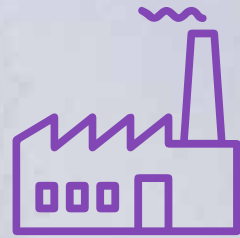




UNILEX COLOURS & CHEMICALS LIMITED

Corporate Presentation





Manufacturers of
Pigments & trad-
ing of chemicals
and food colors



ISO 9001:2015 certified
Manufacturing unit with
annual production capacity of

1878

MTPA

Company

Overview



Product Portfolio of

100+

products with spe-
cialize in Pigment
Blue 15:3 and 15:4
& varied industrial
applications



Three Star Export
House with Exports to

14

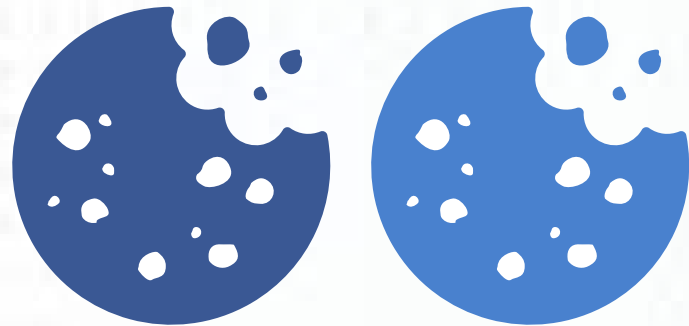
Countries



Product Portfolio

Product Name

Blue 15:0



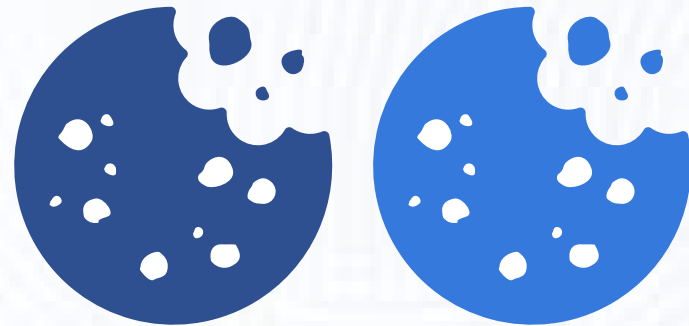
Pigment Blue 15:0, also known as Phthalocyanine Blue BN, is a synthetic blue pigment with a vibrant, intense color. It belongs to the phthalocyanine family of pigments, which are known for their stability and excellent coloring properties.

Application

Paint, Ink, Plastic and Textile.

Product Name

Blue 15:1



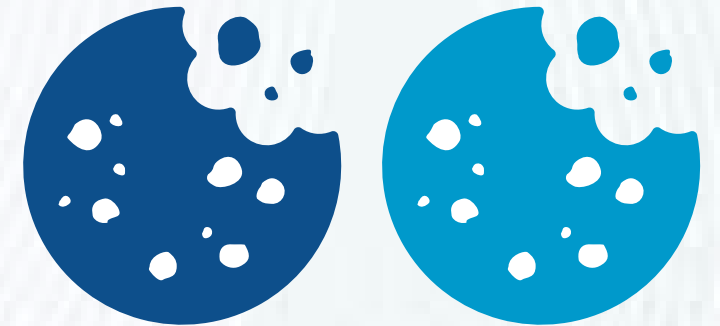
Pigment Blue 15:1 is a variant of the phthalocyanine blue family, known for its brilliant blue hue and robust physical properties. It is chemically similar to other phthalocyanine pigments but is distinguished by specific crystalline modifications, which affect its color and dispersion properties.

Application

Paint, Plastic and Ink.

Product Name

Blue 15:3



Pigment Blue 15:3 is a member of the phthalocyanine blue family, recognized for its vibrant, deep blue hue and superior stability. It is a synthetic pigment that is widely used in various applications due to its excellent lightfastness and dispersion properties. This pigment is a specific polymorph of copper phthalocyanine, known for its unique crystalline structure that affects its color and performance characteristics.

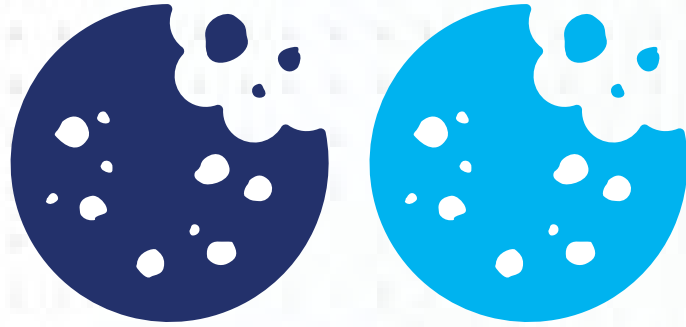
Application

Paint, Plastic and Ink.



Product Name

Blue 15:4



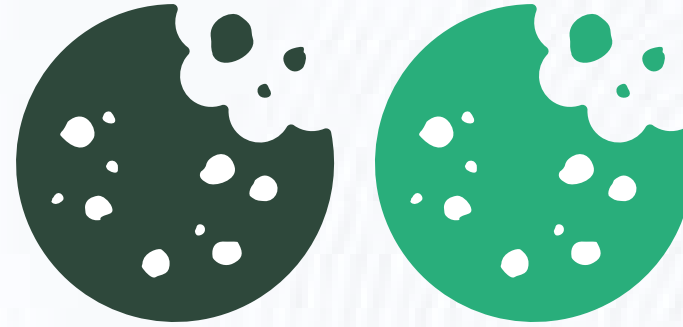
Pigment Blue 15:4, another variant of the phthalocyanine blue family, is known for its strong, vibrant blue color and outstanding stability. This synthetic pigment is particularly valued for its excellent lightfastness, heat stability, and dispersion properties, making it a popular choice across a wide range of industries. It is a specific polymorph of copper phthalocyanine, recognized for its unique crystalline structure that imparts specific performance characteristics.

