



May 05, 2025

The Manager (CRD) The BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai- 400001 Scrip Code: 530117	The Manager – Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (East) Mumbai - 400 051 Symbol: PRIVISCL
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Dear Sir / Madam,

**Sub: Investors Presentation – Financial & Operation Review for quarter and year Ended
March 31, 2025**

Pursuant to our letter dated April 30, 2025, intimating about Earnings Conference Call to be held on Tuesday, May 06, 2025, at 04:30 pm IST and regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we also enclose herewith the Investors Presentation on Financial & Operational Review for the quarter and year ended March 31, 2025.

The Investors' Presentation is also being uploaded on the Company's website www.privi.com.

You are requested to kindly take the same on record.

Thanking you,

Yours Sincerely,
For Privi Speciality Chemicals Limited

Ashwini Saumil Shah
Company Secretary

Encl: Investors Presentation



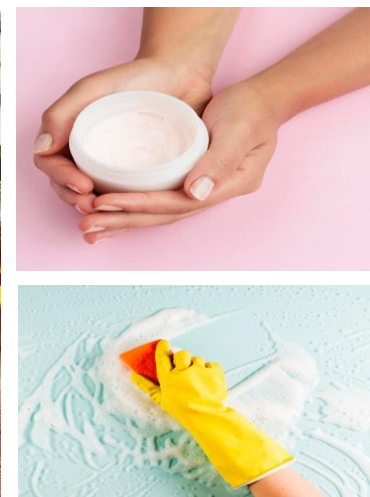
PRIVI SPECIALITY CHEMICALS LIMITED

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Privi Speciality Chemicals Limited

Investor Presentation – May 2025



Safe Harbor



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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



Q4 & FY25 Performance Highlights



Highest Ever Quarterly & Annual Performance

	Total Revenue	EBITDA	EBITDA Margin	Profit After Tax
Q4FY25	Rs 628.37 Crores  28%	Rs 147.42 Crores  50%	23.46%  342 bps	Rs 63.98 Crores  101%
FY25	Rs 2,121.84 Crores  19%	Rs 474.16 Crores  35%	22.35%  260 bps	Rs 184.75 Crores  94%

All growth are on Y-o-Y basis

Key Highlights

- The Company has delivered its highest-ever quarterly and annual performance.
- Export sales contributed 73% of total revenues in Q4 and 70% for the full year FY25.
- Demand for core products are healthy and are operating at an optimum level.
- PRIGIV plant has been successfully commissioned and is now contributing to the Company's overall performance.
- Company will be expanding the existing capacity by 6,000 MTPA through debottlenecking and expected to complete by end of FY26
- The Board has recommended a Final Dividend of Rs 5/- (50%) per Equity Share of Rs. 10/- each

From the CMD's Desk



We are delighted to report the highest-ever quarterly and annual financial performance in Privi's history, marking a significant milestone in our journey of growth and excellence. This achievement reflects the passion, dedication and resilience of our entire team. Our core portfolio continues to operate at optimal level, and we are strategically scaling our capabilities to meet the rising demand at the existing facilities.

Over the decades, your company has emerged as a trusted and strategic partner, consistently aligning with global stringent norms to meet the ever-evolving demands of international fragrance blenders and major FMCG brands. We have not only established ourselves as the leading name in aroma chemicals in India but have also firmly positioned our presence in global markets through a diverse and expanding portfolio.

Our capabilities have grown significantly, both in scale and complexity, driven by deep client engagement and a relentless focus on innovation. We are transitioning from being a leading supplier to a collaborative partner—deepening relationships, driving co-creation, and enabling long-term value for our clients.

