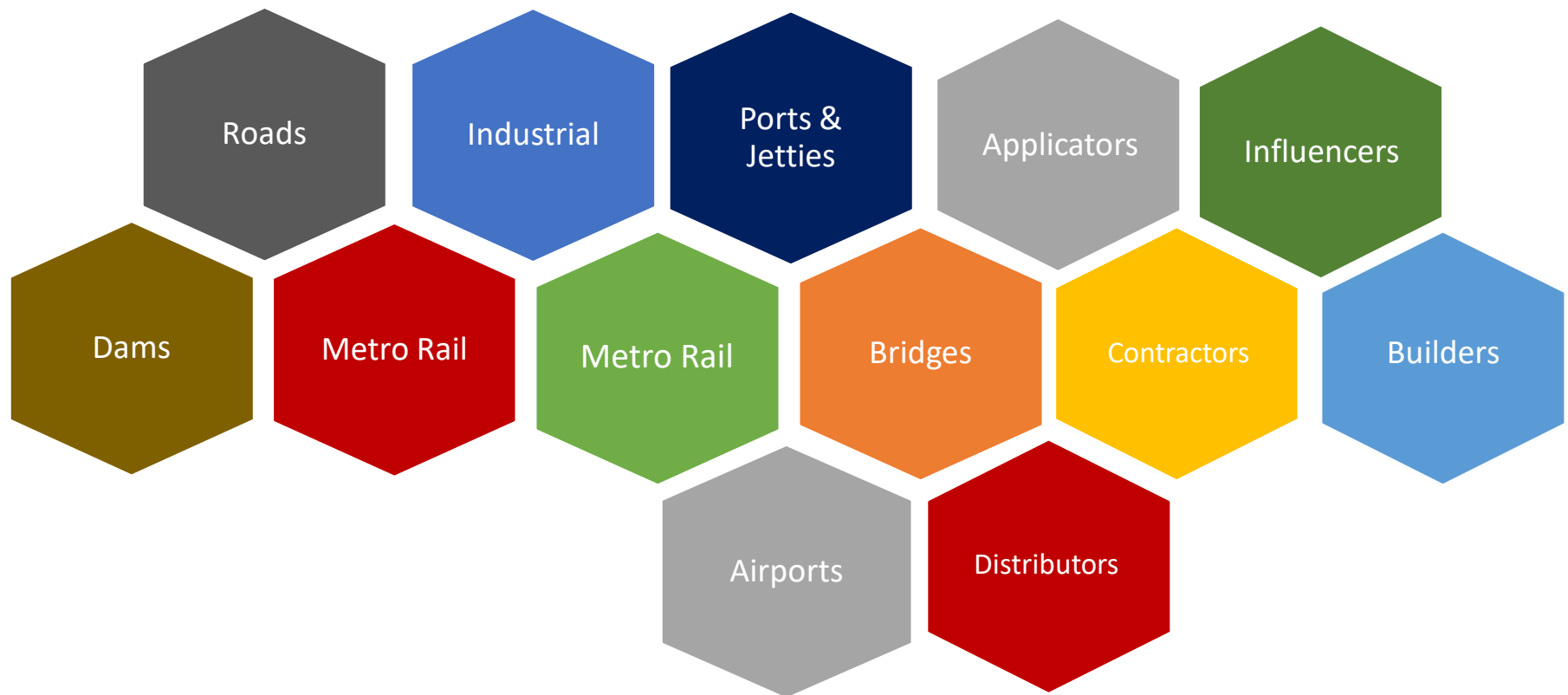
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# Products

- 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







# Engineering Polymers

Chembond Polymers and Materials Limited

2020-21



# Products

- Adhesion Promoters
- Green Plasticizers
- Compatibilizers
- Performance Polyamides
- Acrylic Emulsions





# Industrial Hygiene

Chembond Calvatis Industrial Hygiene Systems Ltd

2020-21

# Industrial Hygiene Systems



- A JV between Chembond and Calvatis GmbH, Germany
- Cleaning and hygiene products and systems for food processing, beverage, dairy and brewing industries