Application

Ink

Product Name

Green 7



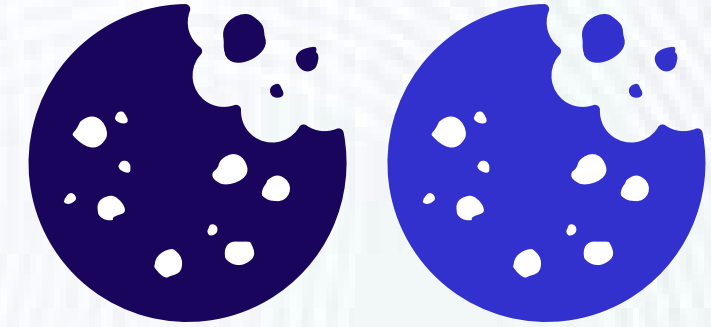
Pigment Green 7, also known as Phthalocyanine Green G is a vibrant, bright green pigment widely used across various industries. It is a synthetic organic pigment derived from the phthalocyanine family, characterized by its excellent color properties, stability, and versatility.

Application

Paint, Plastic and Ink.

Product Name

Violet 27



Pigment Violet 27, also known by its Colour Index (C.I.) number 42535, is a synthetic organic pigment recognized for its deep, intense violet hue. This pigment is part of the anthraquinone class, known for their vibrant colors and excellent fastness properties. It is utilized in a variety of applications due to its strong color strength and stability.

Application

Ink

Summary of Revenue from Top 5 Products

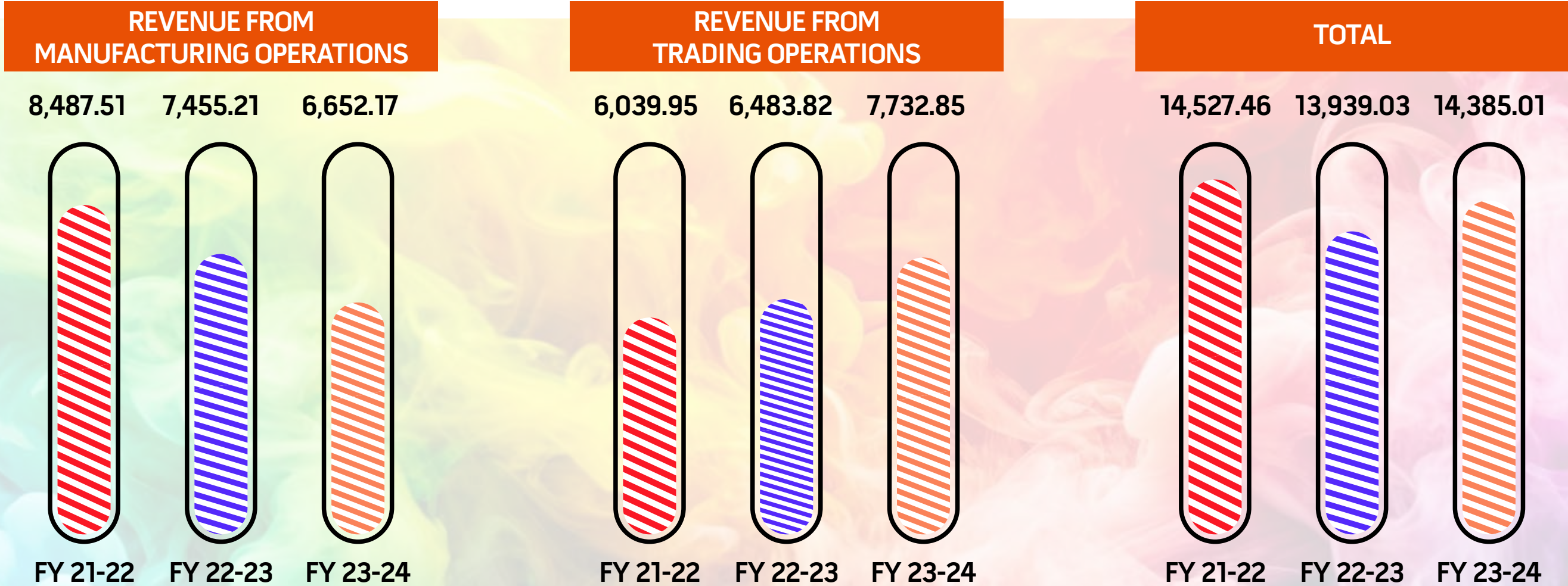
Below is the summary of revenue from our top-five products over last three years:

(Rs. in Lakhs)

Particulars	FY 2023-24	% to Total Sales	FY 2022-23	% to Total Sales	FY 2021-22	% to Total Sales
Pigment Blue 15:3	3,717.83	25.85%	4,378.93	31.41%	5,704.47	39.27%
Pigment Green 7	2,735.43	19.02%	3,063.31	21.98%	3,158.00	21.74%
Pigment Blue 15:4	1,790.12	12.44%	1,892.14	13.57%	1,175.55	8.09%
Pigment Blue 15:0	590.98	4.11%	573.73	4.12%	979.37	6.74%
Pigment Blue 15:1	536.37	3.73%	589.70	4.23%	595.18	4.10%
TOTAL	9,370.73	65.15%	10,497.81	75.31%	11,612.57	79.94%