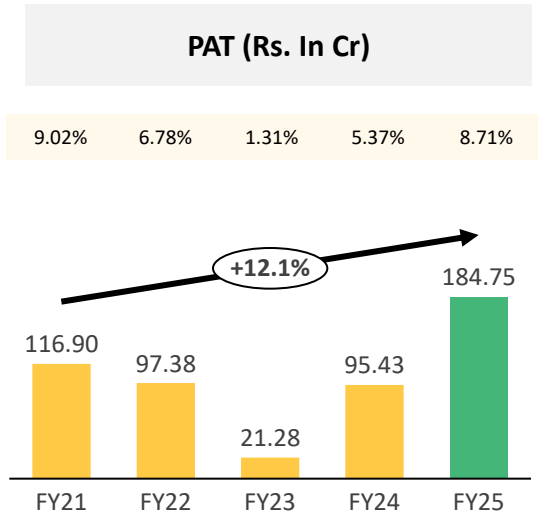
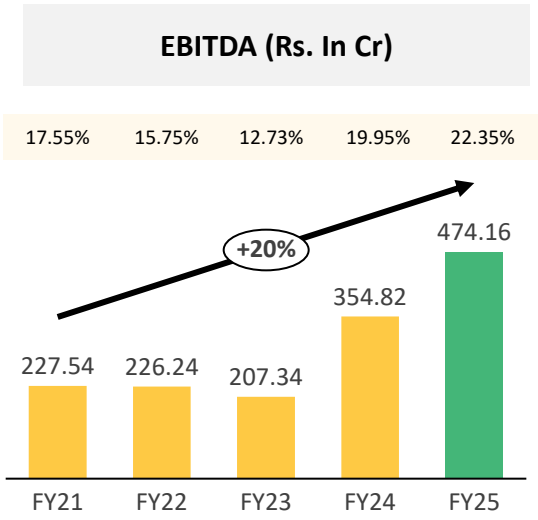
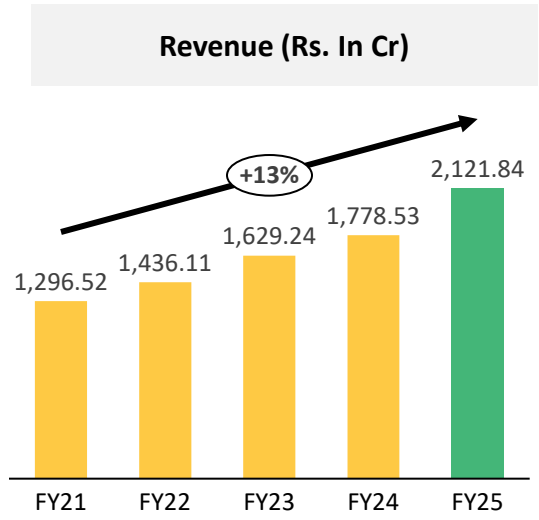
We are well equipped to meet the growing global demand, driven by our deep understanding of olfactory preferences, strong research and development capabilities, and a comprehensive portfolio of aroma chemicals. Our robust backward integration, powered by proprietary CST and GTO technologies, provides a distinct competitive advantage.

Sustainability remains at the heart of our operations. We are pleased with the improvement in our CDP score and the continued recognition of our ESG practices through a Gold rating from EcoVadis. By increasing our share of green power, we are not only lowering costs but also reaffirming our commitment to responsible growth.

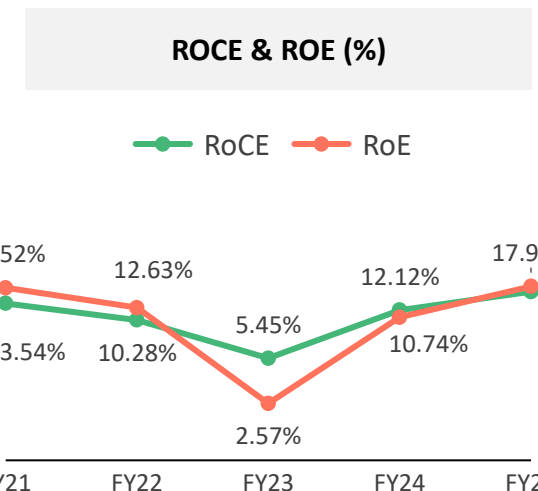
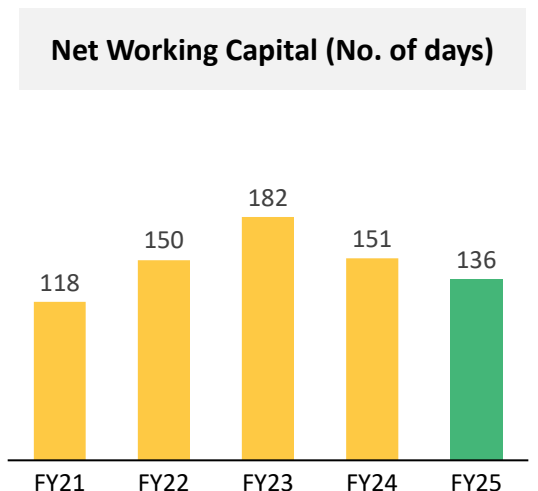
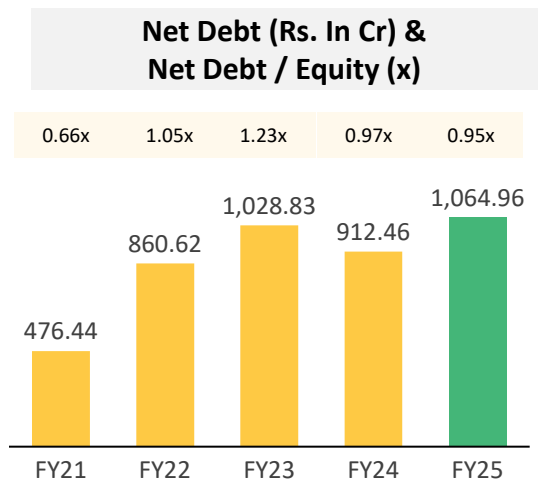


