

# PI Industries Ltd.

## Investor Presentation

### Nov, 2021

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#### PI Industries Limited

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# Performance Highlights

## Q2' FY22

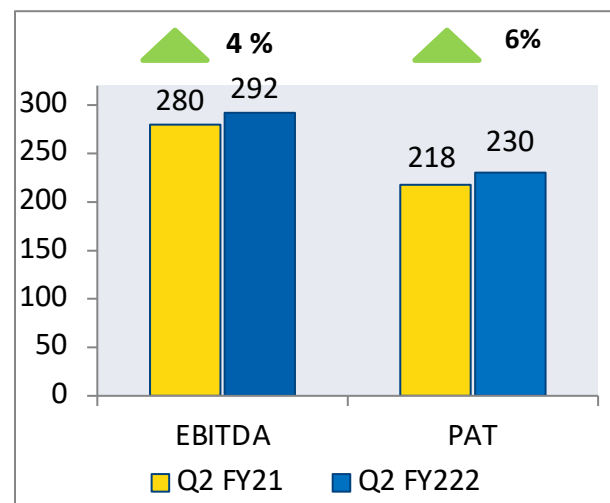
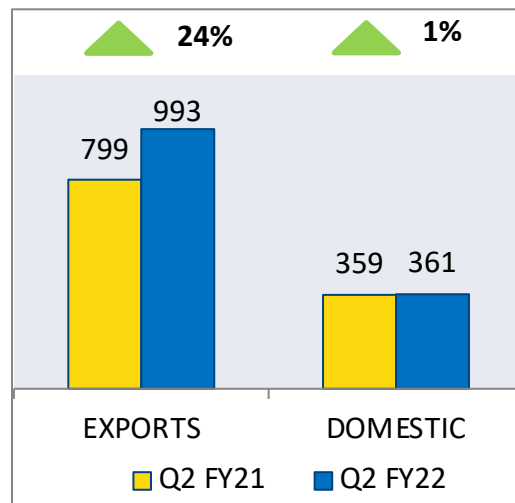
# Growth continues in Q2'FY22

YoY Revenue up by 17%, EBITDA by 4%, PAT by 6%



CONSOLIDATED

Fig in Crores	Q2FY21	Q2FY22	% YOY
Revenue	1158	1354	17%
Gross Margin	44%	45%	90bps
Overheads	231	318	38%
EBITDA	280	292	4%
EBITDA as % Revenue	24%	22%	(260)Bps
Net Profit	218	230	6%



- ✓ **17%** Y-o-Y revenue growth primarily driven by:
  - ~**24%** growth in Exports contributed by strong volume growth in key products
  - Domestic business growth remained flat on account of global supply chain disruptions impacting imports, adverse weather events in certain herbicide geographies, etc.
- ✓ Gross Margin maintained despite sharp increase in input costs and curtailed export incentives by ~ 1.5%, mainly on account of favourable product mix. Price correction being done to maintain gross margin
- ✓ Overheads increase of **38%** is mainly attributable to sharp increase in fuel and related utilities, one-time expenses pertaining to several strategic initiatives and other Covid19 management costs
- ✓ 4% increase in EBITDA reflects rising input cost.

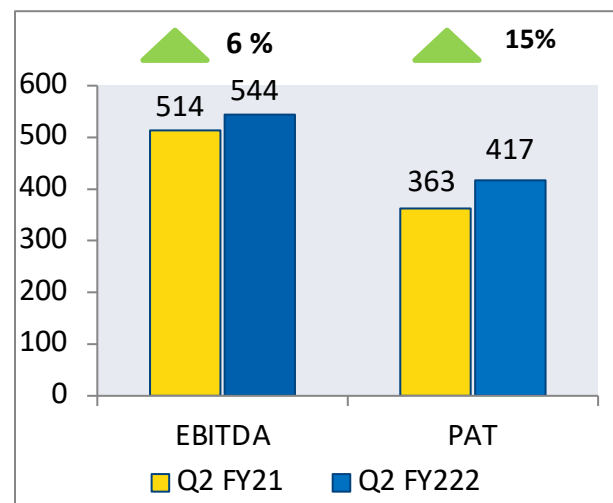
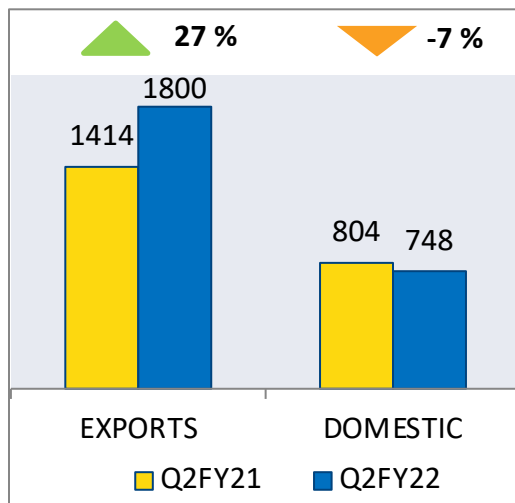
# H1'FY 22 Performance

YoY Revenue up by 15%, EBITDA by 6%, PAT by 15%



CONSOLIDATED

Fig in Crores	Q2FY21	Q2FY22	% YOY
Revenue	2218	2548	15%
Gross Margin	43%	44%	131bps
Overheads	442	588	33%
EBITDA	514	544	6%
EBITDA as % Revenue	23%	21%	(180)bps
Net Profit	363	417	15%



- ✓ **15%** Y-o-Y revenue growth primarily driven by:
  - ~**27%** growth in Exports contributed by strong volume growth in key products
  - Domestic business impacted due to disruption in global supply chains, adverse weather events impacting herbicide sales in certain geographies, etc
- ✓ Gross Margin improvement reflects increase in input costs, curtailed export incentives by ~ 1.5% and favourable product / business mix.
- ✓ Overheads increase of **33%** is mainly attributable to sharp increase in fuel and related utilities, travel cost, one-time expenses pertaining to several strategic initiatives, other Covid19 management costs and reflects in softer EBITDA improvement.
- ✓ Net profit improved by **15%** YoY with lower ETR