Revenue Bifurcation Manufacturing & Trading



Varied Industry Applications

(Rs. in Lakhs)

Revenue from Operations	Fiscal 2024	%	Fiscal 2023	%	Fiscal 2022	%
Painting and Coating	3,696.58	25.70%	2,198.36	15.77%	2,794.28	19.23%
Plastic	1,596.84	11.10%	1,715.48	12.31%	2,664.88	18.34%
Printing Inks	6,092.55	42.35%	6,224.02	44.65%	5,835.53	40.17%
Textiles	1,065.55	7.41%	1,293.83	9.28%	1,340.31	9.23%
Others	1,933.50	13.44%	2,507.33	17.99%	1,892.46	13.03%
Total	14,385.01	100.00%	13,939.03	100.00%	14,527.46	100.00%



Plastic



Rubber



Textiles



Paper



Printing Inks



Paints & Coating



Widespread Geographical Presence

(Rs. in Lakhs)

Revenue from Operations	FY 2023-24	% of Revenue from operations	FY 2022-23	% of Revenue from operations	FY 2021-22	% of Revenue from operations
India	2,957.64	20.56%	1,618.87	11.61%	1,686.21	11.61%
Vietnam	2,430.21	16.89%	1,543.44	11.07%	1,531.02	10.54%
U.A.E.	1,215.15	8.45%	313.77	2.25%	164.99	1.14%
Nigeria	994.73	6.92%	1,057.23	7.58%	1,067.69	7.35%
Poland	945.93	6.58%	726.21	5.21%	281.08	1.93%
Brazil	610.62	4.24%	1,085.36	7.79%	281.82	1.94%
USA	522.39	3.63%	133.75	0.96%	243.17	1.67%
Netherlands	483.85	3.36%	835.33	5.99%	502.03	3.46%
Russia	431.00	3.00%	982.91	7.05%	390.29	2.69%
Spain	393.15	2.73%	455.98	3.27%	583.32	4.02%
Others	3,400.34	23.64%	5,186.18	37.22%	7,795.84	53.65%
Total	14,385.01	100.00%	13,939.03	100.00%	14,527.46	100.00%

Established Manufacturing Capabilities

Manufacturing facility is situated at MIDC – Tarapur, Palghar, Maharashtra is spread across approximately 1275 sq. meter

Equipped with various machines such as Ball Mill Machine, Reaction Steel Vessel, Spin Flash Dryer, Filter Press Machine etc.

Production Capacity & Capacity Utilization:

(Rs. in Lakhs)

Particulars	2023-24 (mtpa)	2022-23 (mtpa)	2021-22 (mtpa)	Existing installed Capacity (p.a.)
Installed Capacity (Production Beta Blue)	1977.60	1977.60	1977.60	1977.60
Actual Production	1878.00	1680.00	1581.00	
Capacity Utilization (in%)	95%	85%	80%	

Manufacturing Process

Raw Material Procurement

Maintain optimal inventory; materials are quality-checked and stored.

Material Inspection

Test raw materials for purity before processing.

Ball Mill

Grind CPC (Copper Phthalocyanine Crude) for 24 hours to achieve fine particles.

Pigmentation Vessel Reflux

Reflux milled CPC with caustic soda and surfactants for 24 hours to form the pigment.

Filter Press

Filter, wash, and press the pigment mass to remove impurities, creating a press cake.

Storage & Delivery

Store or ship the final product, ensuring no contamination.