Mr. Mahesh Babani
Chairman & Managing Director

Steady Growth in Annual Performance



Margin

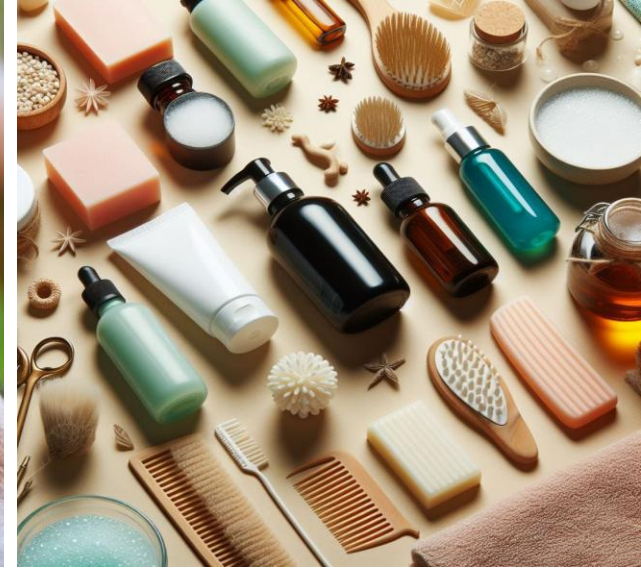


Consolidated Profit & Loss Account

Particulars (Rs. Crores)	Q4 FY25	Q4 FY24	YoY	FY25	FY24	YoY
Revenue from Operations	613.55	484.35		2,101.19	1,752.23	
Other Income	14.82	7.58		20.65	26.30	
Total Income	628.37	491.93	28%	2,121.84	1,778.53	19%
Cost of materials consumed	340.49	275.45		1,131.49	1,009.38	
Employee Expenses	23.54	18.00		86.51	72.74	
Power & Fuel	38.94	35.58		153.27	138.26	
Other Expenses	77.98	64.32		276.40	206.89	
EBITDA	147.42	98.58	50%	474.16	351.26	35%
EBITDA Margin (%)	23.46%	20.04%		22.35%	19.75%	
Depreciation	34.92	29.56		131.75	123.41	
EBIT	112.50	69.02		342.41	227.85	
Finance Cost	22.57	25.06		87.88	97.94	
Exceptional Items	0.00	0.00		0.00	0.00	
Profit before Tax	89.93	43.96		254.52	129.91	
Tax	25.95	12.09		69.77	34.48	
Profit After Tax	63.98	31.87	101%	184.75	95.43	94%
PAT Margin (%)	10.18%	6.48%		8.71%	5.37%	
EPS	17.03	8.16		47.87	24.43	