# Strong liquidity position

## showing resilience & growth appetite



(Rs in Cr.)	Sep-21	Mar-21	Sep-20
<b>Shareholders' Funds</b>	<b>5,736</b>	<b>5,342</b>	<b>5,014</b>
<b>Non Current Liabilities</b>	<b>359</b>	<b>403</b>	<b>579</b>
Long-term borrowings	214	257	416
Other long-term liabilities	145	146	163
<b>Current Liabilities</b>	<b>1444</b>	<b>1257</b>	<b>1431</b>
Short – term Borrowings	95	70	46
Trade payables	872	796	913
Other current liabilities	477	391	472
<b>TOTAL</b>	<b>7,539</b>	<b>7,002</b>	<b>7,024</b>
<b>Non Current Asset</b>	<b>2,587</b>	<b>2,509</b>	<b>2,503</b>
Net Fixed Asset	2,414	2,343	2,149
Good Will	83	83	83
Non-current investments	24	21	23
Other Assets	66	62	248
<b>Current Asset</b>	<b>4,952</b>	<b>4,493</b>	<b>4,521</b>
Inventories	1,316	1,053	990
Trade receivables	959	852	754
Cash, Bank & Investments	2,371	2,327	2393
Other assets	306	261	384
<b>Total</b>	<b>7,539</b>	<b>7,002</b>	<b>7,024</b>
<b>Key Ratios (%) (Annualised)</b>	<b>Sep-21</b>	<b>Mar-21</b>	<b>Sep-20</b>
Net Sales to Fixed Assets	2.04	1.89	1.99
Net Sales to Working capital	3.63	4.13	5.34
Debt/Equity Ratio	0.05	0.06	0.09

- ✓ *Net sales to Fixed Assets ratio improved to 2.04 (Sep'21) Vs 1.89 (Mar'21)*
- ✓ *Positive operating Cash flow of Rs. ~208 crore*
- ✓ *Increased inventory levels maintain to avert supply chain disruptions and meet customer supply schedules / continued operations.*
- ✓ *Surplus cash net of debt of Rs. ~2,062 crore (including QIP proceeds)*
- ✓ *QIP funds remains invested into deposits and debt mutual funds with SLR philosophy while final deployment aligned with PI's longer term growth strategy is underway*

# Key Operational Highlights H1'FY22

## Progress on strategic initiatives continues for sustained growth



### Capacity Build-up

- Production throughput improved through process efficiencies releasing 15 production days accommodated the growth of other products
- Agreements on non-conventional energy sourcing executed



### Farm Application Services

- Additional machines procured
- Strategic partnership with a manufacturer of international repute exclusively for service
- Evaluating Drone application trials



### New Enquiry/Scale-up

- 3 new products commercialized for exports
- >40 products at different scale up stages
- R&D pipeline has >20% non ag-chem products



### Digitalization, Process Improvements

- Rolled out Suppliers Life Cycle Portal of ARIBA
- Jivagro was integrated with PI Tech Stack and digital tools rolled out.



### Customer Acquisition & Order Book

- Initiated manufacturing of electronic chemicals with global customers
- Seeing an upsurge in new business enquiries - >20 enquiries in last 2 quarters
- Order book remained robust at ~\$ 1.4 Bn



### Product Penetration

- Rice herbicide (Nominee Gold) dominant share maintained
- Expanded herbicide share
- Expansion in horticulture segment with a focused strategy



### Technology Scale-up

- Flow chemistry pilot facility operational
- Bio-chemical process for manufacturing of pharma intermediates in pilot phase
- Implemented technology to improve solvent recovery



### Human Capital and Culture

- PI new operating model in place - Roll out plan in the next few quarters
- Elevation of home grown leaders



### New Product Launch In Dom Market

- 2 new products launched
  - ✓ One new Insecticide for leaf folder in rice
  - ✓ One new fungicide for Sheath Blight control

# Update on Pharma Acquisition Deal..



## Background:

- PI signed a business transfer agreement with Ind Swift Laboratory Ltd (ISLL) to acquire their pharma API and Intermediate business on slump sale going concern basis on 30<sup>th</sup> July, 2021.
- The consummation of the transaction and integration into corporate structure of PI was expected to be completed by 31<sup>st</sup> Oct, 2021 being the long stop date subject to fulfilment of pre-agreed closing conditions and regulatory approvals
- As ISLL was not able to complete several of the vital pre-agreed condition precedents before the long stop date and also started re-negotiating the pre-agreed terms, the consummation of the deal could not happen before the long stop date and the BTA got terminated.

## What Next:

- PIs' long term strategy to strengthen presence in custom synthesis exports through diversification into adjacencies including Pharma remains intact.
  - ✓ Advanced technology platforms, digital and backward integration for cost leadership and IP generated by PI continue to hold immense potential
  - ✓ Strong underlying momentum in R&D scale ups and investments in established technology partnerships gives added confidence and will provide opportunities to build and scale pharma vision
  - ✓ Continue to vigorously evaluate inorganic options – enough opportunities present in the market to provide immediate scale up
- Strong synergy with PI's Core – technology Platforms, best-in-class manufacturing competence, and partnerships experience and track record with global innovators will help replicate CSM model in adjacencies.