Packaging

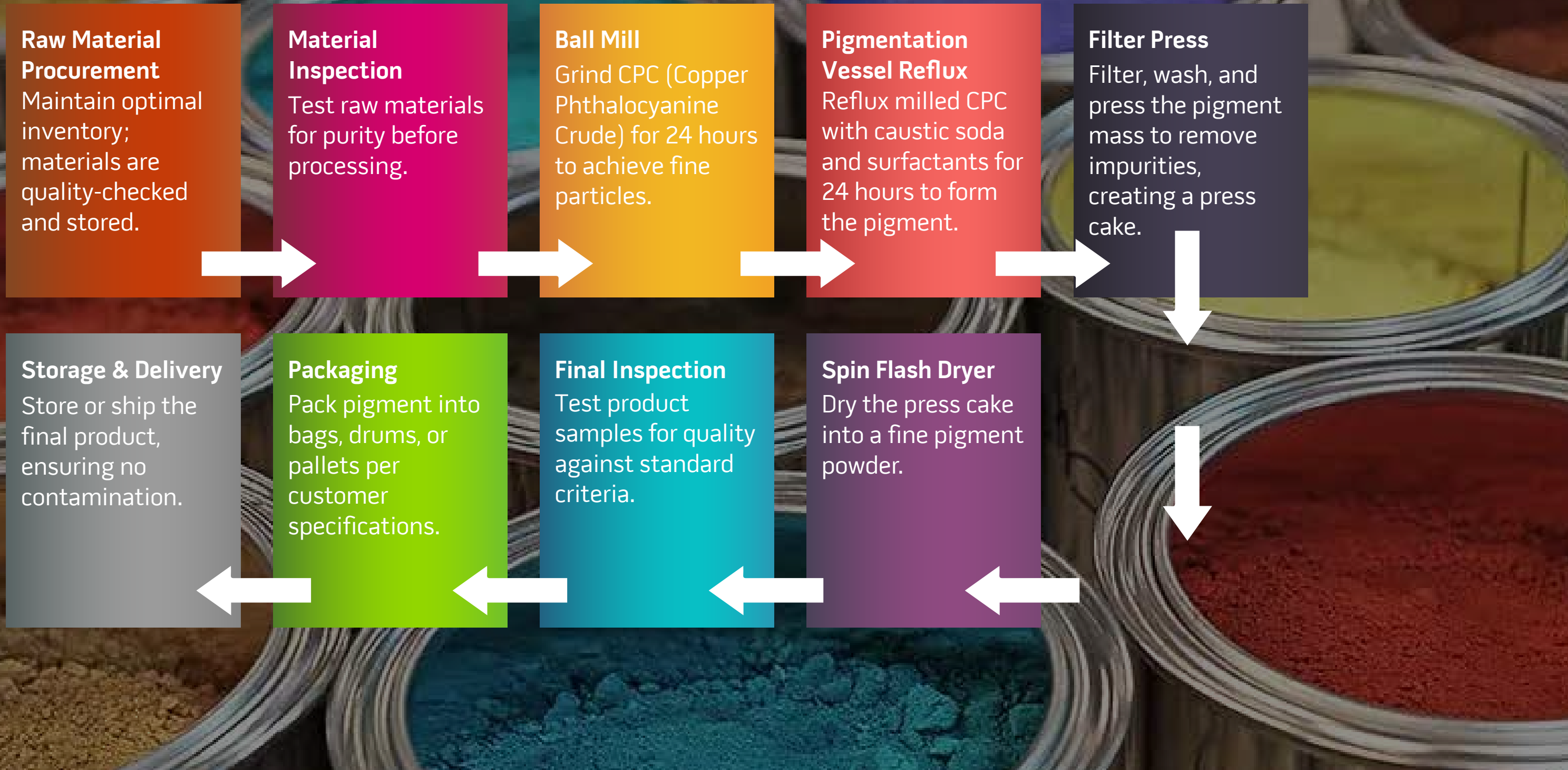
Pack pigment into bags, drums, or pallets per customer specifications.

Final Inspection

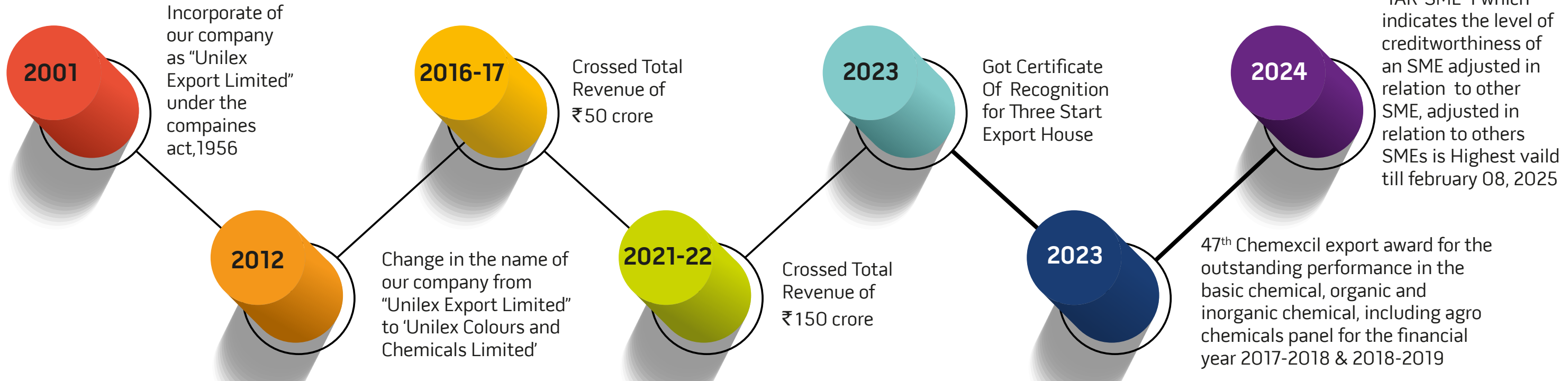
Test product samples for quality against standard criteria.

Spin Flash Dryer

Dry the press cake into a fine pigment powder.



Key Milestones & Certifications



Certificate of REACH Registration, issued under the REACH Regulation (Registration, Evaluation, Authorization, and Restriction of Chemicals), a regulation of the European Union (EU).

On April 15, 2023, received a Certificate of Merit from Basic Chemicals, Cosmetics & Dyes Export Promotion Council (CHEMEXCIL), recognizing outstanding performance in the Basic Chemical, Organic & Inorganic Chemical, including Agro Chemicals panel



Competitive Strengths



LONG-TERM CLIENT RELATIONSHIPS

Established relationships with diverse clients across various industries and geographies, reducing risks related to customer and regional dependence.

DIVERSIFIED PRODUCT RANGE

A wide array of in-house manufactured products catering to varied customer needs

INDUSTRY DIVERSIFICATION

Serving multiple industries, reducing revenue volatility and minimizing concentration risks across business cycles

EXPERIENCED LEADERSHIP & MANAGEMENT

Strong leadership team with over 30 years of experience supported by a skilled technical and commercial team.

Business Strategies

ENHANCED BRANDING & MARKETING

Strengthen brand visibility through marketing, promotions, and participation in international conferences and expos.

EXPAND GEOGRAPHICAL PRESENCE

Target untapped markets like the USA, Mexico, Japan, and Canada

BROADEN PRODUCT PORTFOLIO

Develop new product formulations, expand existing segments, and customize products to meet diverse customer needs.