Consolidated Balance Sheet

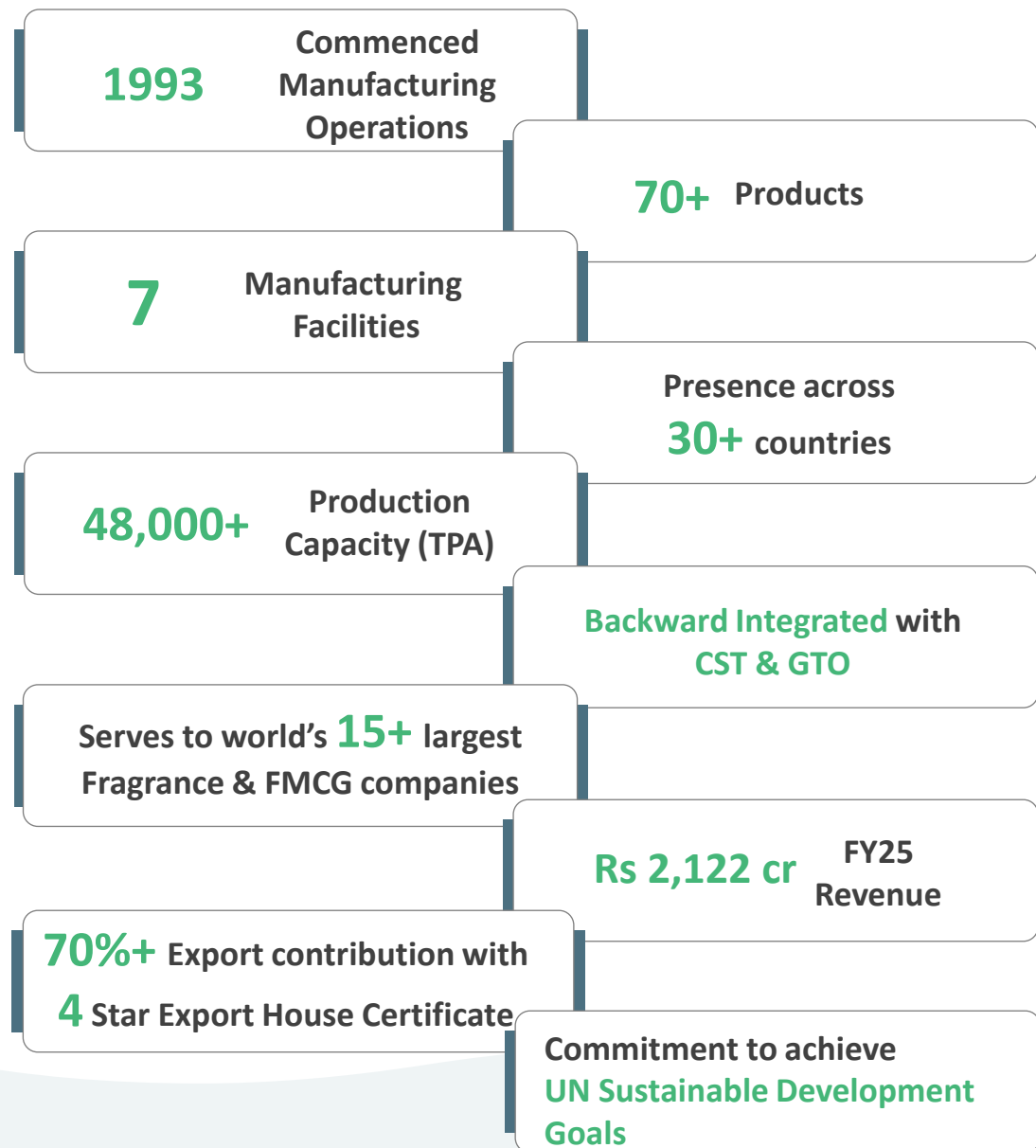
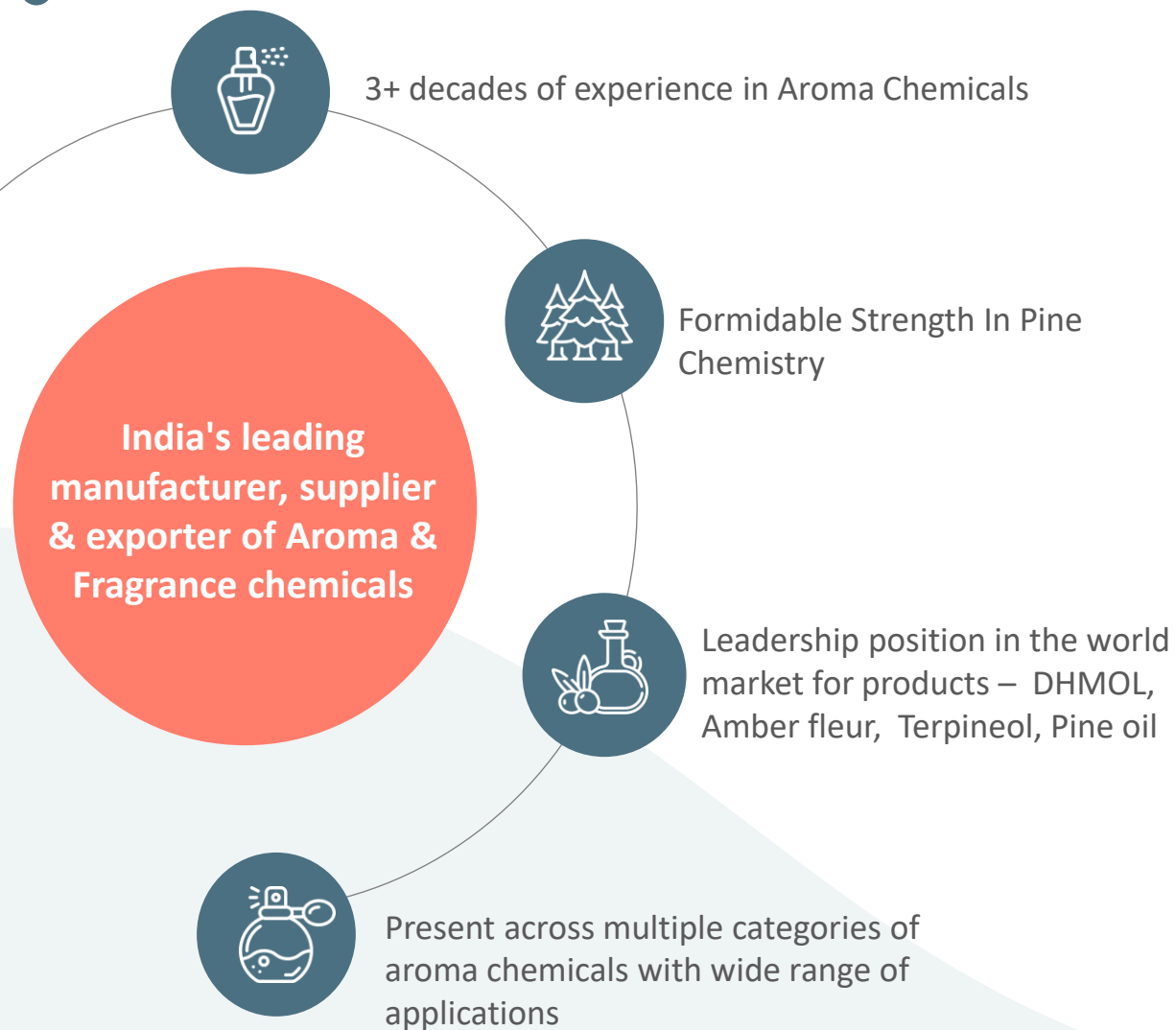
Assets (Rs. Crores)	Mar-25	Mar-24	Liabilities (Rs. Crores)	Mar-25	Mar-24
Non Current assets			Equity		
Property, Plant and Equipment	1,097.89	968.87	Equity Share capital	39.06	39.06
Capital work-in-progress	127.47	88.74	Other Equity	1,064.37	885.33
Intangible Assets	10.64	9.98	Non-Controlling Interest	14.49	16.74
Intangible Assets under development	13.87	10.09	Total Equity	1,117.92	941.13
Right Use of Assets	47.49	55.57	Financial liabilities		
Financial Assets			Borrowings	511.13	444.50
Investments	0.83	0.76	Lease Liabilities	9.46	18.54
Loans	0.00	0.00	Provisions	24.51	19.15
Other financial assets	54.26	19.19	Deferred tax liabilities (Net)	24.11	23.20
Income Tax Assets	15.35	23.46	Total Non Current Liabilities	569.22	505.38
Other non-current assets	59.41	24.07	Financial liabilities		
Total Non Current Assets	1,427.21	1,200.71	Borrowings	611.56	536.31
Current Assets			Lease Liabilities	10.68	8.83
Inventories	788.45	659.39	Trade Payables	402.25	282.51
Financial Assets			Other financial liabilities	67.08	44.43
Investments	7.54	39.56	Provisions	2.95	2.09
Trade receivables	394.15	347.50	Other current liabilities	5.53	8.35
Cash and cash equivalents	49.76	23.99	Current tax liabilities (Net)	3.33	13.51
Bank balances other than above	0.43	4.80	Total Current Liabilities	1,103.37	896.04
Other financial assets	1.36	0.00	Total Equity and Liabilities	2,790.51	2,342.55
Other current assets	121.61	66.60			
Total Current Assets	1,363.30	1,141.84			
Total Assets	2,790.51	2,342.55			