**PI's pharma strategy remains unhindered; focused initiatives are on to create differentiated technology play**

# Business outlook remains robust

Targeted expansion backed by solid growth visibility to support momentum  
Continuous focus on new strategic initiatives to elevate performance



## Domestic:

Focus on portfolio diversification with launch of novel offerings

- Positive outlook for owing to late rains and adequate water level at reservoirs
- 2 new products expected to be launched between Q3 and Q4
- Positive momentum for Awkira adoption and scale up in Wheat herbicide segment
- Jivagro - Smooth transition to new packaging in ~Q2, improving efficiency & branding

## CSM Export:

R&D focused approach to drive incremental business

- ~6 new molecules planned to be commercialized in FY22, out of which 3 molecules are planned in H2.
- 1 MPP has commissioned in Q2 and another MPP is planned for commissioning in Q3
- Order book continues to remain robust with high visibility of sustainable growth for the next 3 years

Efforts to drive strategic initiatives continues

- Acquisition of API & Intermediate business undertaking of ISLL called off amid non fulfillment of vital CPs, renegotiation of deal..
- Signed a technology partnerships under joint venture structure in bio-chemical space with a foreign partner. Scale up is expected to start from FY23.
- Investing in a new R&D facility for deepening our technological capabilities, de-risking current operations and opening up newer opportunities

PI's product & research efforts yielding promising results

- Two promising leads; one novel fungicide and a novel broad spectrum insecticide, having sizable potential market opportunity progressing to development phase
- One new process innovation is being commercialized
- Discussions are underway with global innovators for development partnership

Maintain original guidance of >15% revenue growth in FY22 and resolutely progressing on that path



# PI's New Compass



**Purpose**



**Vision**



**Spiky Capabilities**



**Values**

**Reimagining a healthier planet**

**Lead with science, technology and human ingenuity to address latent nutrition and health needs of the planet**

**Partner Centric**

*First to identify and deliver on latent needs of our customers and partners*

**Science and Technology driven**

*Sustainable solutions by early adoption of cutting-edge sciences/technologies*

**Digital Edge**

*Integrated digital solutions to gain competitive advantage*

**People First**

*Best opportunities for employees to learn and grow*

**ESG Anchored**

*ESG a way of life*



**Courage**

- Think and Act boldly
- Act with integrity and be accountable
- Commit to excellence
- Realise future potential



**Curious**

- Question conventional wisdom
- Be open and adaptable to change
- Develop intellectual curiosity



**Creative**

- Differentiate by connecting new dots
- Collaborate and experiment to bring new thinking forward
- Continually innovate processes for efficiency, effectiveness and speedy scale



**Care**

- Be transparent and bring the best out of people
- Think Health First for People and Planet
- Embrace sustainability in all we do and at all times

# Preparing PI for its next phase of growth



- Our ambition, in keeping with the times and stakeholder expectations, is to embark on rapid, differentiated, organic and inorganic growth which is resilient by being ahead scientifically and technologically
- With enormous and pervasive technological changes all around, along with the challenges our Planet Earth faces, we recognize we need to make deep changes to make a significant impact
- By Reimagining a Healthier Planet, setting an audacious Vision to address expressed and latent needs of People, by bringing out the genius in our talented and motivated work force, we aim to grow not only rapidly and sustainably
- Implementing a new Operating Model that enables us to continue growing our current businesses, establish new businesses and also continually add new ideas, technologies, scientific discoveries and more to make PI a resilient, resourceful and successful enterprise .
- Empower and enable our home grown leaders and new talent we have acquired to bring out their best whilst ensuring proper and effective accountability. Elevating leaders with demonstrated success to lead Business Units, which make up our Delivery fold while backing them up with the requisite talent, empowering them to succeed.

## Leadership Announcements

- **CSM Exports**
  - ✓ Dr. Atul Gupta - CEO
- **Domestic Ag Chem Brands**
  - ✓ Prashant Hegde - CEO - Domestic Agri & Nominee Director, Jivagro
- **Jivagro**
  - ✓ Parmanand Pandey - CEO & Executive Director Jivagro
- **Technology Development & Scale up**
  - ✓ Dr. P V Srinivas – CTO. & Nominee Director, PI Fermachem
- **Health Sciences build up**
  - ✓ Dr. Saswata Lahiri - Head, Pharma R &D

**Restructuring of the Board / Committees and induction of new Independent directors in process.**

# ESG principles deeply rooted in PI's culture and way of doing business



- CII-National Award for 'Excellence in Water Management 2020'
- 99 out of 100 score on TFS assessment - won customer award
- Established process for identifying climate risks – both, physical & transition
- Accredited environmental management systems & infrastructure

- Gold Star Rating: Ecovardis Survey
- Hazardous waste reduction by 35% YoY
- Increase in Renewable energy consumption by 6X YoY
- Water consumption (specific) reduced by 17% YoY



- Sustainability Council with effective framework focusing on ESG goals
- Board & committee composition, Separate roles for NEC and MD, performance linked remuneration structures, etc ensuring high governance standards.
- Revenue growth in FY21 by 30% YoY
- No Penalties imposed for material non-compliance w.r.t Corporate governance
- Robust information & cyber security infrastructure / ISO 27001 certification
- Disclosure of material issues in public reporting.
- Assured per AA1000 Assurance Standard on ESG indicators



- Winner at World Leadership Congress – CSR Programme of Year for Direct Seeding Rice Initiative
- Won Global Excellence HR Award 2020
- Committed to Responsible Care® & Human Rights
- 99% workforce training on Code of Conduct
- NIL fatality cases reported in 2020-21
- Employment rate increased by 24% YoY
- Extensive efforts on product stewardship
- Significant spend on social projects impacting women empowerment, skill dev., health and sustainable agriculture.
- Share of women in STEM positions @ 10%