## Applications / Industry Served

Applications	Beverage	Dairy	Food Processing
Cleaning in Place (CIP) Chemicals	✓	✓	✓
Bottle Washer Additives	✓		
Conveyor Lubricants	✓	✓	✓
Surface Cleaning Products	✓	✓	✓
Pasteurizer/ Warmer Treatment Products	✓		
PET/ PC Jar Cleaning and Disinfection Chemicals	✓		
Membrane Cleaning Products		✓	
Crate Washing Chemicals		✓	
Fryer Cleaning Chemicals			✓
Air Treatment Chemicals			✓
Cold Fogging Chemicals	✓	✓	✓
Personal Hygiene Chemicals	✓	✓	✓
Entrance Hygiene Chemicals	✓	✓	✓
Smokehouse Cleaning Products			✓

We also offer detailed audits of CIP systems and process.



**YOUR  
CLEANING & HYGIENE  
PARTNER**



# Chemical Distribution

Chembond Distribution Limited

2020-21

# 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





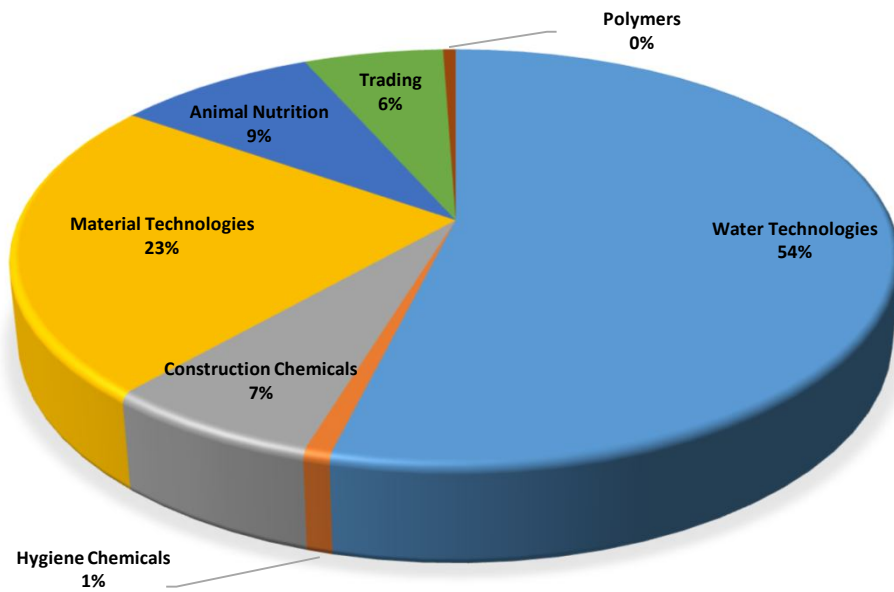
# Financial Information

Chembond Chemicals Limited

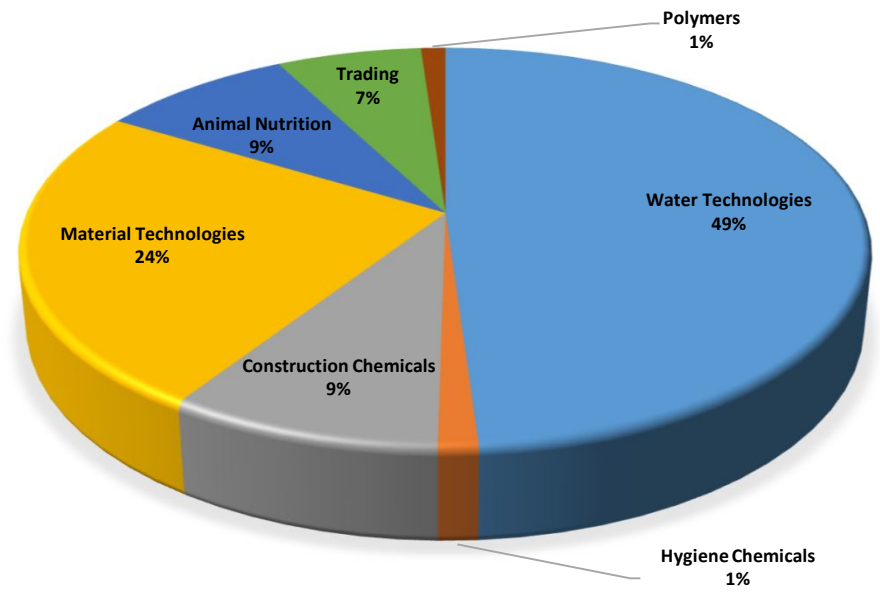
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# Share of Revenue by Segment- Consolidated