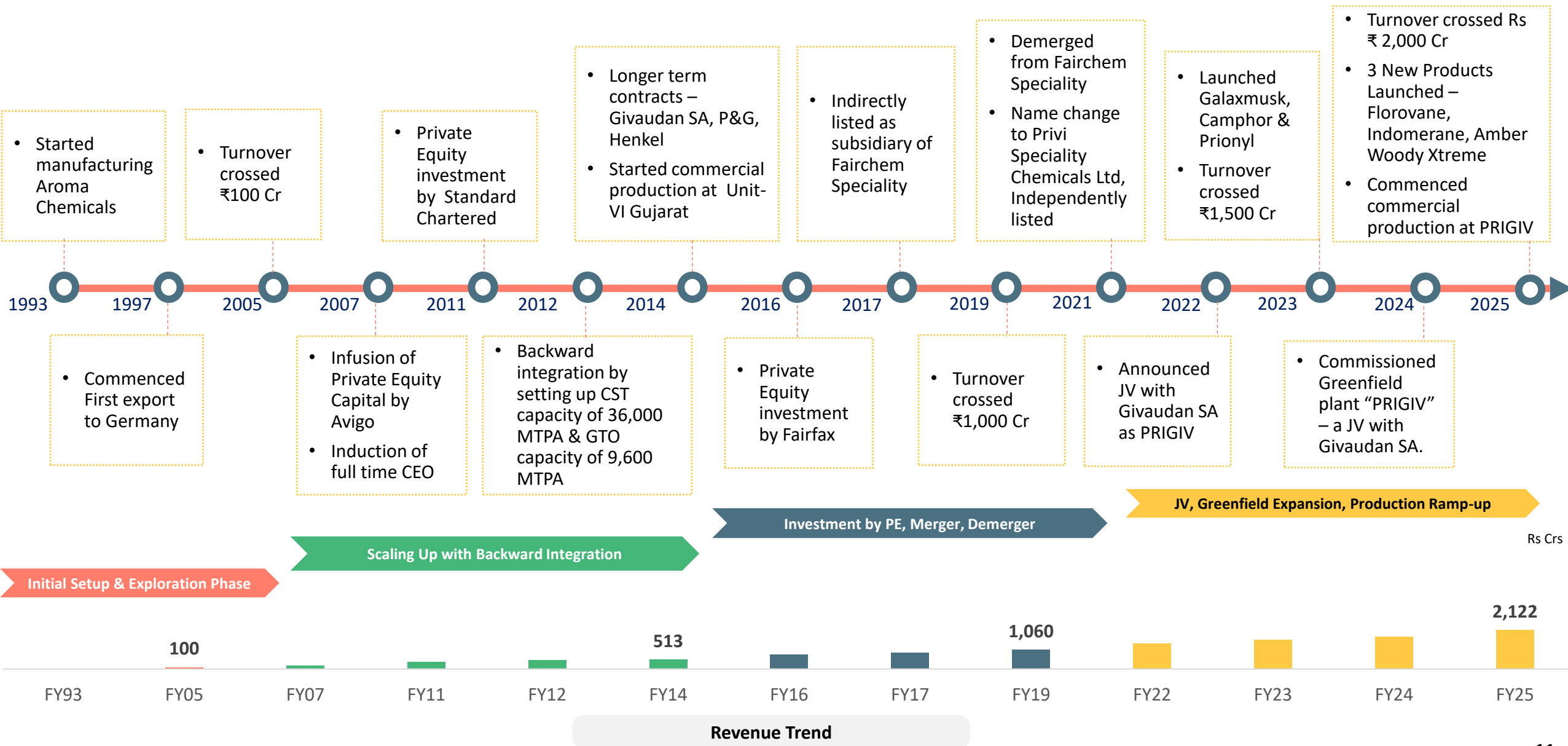
We Touch Your Lives Everyday



About Us



Our Journey



Core Values – 5S



Safety

- **Safety Award (Sep 2023)** – Recognized for the lowest accident frequency rate in the chemical industry.
- **National Safety Council (NSC)** Certificate of Merit, Maharashtra Chapter' Maharashtra Safety Award 2022, Maharashtra Chapter Certificate of Merit and NSC Safety Award (Unit-I)