FOCUS ON QUALITY & CUSTOMER SPECIFICATIONS

Maintain high-quality standards and adhere to customer specifications to build trust and secure repeat orders.

STRENGTHEN CUSTOMER RELATIONSHIPS

Leverage long-term customer relationships and expand our sales by offering a diverse product range to existing clients.



Leadership Team



**Purushottam
Brijlal Sharma**

Designation:
Chairman &
Whole-time
director

Experience:
More than 37
Years

Qualification:
Chartered
Accountant



**Aditya
Sharma**

Designation:
Managing
Director

Experience: 32
years

Qualification:
Master of
Science
(Organic
Chemistry)



**Narendra
Parameswarappa
Kotehall**

Designation:
Whole-time
Director

Experience: 31
years

Qualification:
B.E. (Chemical)



**Manojkumar
Shyamsunder
Sharma**

Designation:
Executive
Director

Experience: 32
years

Qualification:
Bachelor of
Commerce



**Kabir
Radheyshyam
Sharma**

Designation:
Executive
Director

Experience: 9
years

Qualification:
Master of
Science
(International
Business)



**Rohit
Krishnakumar
Sharma**

Designation:
Executive
Director

Experience: 9
years

Qualification:
Master of
Science
(International
Business and
Management) –
University of
Manchester

Industry Overview

India is the 6th largest producer globally, & 3rd in Asia.

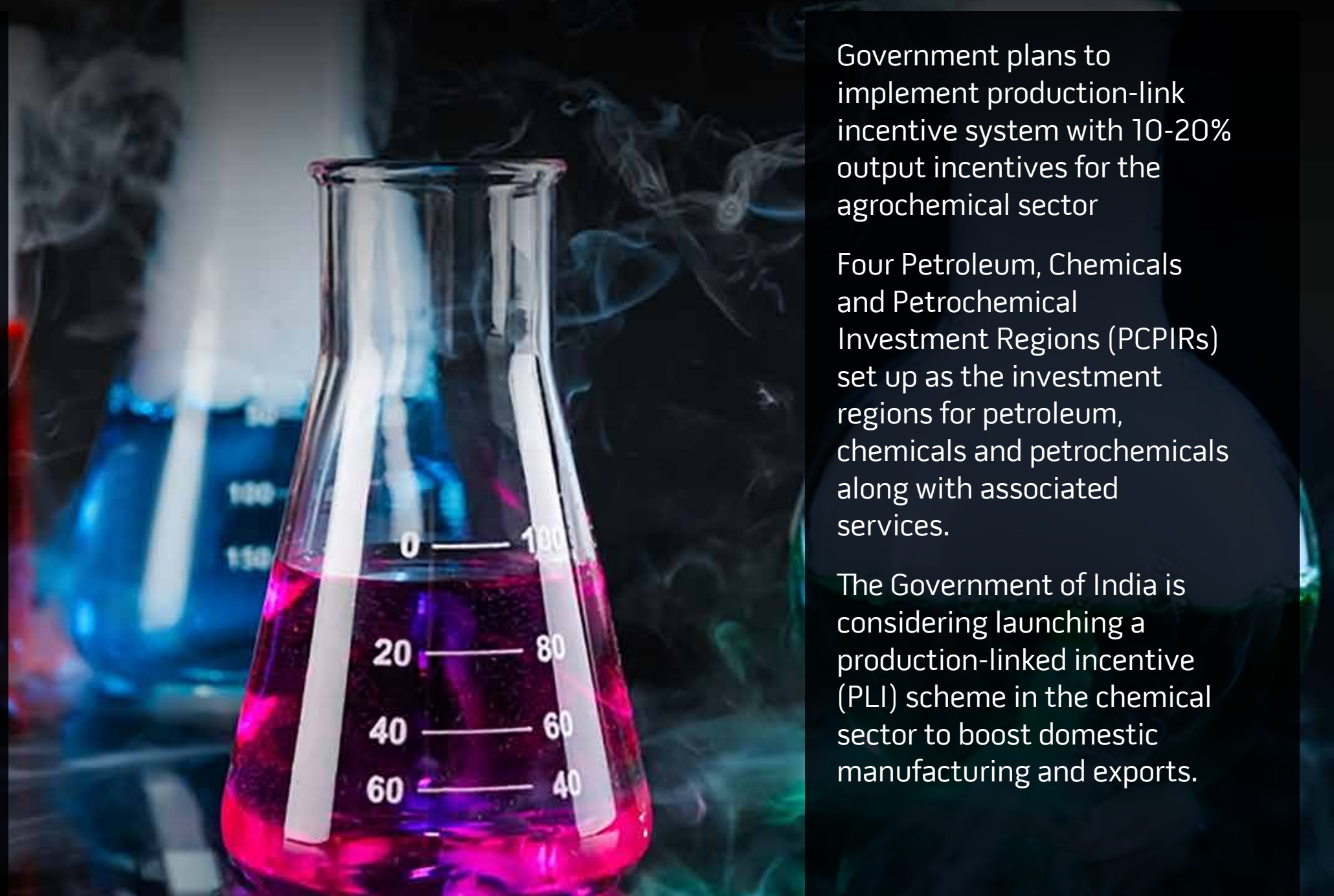
Indian Chemical Industry Covers 80,000+ products,

Contributes 7% to India's GDP, exporting to 175+ countries.

Expected to reach US\$ 304 billion by 2025 (CAGR of 9.3%).

India's dye exports totaled US\$ 1.69 billion (April-Dec 2023).

Under the Interim Budget 2024-25 the government allocated 192.21 crore (US\$ 23.13 million) to the Department of Chemicals and Petrochemicals.