2020-21

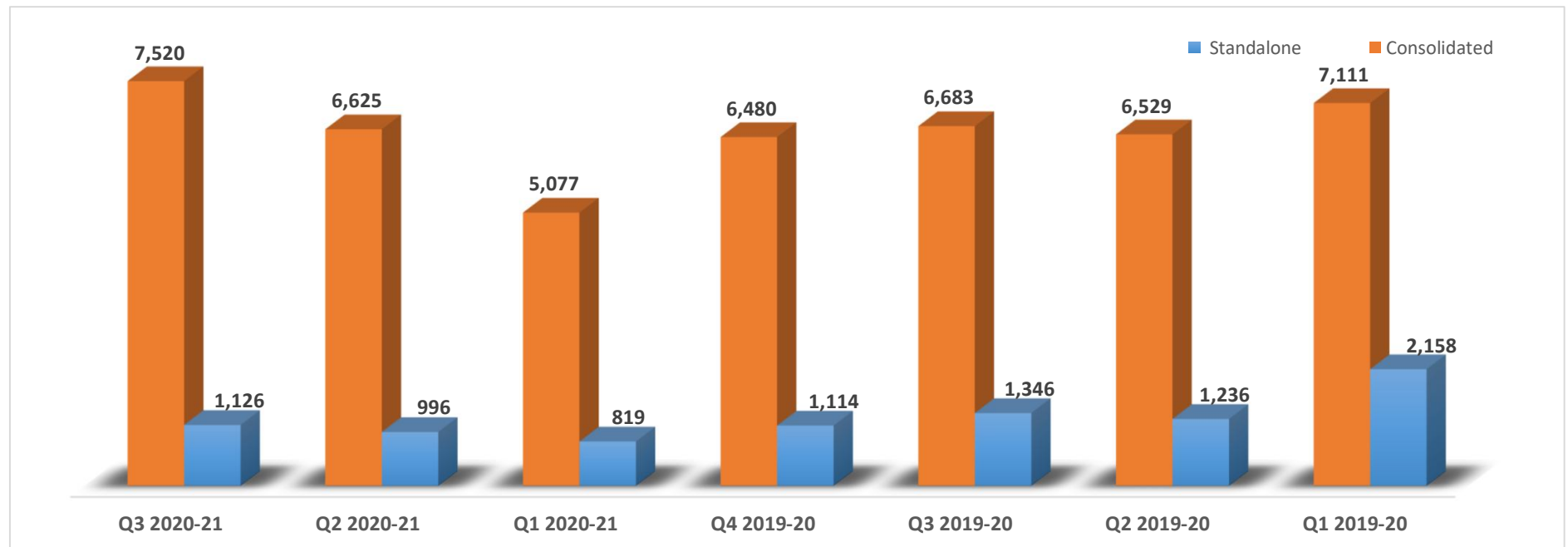


2019-20



# Revenue from Operations – Q on Q

Rs. lakhs

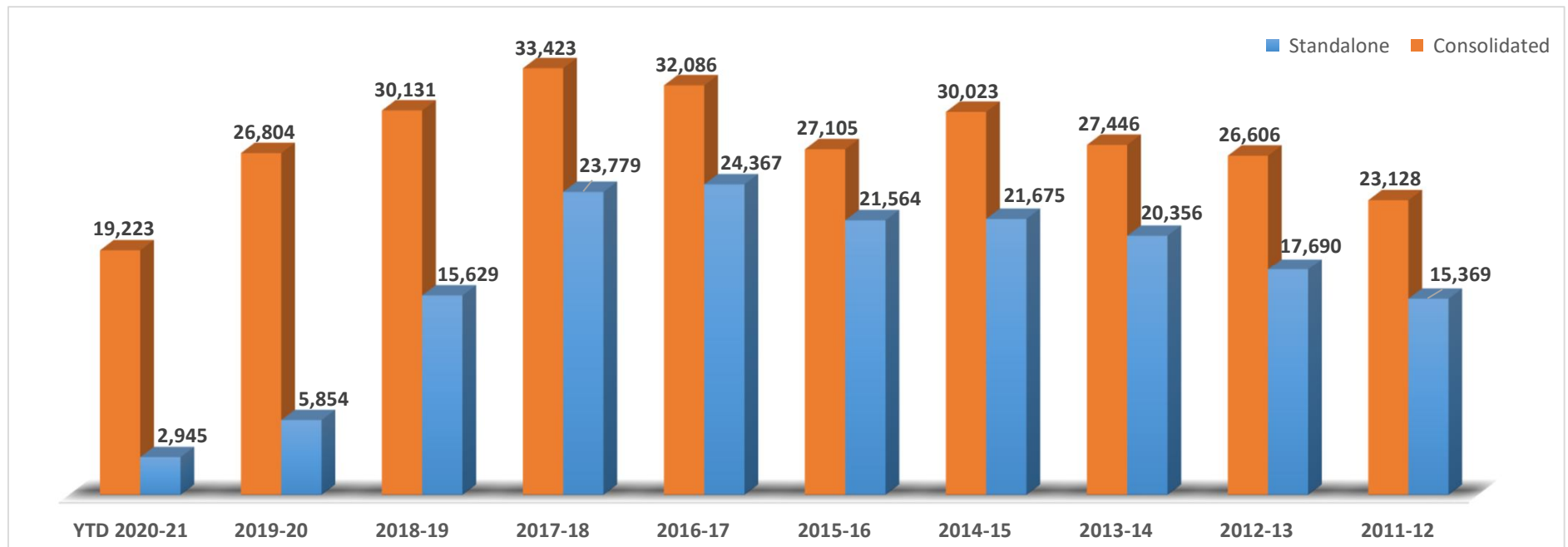






# Revenue from Operations – Y o Y

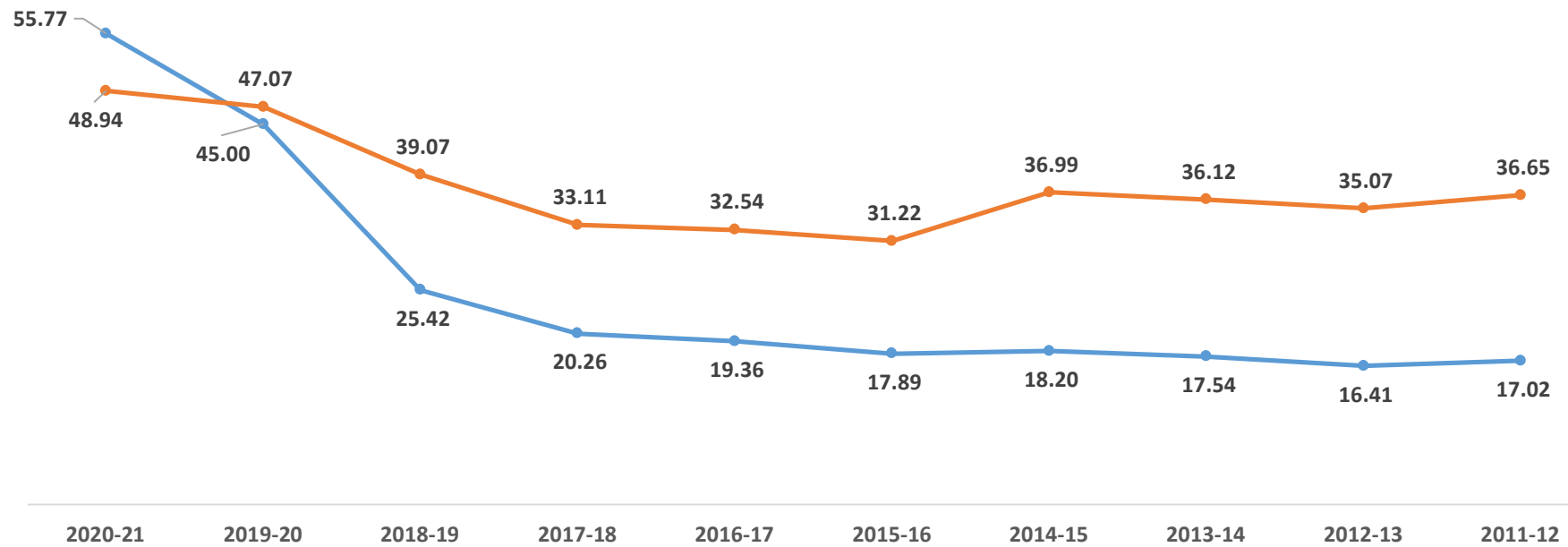
Rs. lakhs



Subsequent to the divestment in JVC in 2015, the toll manufacturing agreement ended in June 2018. The revenues have therefore dropped expectedly, for Q2 to Q4 2018-19 and for Q1 2019-20. To that extent, these results are not comparable with prior periods.