Sustainability

- **Carbon Disclosure Project (CDP)** Climate Change Rating (2024)
- **Together for Sustainability (TFS)** Audit
- **Roundtable on Sustainable Palm Oil (RSPO)**
- **Forest Stewardship Council (FSC)**

Sense of Urgency

- **Re – Earth:** At Privi we are ensuring that the World we live in has less carbon emissions. Hence all the products going forward we are trying our best to make it from renewable resources.
- **Safety Award** – Recognized for the **longest accident-free period** in the Chemical & Fertilizers.

Super Transparency

- Secured 80/100 in Labor and Human Rights in EcoVadis survey

Sincere Respect & Care

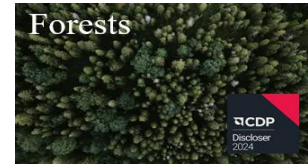
Healthcare

- Organized health check-ups, blood donation, and cataract camps
- Supported medical research and provided cyclone relief
- Offered nutrition counselling for mothers

Education

- Supported education for underprivileged children
- Distributed books and stationery
- Set up toy libraries in Balwadis

Key Recognitions



Key Certifications



Wide applications across F&F and FMCG with a diverse client base



70+ Product Offerings

- Pinene
- Citral
- Musk & Speciality
- Phenol
- Value Added

Fragrance

- Fine Fragrance
- Perfume
- Candles
- Air Fresheners
- Incense Stick

Home Care

- Soaps
- Floor Cleaner
- Detergent
- Handwash
- Disinfectant Cleaner

Personal Care

- Shampoos
- Conditioners
- Lipsticks
- Creams & Lotions

Others

- Antiseptic Liquids
- Health Care
- Pharmaceuticals
- And many more...



*Serving the
evolving needs of
end consumers
across the globe*

Wide Applications



Diverse Client Base



Touching Lives Everyday

State of the Art Manufacturing Facilities Backed by In-House R&D

Location	Mahad, Maharashtra	Jhagadia, Gujarat
No. of Units	6	1
Major Products	<ul style="list-style-type: none"> Amber Fleur Dihydromyrcenol Camphor Prionyl Citral Speciality Pine oil & Terpeneol 	<ul style="list-style-type: none"> OTBCHA PTBCHA Galaxmusk Florovane Indomerane



Production Capacity
48,000+ MTPA

2 R&D centers

Mahad & Nerul, Maharashtra



Employee strength
1,000+ people

89

R&D team strength including scientist, microbiologist & chemistry professionals



Strategically Located
Near JNPT Port & Ankleshwar Dry Port



Backward Integrated with CST & GTO

Company's Backward Integration of CST and GTO technology is the core strength & key competitive edge

Benefits of CST Backward Integration

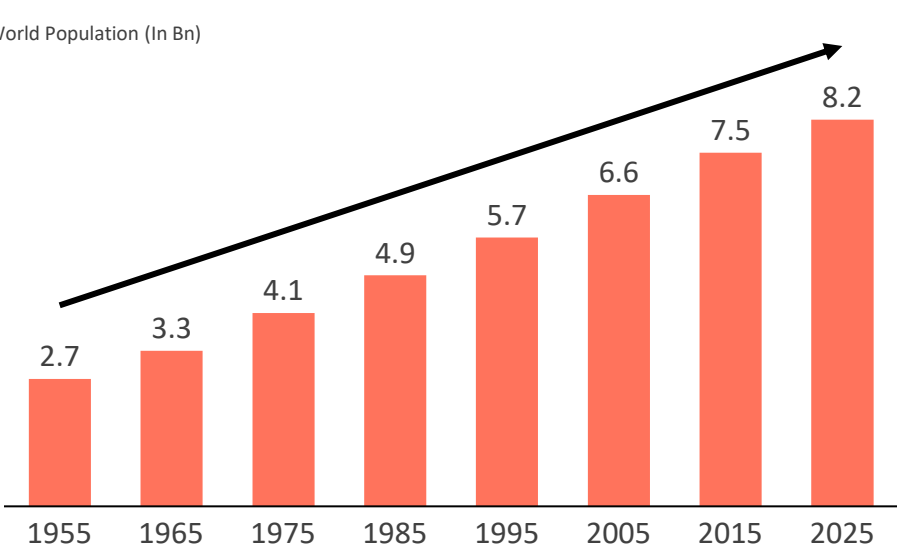
Recycling pulp and paper waste ensures long-term supply visibility.