Government plans to implement production-link incentive system with 10-20% output incentives for the agrochemical sector

Four Petroleum, Chemicals and Petrochemical Investment Regions (PCPIRs) set up as the investment regions for petroleum, chemicals and petrochemicals along with associated services.

The Government of India is considering launching a production-linked incentive (PLI) scheme in the chemical sector to boost domestic manufacturing and exports.

Industry Overview

Strong Demand and policy support driving investment

Growing demand

Higher real disposable incomes

Shift in production and consumption towards Asian and Southeast Asian countries

Shift in consumer preference towards environment-friendly products

Policy Support

100% FDI under the automatic route in the chemical sector, except for hazardous chemicals

MSIHC Rules to be merged with CAEPPR to safely handle hazardous chemicals

PLI schemes were introduced to promote Bulk Drug Parks, with a budget of Rs. 1,629 crore (US\$ 213.81 million).

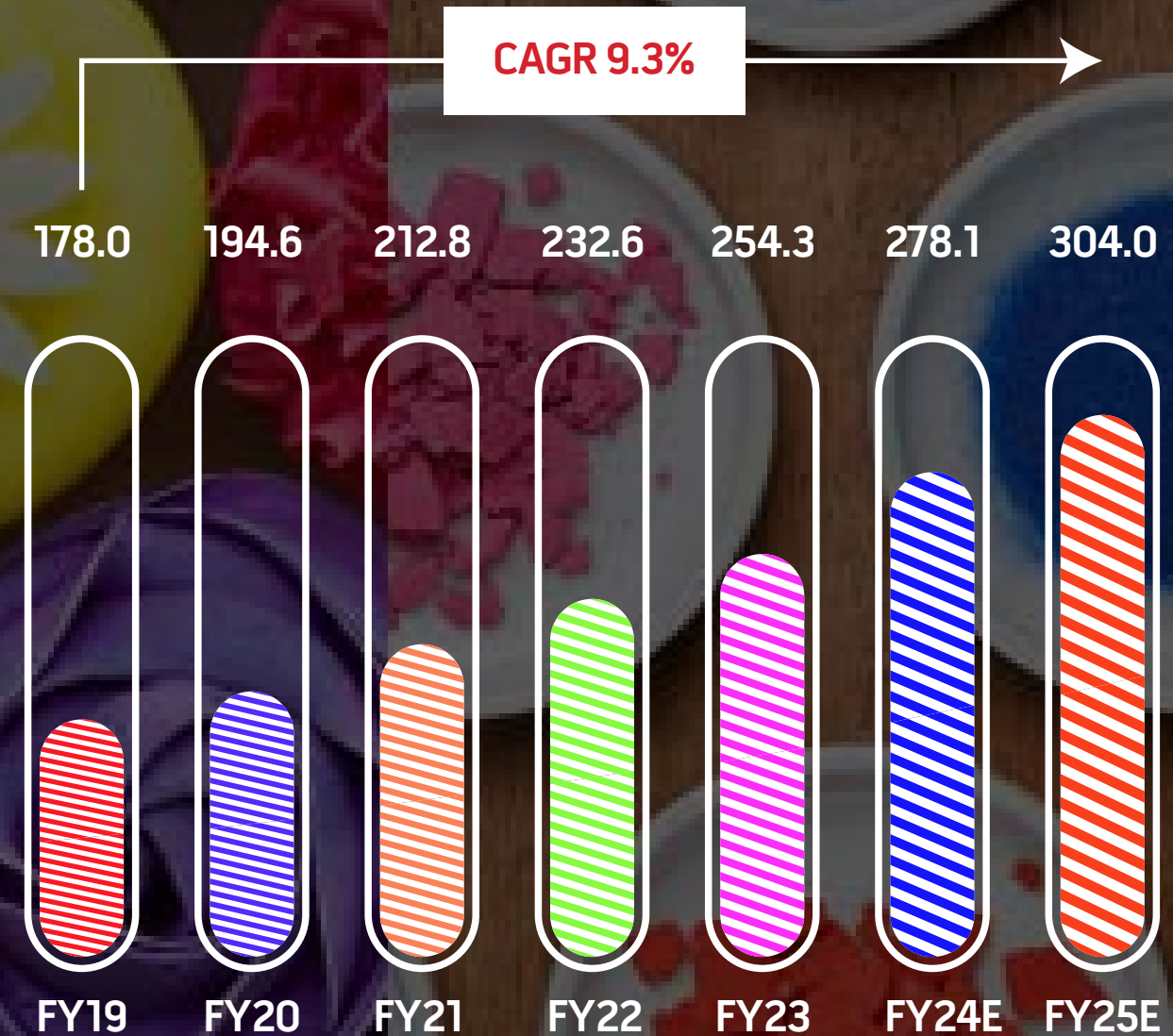
Increasing Investment

Establishing PCPIRS (investment regions for petroleum, chemicals and petrochemicals)