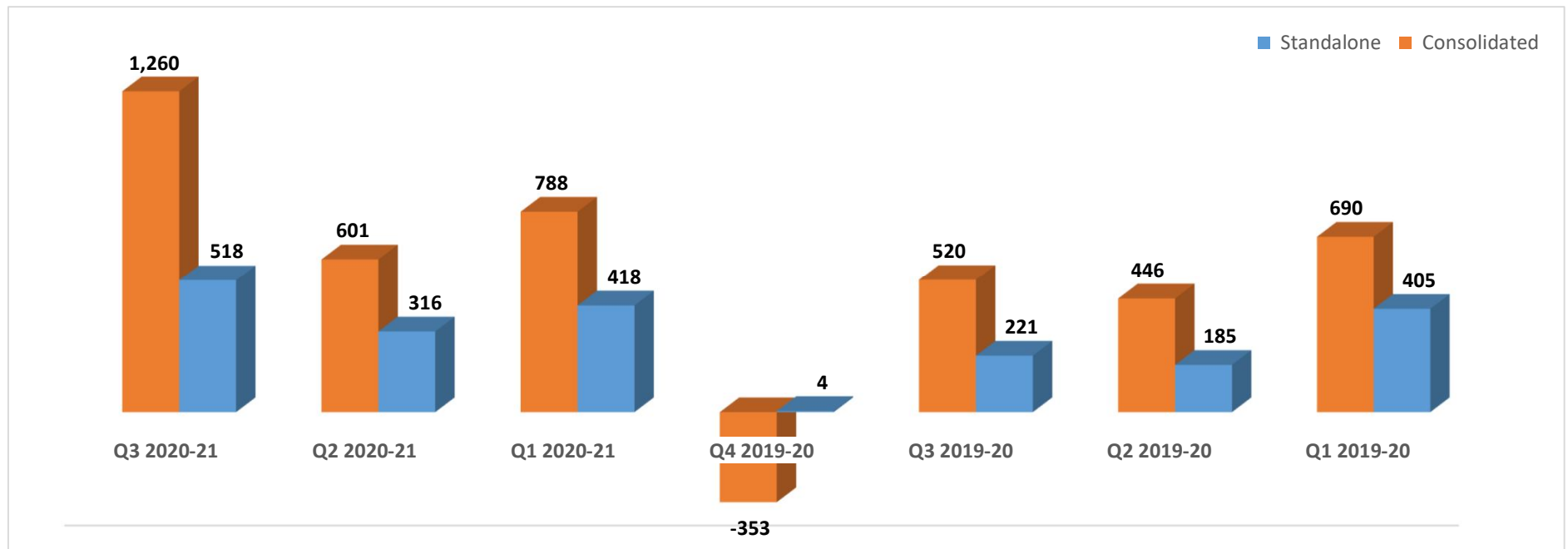
# Product Margin %





# EBITDA – Q on Q

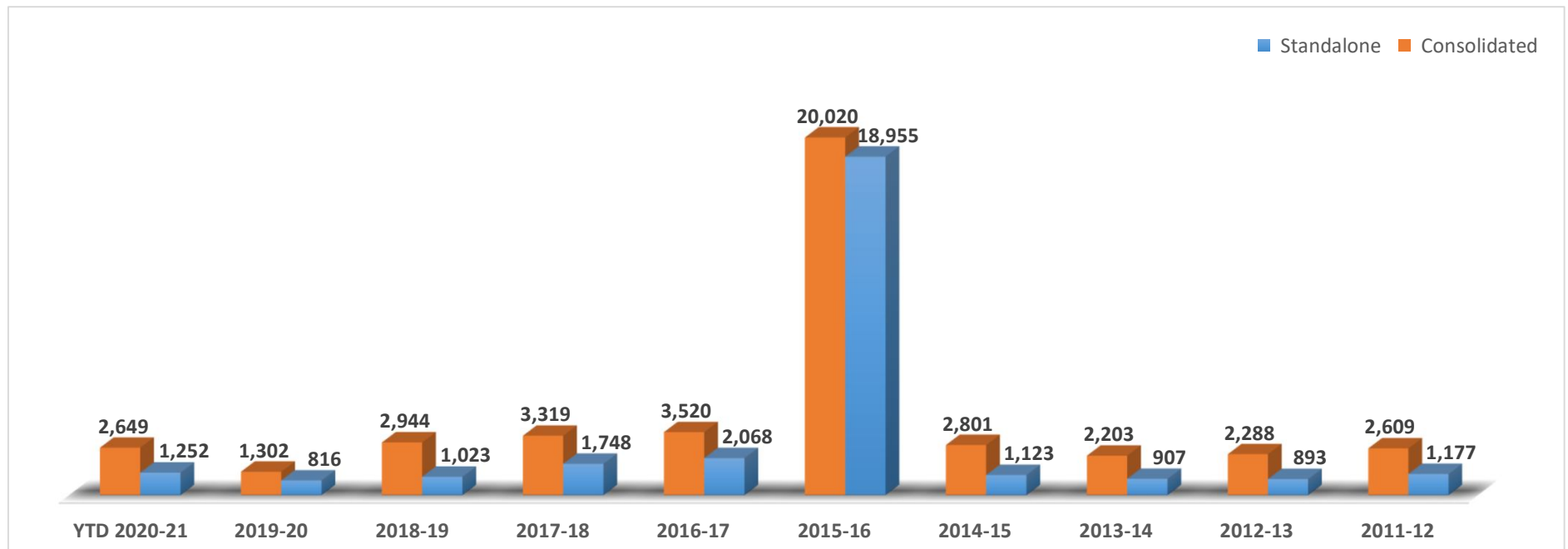
Rs. lakhs





# EBITDA – Y on Y

Rs. lakhs

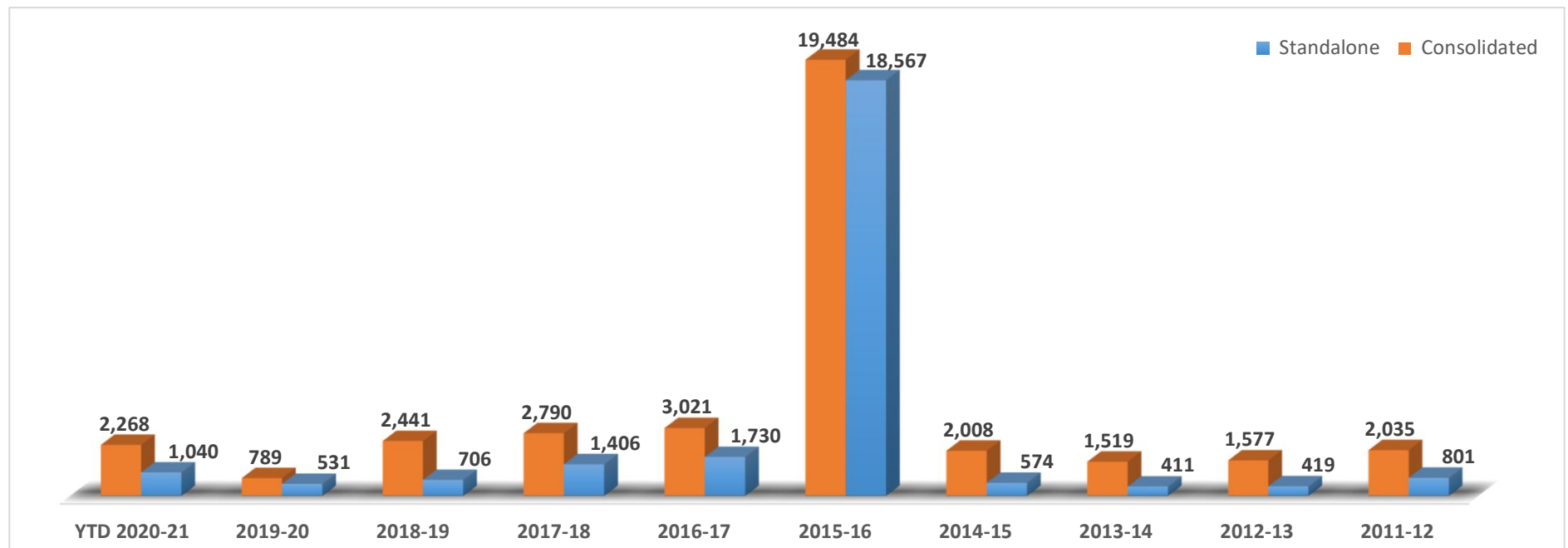


The results for 2015-16 include proceeds from sale of the Company's stake in a Joint Venture



# Profit Before Tax

Rs. lakhs



The results for 2015-16 include proceeds from sale of the Company's stake in a Joint Venture