# PI's value proposition



1	2	3	4	5	6
<p><b>Favorable dynamics driving Indian chemical industry growth</b></p> <ul style="list-style-type: none"> <li>Global specialty chemicals market expected to grow at 6.4% CAGR<sup>1</sup></li> <li>Increasing focus on CSM as innovators shift focus to core competencies, developing new active ingredients and outsource production</li> <li>M&amp;A activities boosting specialized CSM players</li> <li>Emerging new areas of innovative applications</li> <li>Global supply chain risk diversification: China facing issues – pollution, trade wars, safety issues</li> </ul>	<p><b>Business model ready to go beyond Ag-Chem</b></p> <ul style="list-style-type: none"> <li>Business built on end-to-end partnerships with global innovators</li> <li>~90% CSM revenues from patented molecules; 70%+ domestic revenues from in-licensed molecules</li> <li>Proven capabilities in agrochemicals; now ready to be replicated across other fine chemicals segments</li> <li>Envisaging expeditious scaleup of <b>pharma vertical</b> via strategic acquisition of API &amp; intermediates business</li> </ul>	<p><b>Offerings across the value chain driven by strategic partnership</b></p> <ul style="list-style-type: none"> <li>Integrated and innovative services to provide</li> <li>Comprehensive solutions by partnerships</li> <li>Relationships with 20+ global innovators built on IP protection</li> </ul>	<p><b>Strong tangibles: R&amp;D, manufacturing, extensive network of intangibles: Brands</b></p> <ul style="list-style-type: none"> <li>Globally certified with use of Technology, 4 manufacturing facilities, 16 production blocks</li> <li>6 formulation facilities</li> <li>R&amp;D team of ~350 researchers and scientists</li> <li>Digital technology enabled in domestic process in business processes</li> </ul>	<p><b>Quality governance, talent &amp; learning skills</b></p> <ul style="list-style-type: none"> <li>Professionals with expertise across various technical and business functions</li> <li>Senior management team of qualified experienced professionals</li> </ul>	<p><b>Performance over a long term period</b></p> <ul style="list-style-type: none"> <li>Revenue CAGR (FY18-FY21) of 25.6%<sup>2</sup></li> <li>EBITDA CAGR (FY18-FY21) of 27.2%<sup>3</sup></li> <li>Pre-tax RoCE of more than 20% over last 4 years<sup>4</sup></li> </ul>

**Well-positioned to capture value from changing market landscape**

Note: (1) FY19-24 CAGR; Source: Frost & Sullivan; (2) Revenue = Revenue from operating - excise duty; (3) EBITDA = Revenue - Cost of Materials consumed - Purchase of Stock in Trade - Changes in Inventories of FG, WIP and stock in trade - Employee Benefits expense - Other Expenses; (4) Pre-tax RoCE% = (EBITDA - D&A) / Average Capital Employed (CE); CE = Net Debt + Total Equity.

# Track record of building several successful businesses, partnerships and industry leading brands



**1946** Founded as The Mewar Oil and General Mills Ltd.

- 1961** Ag-Chem Formulation and Marketing
- 1971** Mining later hived off
- 1976** First Technical Manufacturing plant
- 1985** Energy Metering, later hived off
- 1992** Name Changed to PI Industries Limited
- 1993** Facility at Panoli (Gujarat)
- 1993** PILL Finance and Investment Ltd.
- 1995** Polymer Compounding later divested
- 1996** Custom Synthesis & Manufacturing
- 2001** 1st company in the Ag-chem to implement SAP

- 2004** PI Life Science Research Ltd.
- 2007** Established Subsidiary in Japan (PI Japan Co. Ltd)
- 2008** Started New Rep Office in China (Shanghai)

- 2011** GLP Certification
- 2011** Inauguration of PI-Sony Research Centre
- 2014** Germany office
- 2015** Formulation site setup at Panoli (Gujarat)
- 2016** Joint Venture – Solinnos New R&D Centre at Udaipur
- 2017** Joint Venture – PI Kumiai Pvt. Ltd.
- 2019** M&A – acquired Isagro Asia
- 2020** QIP fund-raise Rs. 2000cr

**Continuingly creating value propositions for the stakeholders**

# Business model built on the principles of respect for IP and established relationships



## Domestic Brand Market

*Leading Ag-chem Distribution Company in India with leading market share in certain crops*

*India's largest CRAMS Company with over 90% Revenue from Patented Products*

## Exports Market

Leveraging our Pan India network, demonstrating brand building capabilities and experienced team to deliver in-licensed, branded generics & co-marketed products

Leveraging on chemistry process research and manufacturing capabilities catering to Global Innovators; Partnering for IP Creation.

**R&D Partnership**

### SYNERGISTIC APPROACH

*Common Infrastructure  
Develop knowledge,  
products, processes and experience in  
different complex chemistries  
Cross-Selling Opportunities*

### IN-LICENSING

- Introducing new products, partnering with global innovators
- Ensure longer product cycles by brand building
- Develop solutions for the Indian Ag-chem Industry with the partnership approach

### Custom Synthesis & Manufacturing

- Early stages of their life cycles
- Complex Chemistries
- Process development
- IP Protection & Generation

- State of the Art R&D facilities
  - ~350 researchers and scientists
  - Accredited for GLP and 'Norms on OECD Principles' by NGCMA

- To service its customers
- 1 R&D Facility
- 4 Manufacturing Sites
- Domestic Brand Distribution
  - 28 stock points
  - 10,000+ distributors
  - 70,000 retail points