Domestic and overseas companies investing in greenfield or brownfield projects

Increase in FDI investments

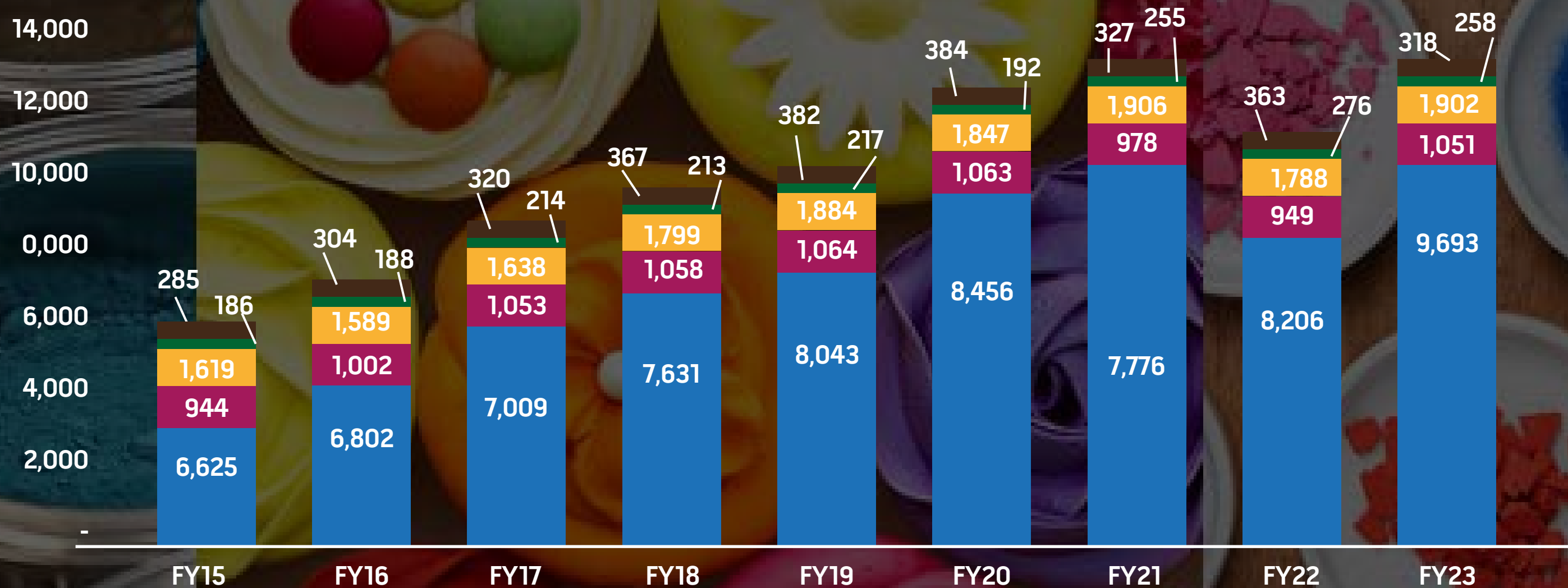
Chemical industry market size (US\$ billion)



Industry Overview

Chemical Production in 2015-2023 (MMT)

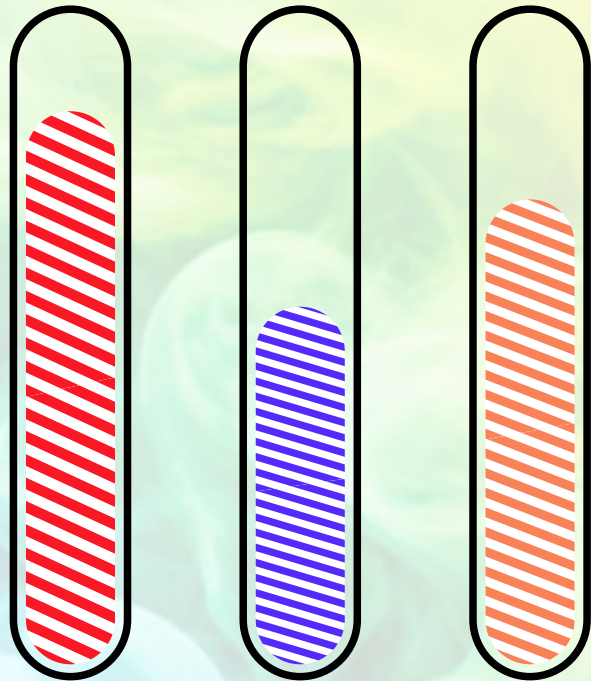
Alkali chemicals Inorganic chemicals Organic chemicals Pesticides Dyes & Pigments