# 5 Year Financial Performance – Consolidated



Rs. lakhs

<b>Highlights</b>	<b>2019-20</b>	<b>2018-19</b>	<b>2017-18</b>	<b>2016-17</b>	<b>2015-16</b>
<b>Operating Result</b>					
Revenue From Operations	26,804.28	30,130.94	33,422.81	32,086.11	27,104.71
Other Income	303.78	393.14	1,064.02	1,829.86	3,321.25
Finance Cost	78.29	78.20	118.21	116.67	181.36
Depreciation	434.80	423.98	410.67	381.56	354.51
PBT	789.21	2,440.59	2,790.28	3,021.42	19,484.02
PAT	308.50	1,983.64	2,356.77	2,285.73	15,650.25
Dividend on Equity Shares***	537.93	248.79	221.90	-	601.97
<b>Financial Position</b>					
Equity Share Capital	672.41	672.41	672.41	672.41	669.69
Reserves (Less Revaluation Reserve & Misc exp)	26,195.52	25,471.56	24,162.33	22,335.46	20,183.93
Net Worth	26,867.93	26,143.97	24,834.75	23,007.87	20,853.62
Borrowings	337.82	670.22	908.96	888.25	1,089.79
Net Block (Asset)	12,391.26	10,921.78	10,813.77	4,912.55	4,714.11
<b>Ratios</b>					
Return on Average Networkw % (RONW) (PAT divided by Average Networkw)	1.16%	7.78%	9.85%	10.42%	103.04%
Return on Average Capital Employed % ( ROCE) (PBIT divided by Average Fund Employed Excluding Def tax liab)	3.21%	9.58%	11.72%	13.69%	115.72%
Gross Gearing % (Debt as a percentage of Debt plus Equity)	1.24%	2.50%	3.53%	3.72%	4.97%
Current Ratio (Current Assets divided by Current Liabilities**)	3.71	3.47	2.42	3.37	2.83
Asset Turnover Ratio (Net Sales divided by Total Assets)	0.83	0.94	1.03	1.00	0.91
Earning Per Share (Basic)*	1.39	12.88	16.34	14.40	115.04
Dividend Per Share***	4.00	1.85	1.65	-	9.00
Book Value Per Share*	199.79	194.40	184.67	171.08	155.70

The Company has adopted Ind-AS accounting standards with effect from 1 St April 2016, hence F.Y 2017 onwards, the financials are reported as per Ind-AS and are not strictly comparable with previous Years. For FY 2016, Balance sheet items are as per Ind-AS.