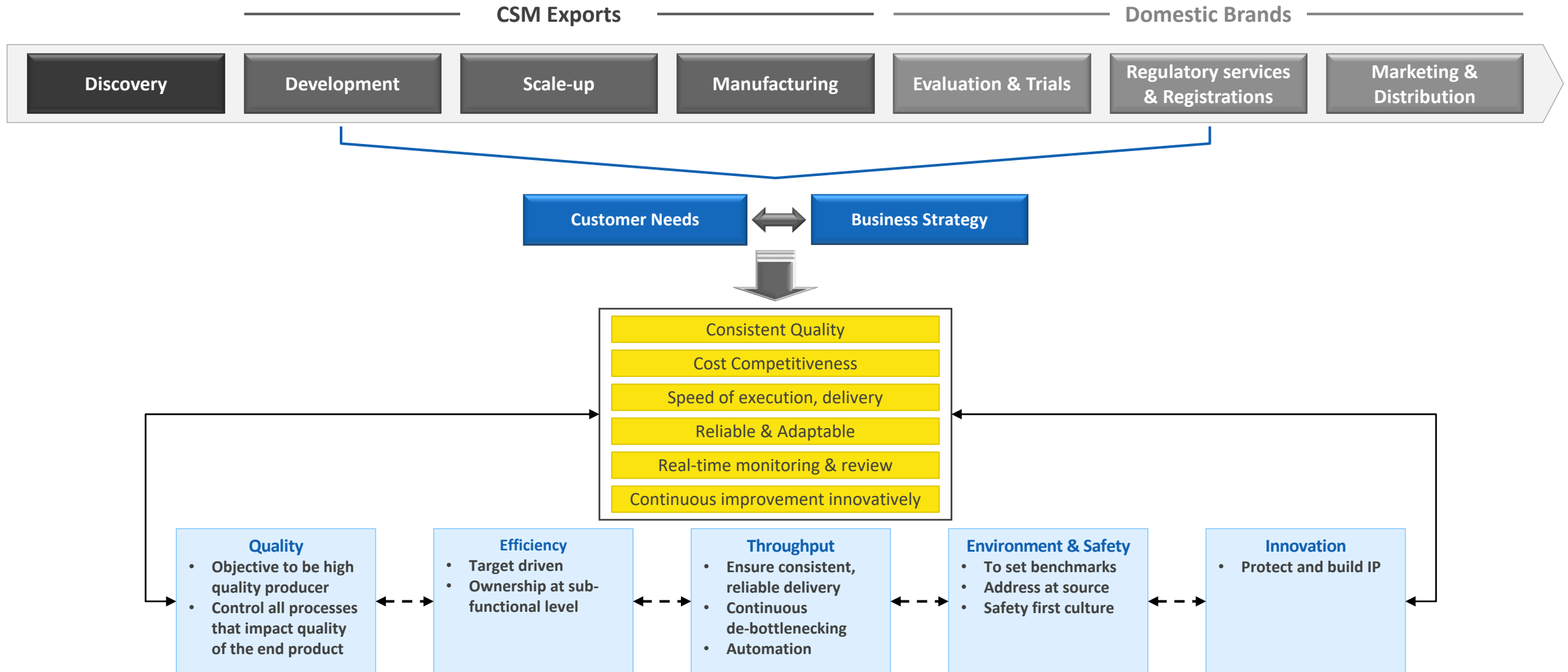
- 3 Global locations
- Japan for business development activities
- China for Sourcing
- Germany for Knowledge Management

- Consistent track record of financial performance

**Non conflicting business model ... well respected by Global Innovators as Partners**

# Presence across the agchem value chain

Strong focus on customer needs and continuous innovation



# Differentiated domestic distribution model

Driven by unique solutions thru global partnerships, brands building capabilities and market reach



**More than 50 years Creating Market Leading Brands**  
**Significant revenue from Brands Ranked No 1 or 2 in the market, Some brands are more than a decade old**

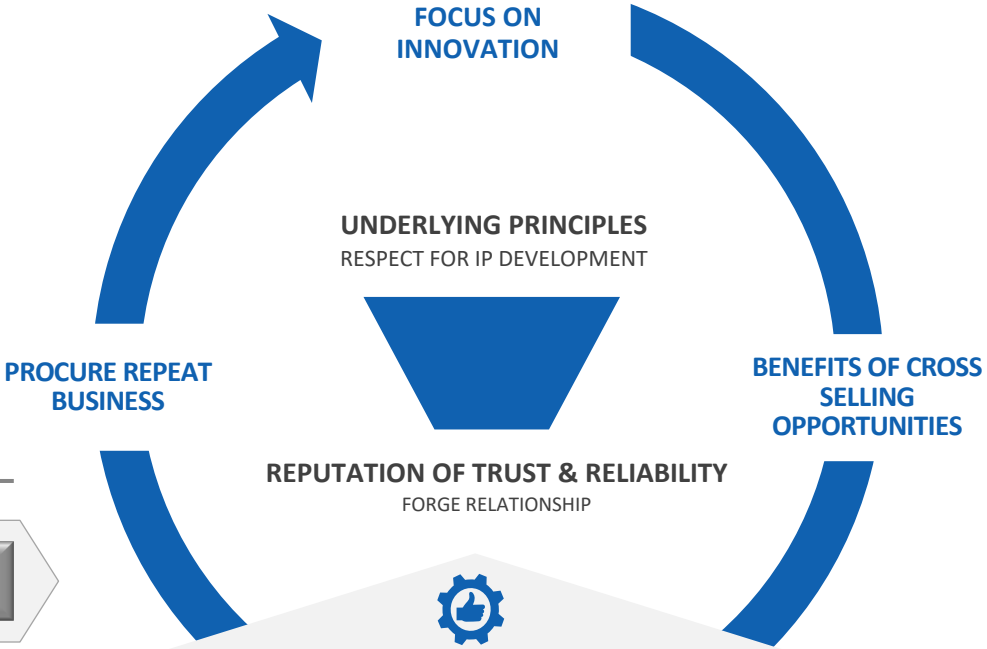
**Strong Partner**  
 40+ years experience  
 20+ Global Innovators

**Strong Pipeline**  
 Molecules based on crop solutions and Indian needs

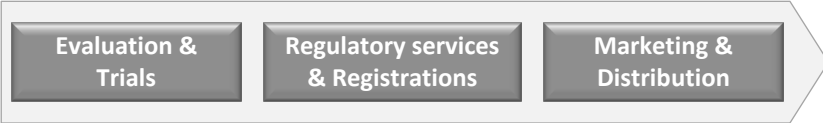
- **Extension & product development & stewardship** (team experience in handling complex new-age premium chemistries)
- **Strong relationship with stakeholders**
- **Policy level by participation**

**Farmers & Extensive Distribution Network**  
 28 stock points; 10K+ distributors; 70K+ retail points

- **Crop solution approach focussing farmer & using ICT** (Information, Communication and Technology)
- **Organization structure empowered with digi tech** to support and demonstrate value delivery to farmers
- **Online analytics tools for farmers and employees**
- **Innovative Ideas and branding** for enhancing product life cycle
- **Experience of successfully managing transition of products from patented to generic**
- **Application services** for development & engagement