Key Performance Indicator

REVENUE FROM OPERATION

14,527.46 13,939.03 14,385.01



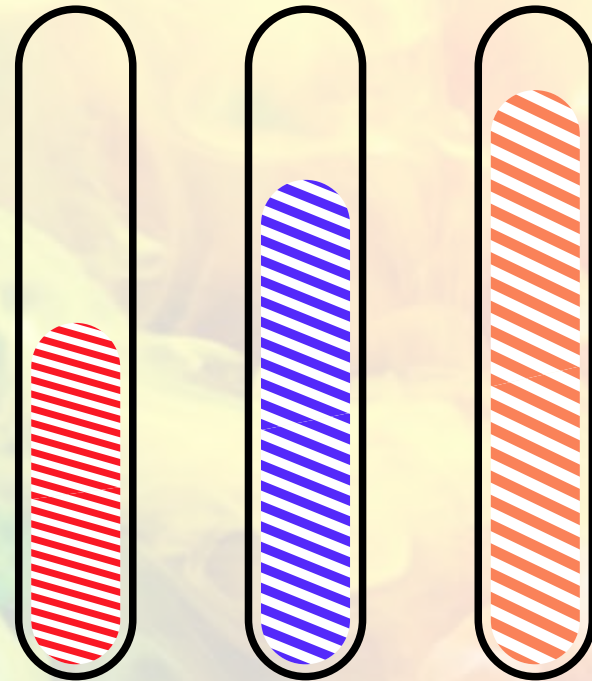
FY22

FY23

FY24

EBITDA & EBITDA MARGIN

100.34 274.01 430.57
0.69% 1.97% 2.99%



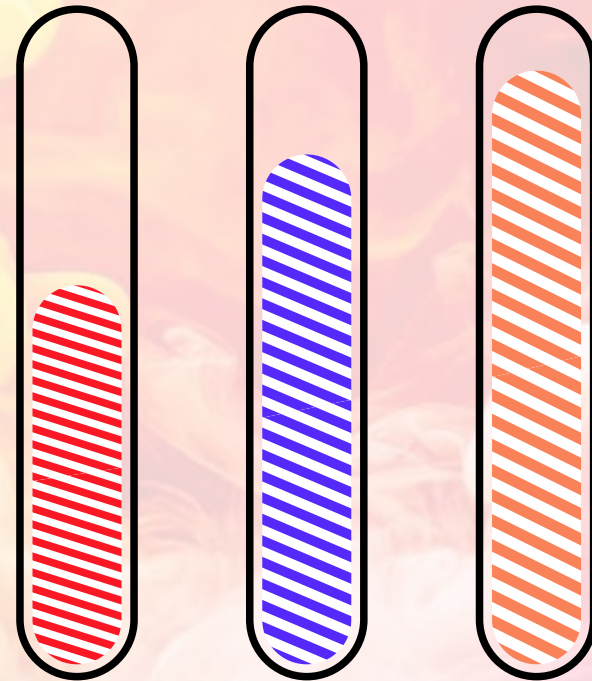
FY22

FY23

FY24

PAT & PAT MARGIN

471.17 497.07 616.67
3.24% 3.57% 4.29%



FY22

FY23

FY24

ROE (%)

17.98% 16.54% 17.93%



FY22

FY23

FY24

Statement Of Profit & Loss

(₹ in Lakhs)

Particular	For the Period/Year ended		
	31st Mar 2024	31st Mar 2023	31st Mar 2022
A Revenue:			
Revenue From Operatinns (Net of Taxes)	14,385.01	13,939.03	14,527.46
Other Income	547.87	502.81	629.26
Total Revenue	14,932.88	14,441.84	15,156.73
Expenses			
B Cost of Material Consumed	3,168.57	4,388.17	3,896.48
Purchase Of Stock in Trade	9,774.02	7,813.30	9,948.76
Changes in inventories of finished good, work-in-progress and Stock-in-Trade	-224.27	257.79	-501.48
Employee benefit expenses	456.04	469.55	418.72
Financial Cost	100.84	79.99	67.79
Depreciation and Amortizationexpenses	60.21	56.98	52.92
Others Expenses	769.12	718.12	638.61
Total Expenses	14104.53	13,783.90	14,521.80
Profit before exceptional, extraordinary items and tax	828.35	657.94	634.93
Lees: Exceptional items			
Profit before exiraordinary items and tax (A-B)	828.35	657.94	634.93
Extra ordinary items			
D Profit before tax	828.35	657.94	634.93
Tax expense:			
Current tax	211.75	169.17	161.01
Tax Related to Earlier year			
Deferred Tax	-0.07	-8.30	2.75
Profit/(Loss) for the period After Tax- PAT	616.67	497.07	471.17
No. of shares	1,00,17,000	1,00,17,000	1,00,17,000
E Earning per Equity Share: Basic/Diluted			
(I) Basic	6.16	4.96	4.70
F (2) Diluted	6.16	4.96	4.70



Statement Of Assets & Liabilities

(₹ in Lakhs)

Particular	For the Period/Year ended		
	31st Mar 2024	31st Mar 2023	31st Mar 2022
I. EQUITY AND LIABILITIES			
(1) Share holder's Funds			
(a) Share Capital	1,001.70	333.90	333.90
(b) Reserves and Surplus	2,684.30	2,868.99	2472.08
(2) Application Money Pending Allotment			
(3) Non-Current Liabilities			
(a) Long-Term Borrowings	15.10	17.44	
(b) Deferred Tax Liability (Net)	15.15	15.23	23.53
(c) Long Term Provision	23.53	20.93	17.57
(d) Other long-term Liabilities			
(4) Current Liabilities			
(a) Short Term Bnrrnwng	2,146.29	1,149.39	1,135.09
(b) Trade Payables	2,796.06	2,458.40	3,390.66
(c) Other Current Liabilities	292.35	122.38	184.08
(d) Short-Term Provisions	93.85	85.66	112.92
Total	9,068.35	7,072.31	7,669.84
II. ASSETS			
(1) Non-Current Assets			
(a) Property, Plant and Equipment and Intangible Assets			
(i) Property, Plant and Equipment	1,127.84	1,132.55	1,126.34
(ii) Intangible Assets			
(iii)Capital Work-in-Progress			
(b) Nun-Current Investment			
(c) Deferred Tax Assets (net)			
(d) Long-term loans and advances			
(e) Other non-current assets	71.11	40.92	43.55
(2) Current Assets			
(a) Current investments			
(b) Inventories	1,758.69	1,453.02	1,955.53
(c) Trade receivables	4,442.17	3,387.77	3,323.64
(d) Cash and Cash Equivalents	436.62	102.98	61.48
(e) Short-Term Luans And Advances	702.09	630.43	489.39
(f) Other Current Assets	529.83	324.64	669.90
Total	9,068.35	7,072.31	7,669.84





UNILEX COLOURS & CHEMICALS LIMITED

DISCLAIMER

Certain statements in this document may be forward-looking statements. Such forward looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Unilex Colours and Chemicals will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.