\* Adjusted for issue of Bonus Shares in March 2010 in the ratio of 1 : 1 & Subdivision of Shares in September 2016 from face value of Rs.10/- each to Rs.5/- each

\*\* Current Liabilites excludes Short Term Borrowing and Current maturites of Long term Debt

\*\*\* Including Interim Dividend

# 5 Year Financial Performance – Standalone



Rs. lakhs

<b>Highlights</b>	<b>2019-20</b>	<b>2018-19</b>	<b>2017-18</b>	<b>2016-17</b>	<b>2015-16</b>
<b>Operating Result</b>					
Revenue From Operations	5,854.29	15,628.96	23,779.03	24,367.32	21,563.77
Other Income	655.81	564.58	1,048.47	1,682.00	3,480.99
Finance Cost	4.86	29.12	54.60	63.88	118.75
Depreciation	279.84	287.77	287.18	274.10	268.57
PBT	530.81	706.27	1,406.12	1,729.97	18,567.35
PAT	554.16	633.15	1,359.31	1,451.50	15,122.59
Dividend on Equity Shares***	537.93	248.79	221.90	-	601.97
<b>Financial Position</b>					
Equity Share Capital	672.41	672.41	672.41	672.41	669.69
Reserves (Less Revaluation Reserve & Misc exp)	22,291.87	22,282.45	21,907.35	20,765.91	19,291.49
Net Worth	22,964.28	22,954.86	22,579.77	21,438.32	19,961.18
Borrowings	-	-	467.12	732.18	819.54
Net Block (Asset)	3,652.39	3,763.63	3,805.35	3,936.97	3,680.86
<b>Ratios</b>					
Return on Average Networkw % (RONW) (PAT divided by Average Networkw)	2.41%	2.78%	6.18%	7.01%	120.23%
Return on Average Capital Employed % ( ROCE) (PBIT divided by Average Fund Employed Excluding Def tax liab)	2.35%	2.90%	6.46%	8.35%	132.63%
Gross Gearing % (Debt as a percentage of Debt plus Equity)	0.00%	0.00%	2.03%	3.30%	3.94%
Current Ratio (Current Assets divided by Current Liabilities**)	7.73	4.33	1.78	3.13	2.93
Asset Turnover Ratio (Net Sales divided by Total Assets)	0.24	0.62	0.85	0.89	0.85
Earning Per Share (Basic)*	4.12	4.71	10.11	10.81	113.23
Dividend Per Share***	4.00	1.85	1.65	-	9.00
Book Value per Share*	170.76	170.69	167.90	159.41	149.03

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# Contact Us



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