**Domestic Business – Brands**



**Digi-tech @Core**

*Engagement Efficiency Excellence*

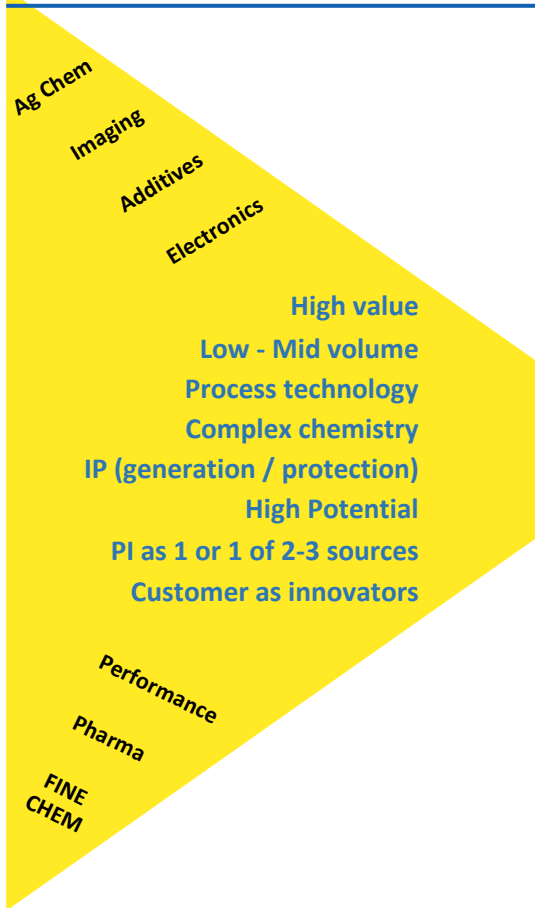




# Custom Synthesis & Manufacturing (CSM) model is centered around our technological capabilities, high sustainability quotient and world class infrastructure



To be the lifelong Partner of Choice for the Global Chemicals Industry by building innovative, knowledge-based solutions through speed, efficiency, straightforwardness & just dealings, respect for intellectual property, society & environment



## OUR FOCUS

### Partner of Choice

#### Who

Niche player / boutique industry – leading supplier

#### How

- Longevity of meaningful engagement
- A marriage of competent equals
- Consultative solution rendering & outsourcing process
- Reliability of services

PI has all that is required to be the **“Partner of Choice”**

### Solutions

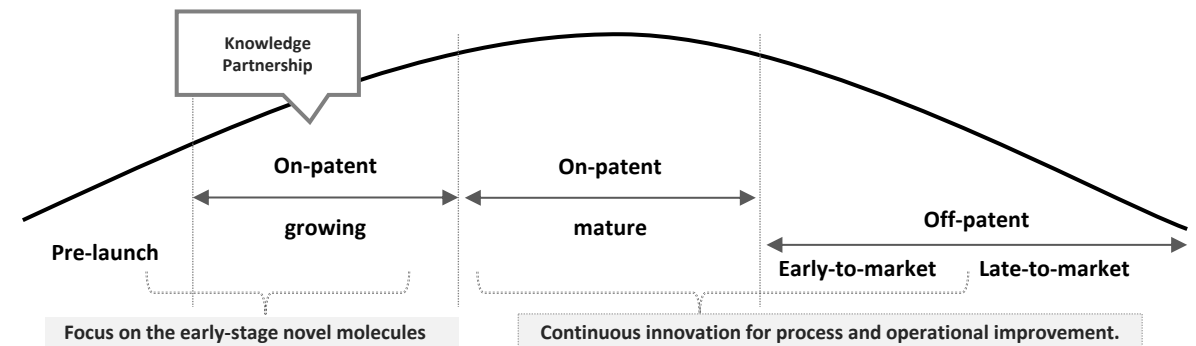
#### Characterized by

- Specifications with control limits
- Reliability & predictability
- Repeatability

#### In

- Technology
- Process
- Commercial operations
- Supply chain customer
- End applications

- #### Service Lines
- Research & Development
  - Analytical Research & Services
  - Process Development
  - Engineering
  - Process Scale up
  - Commercial Production



# Global tailwinds offering opportunities for aggressive and multi-pronged growth strategy

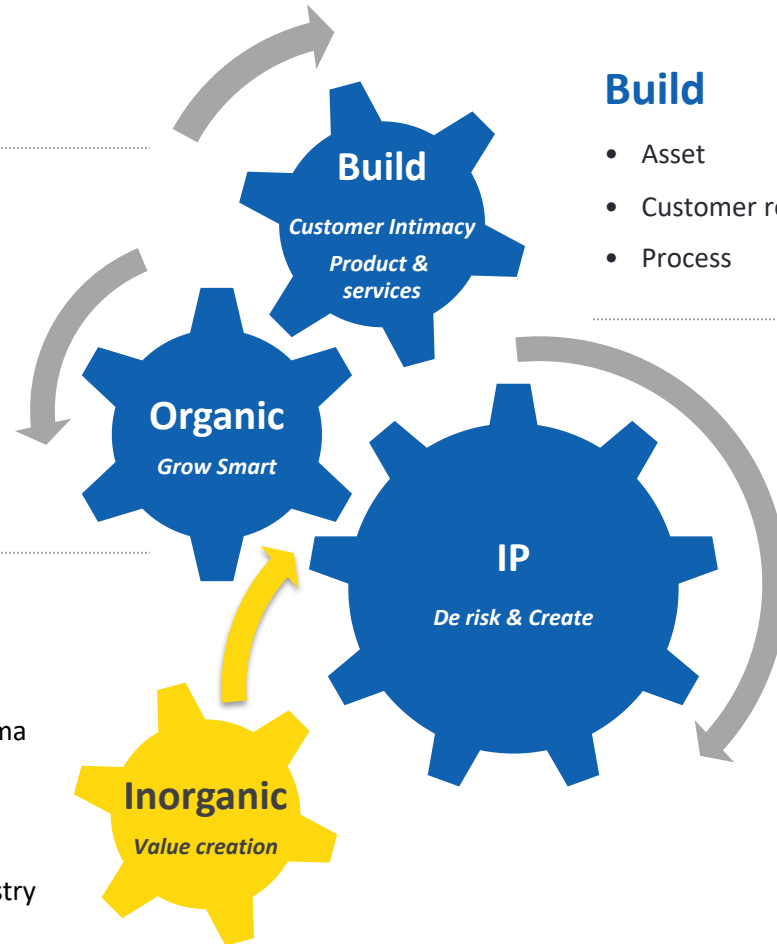


## Market

- Expansion
- Creation
- Segments
- Operation excellence
- Brands

## Inorganic

- Value added Technology
- Products Assets
- Niche vertical with a future Pharma / Specialty chemical
- High growth application areas having synergy
- Disruptive technologies in chemistry & process engineering



## Build

- Asset
- Customer relationship Management
- Process
- Customers Value-chain
  - Add Products
  - Digitization
  - Strategic tie ups

## Deepening our technological capabilities to open new horizons

### De risk

- Manufacturing concentration
- New formulation of existing products
- Biological

### Process

- Chemistry
- Block Builders
- Process engg
- Flow

### Digital

- Information integration
- Decision tools

## Create

- Process Innovation
- Biological process development
- Formulation Combinations with Partners
- New formulations -
- Digital Customer engagement

Prudent financial management in place to ensure that long term shareholder value creation remains at the heart of the strategy

# Domestic agri input market is expected to grow fast and PI is well positioned to capitalize this opportunity



8-10% projected CAGR between 2020 to 2025

Ingredients in place for PI to capitalize this opportunity

Strong novel offerings with focus on in-licensing



3 / 4 exclusive launches

- 25+ products in the pipeline
- Supported by new product launches

Dedicated verticals for horticulture crops through Jivagro

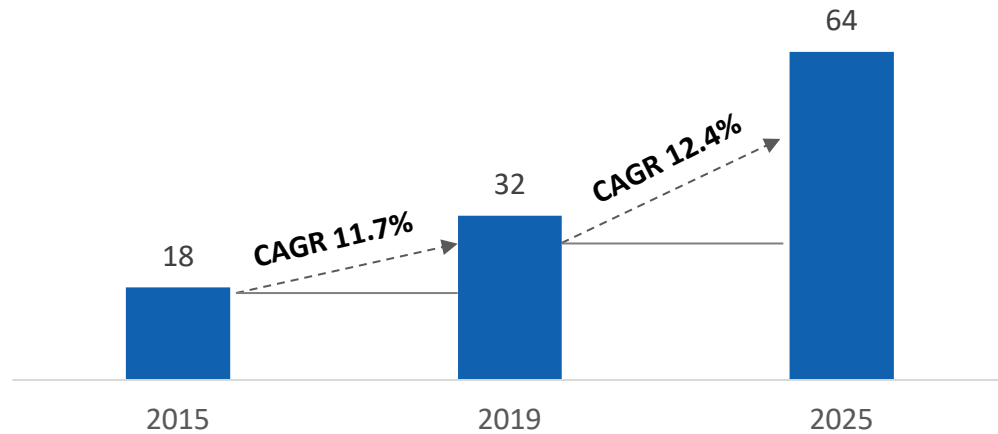
- >25% CAGR growth estimated over next 4-5 years

- Extensive Distribution Network
- Robust brand building capabilities
- Leadership position in key crops

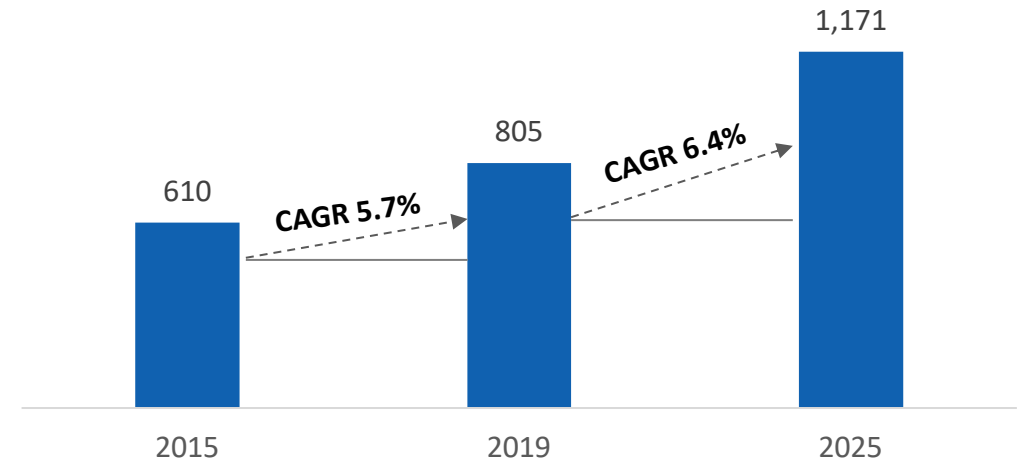
# With Indian gaining good market share of the global Specialty Chemical market, PI is consolidating its position with diversification into adjacencies



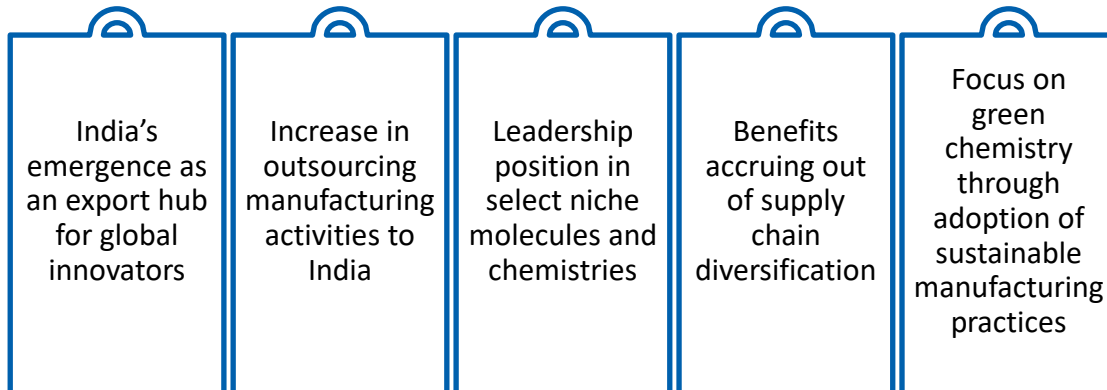
Indian Specialty Chemicals Industry size (USD bn)



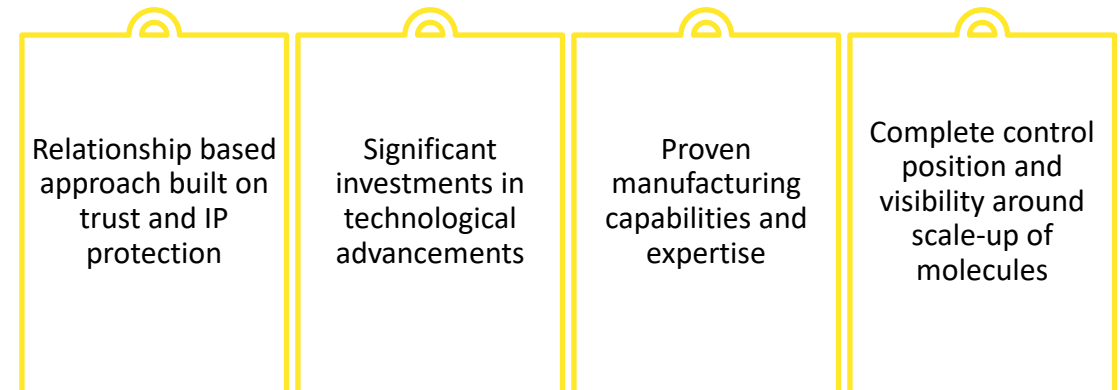
Global Specialty Chemicals Industry size (USD bn)



## Factors that will elevate growth for Indian Companies



## Advantage PI Industries



Source: FICCI Report on Indian Specialty Chemicals Industry

# Proactive initiatives contained Covid-19 disruption

## SOPs in place with regular reviews / vigilant oversight to ensure safety of employees and continuity of operations



SOPs have been instituted to focus on **alleviation of suffering of the citizenry, reassurance of customer base and maintenance of business momentum**

**Stringent protocols for streamlining operating and non-operating processes are in place.** Workplace hygiene and safety steps have been taken to underline minimal disruption to routine functionality

**Customer commitment is a hallmark of our business approach.** Through pro-active communication clients are being reassured and their needs are getting assessed, in real-time basis. Deployment of digital methods last year helped achieve **connect with farmers** and key constituents of the distribution chain, these are being activated again

Manufacturing facility level processes have been augmented. **Inventories of critical feedstock and ingredients are being optimally maintained such that the chain of dispatches remains un-broken.** Measures to attend to the needs of the associated workforce are also in place

Government-based organizations and NGOs are being supported to mitigate hardships and facilitate care, where it is most required. Various employee welfare initiatives such as **providing insurances, vaccination drives, safe employee bio-bubble, oxygen concentrators/cylinders, salary advances, etc.** are also undertaken



# Doing our bit to support govt effort and communities around us to fight Covid-19



## Setting-up of 5 Oxygen Generation Plants

- Amidst the deadly second wave coupled with shortage of medical oxygen, PI Industries quickly rolled out for setting up of 5 **oxygen generation plants** across 5 **hospitals** in Gujarat, Rajasthan and Delhi

## Provision for Oxygen Concentrators

- Financial assistance to the Udaipur Chamber of Commerce and Industry (UCCI) for procuring **oxygen concentrator** machines during this crisis

## Financial assistance in setting up Covid Isolation Centres

- Provided 50 **beds** and requisite **medical equipment** to **Covid-19 Isolation Centre** at Jambusar & assistance to Vasant Vihar Welfare Association, New Delhi for running **Covid Isolation Centre**

## Assistance to procure CT Scan machine

- Financial assistance to Arogya dham Hospital, Gwalior to procure **CT Scan machine** to facilitate better diagnostics & treatment for Covid 19 patients

## Support of Medicines for Underprivileged

- Financial assistance to Rotary welfare Trust, Bharuch for procuring **expensive lifesaving medicines** to support the underprivileged community

## Awareness Campaigns

- 3 Mobile Med. Vans**
- Community outreach programs covered **>46,000 people in 64 villages**
- ~300 people are screened daily
- Free Health Camps on Gynecology & RCH

## PI Volunteers for community support

- PI employees are volunteering to support the community (family and friends of employees) by forming self-help groups that are working round the clock to provide assistance in sharing updated and verified information



# Our CSR efforts have focused on Community welfare & Environment



## PI's CSR strategy focuses on:

- Creating a positive impact for marginalized communities via environmentally sustainable approach
- Interventions align with several Sustainable Development Goals (SDG)
- Continuous life cycle evaluation of products and product stewardship to minimize eco-impact

## Implementation

<b>Sustainable Agriculture Practice</b>	<b>700K+</b> Hectares of Farmlands benefitted by DSR technique thereby saving <b>1.7 trillion</b> litres of Water annually
<b>Healthcare, Hygiene and Sanitation Interventions</b>	<b>100K+</b> Lives impacted using Mobile Healthcare Vans under PI's 'Swasthya Seva' Initiative and Blood Bank services
<b>Women Empowerment</b>	<b>15K+</b> Women across <b>82</b> villages in Bharuch Area benefitted through PI's women empowerment program
<b>Education Interventions</b>	<b>18K+</b> Govt. school children across <b>125 Schools</b> benefitted through PI's Learning Enhancement Programmes
<b>Skill Development</b>	<b>2.0K+</b> Youth employed through large scale Skill Development Programmes

## Key Programmes and Initiatives

- **Water conservation** through sustainable agriculture practices & farm engagement activities
- SWASTHYA Seva Initiative - Aim to provide access to preventive, promotive & curative **health care** to underprivileged
- Learning **enhancement programmes** for government school children in 135 schools
- Certified **vocational training & employability** linked skill enhancement program for underprivileged youth
- **Entrepreneurship development & livelihood** promotion through sustained agriculture, dairy value chain & skill training for rural women
- **Community Drinking Water** Initiative and construction of school toilets





# Thank You

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