Prices are more stable than GTO

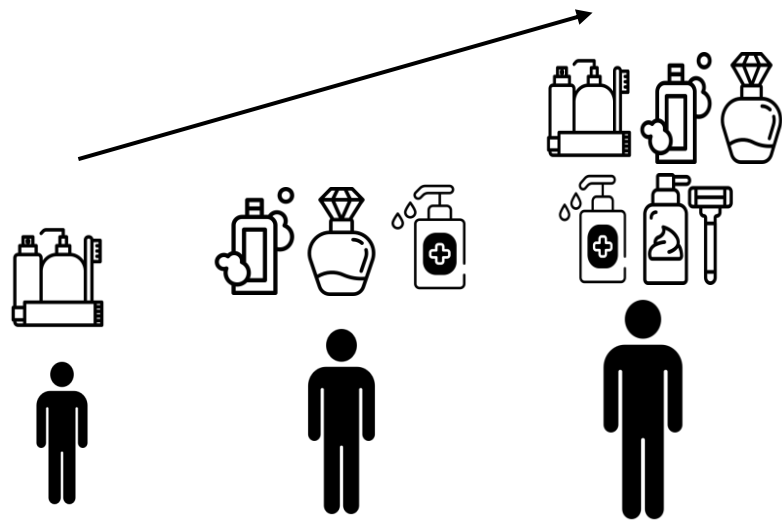
Long-term supply contracts with 60+ paper mills across the globe



Evolving Lifestyles Leads to Perpetual Rising Demand



Population growth is fueling a surge in personal care consumption.



Earlier

**One Person
One Product**

Now

**One Person
Multiple Products**

Rising Demand for Aroma Chemicals

- Surge in Niche fragrance requirements
- Need for adaptive, stable, and sustainable aroma molecules
- Trend towards gender-neutral and mood-based scents
- Shift from “Mass Scenting” to “Micro-Experiences”

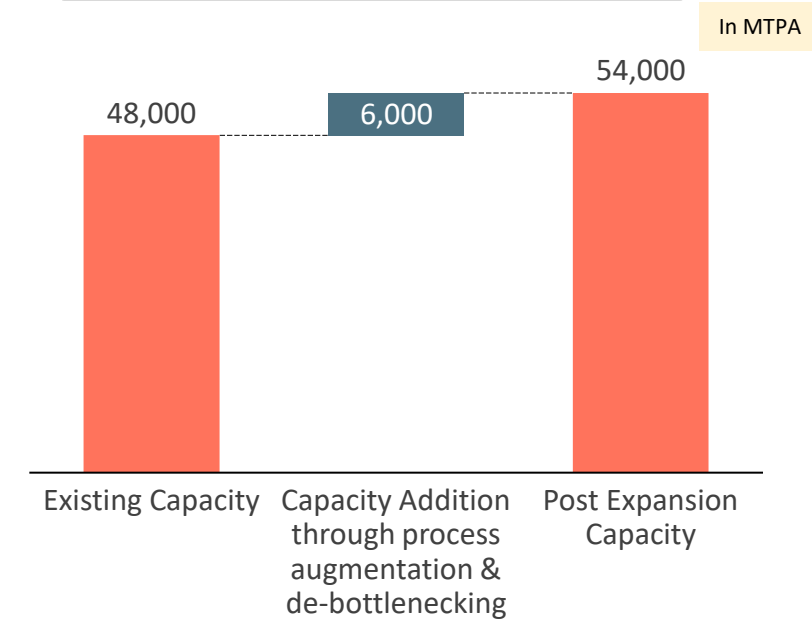
Privi’s is well positioned to meet rising home, personal & air care demand

Expanding Core Capacities while launching New Products

Driving innovation with new launches like Indomerane, Florovane and Amber Woody Xtreme

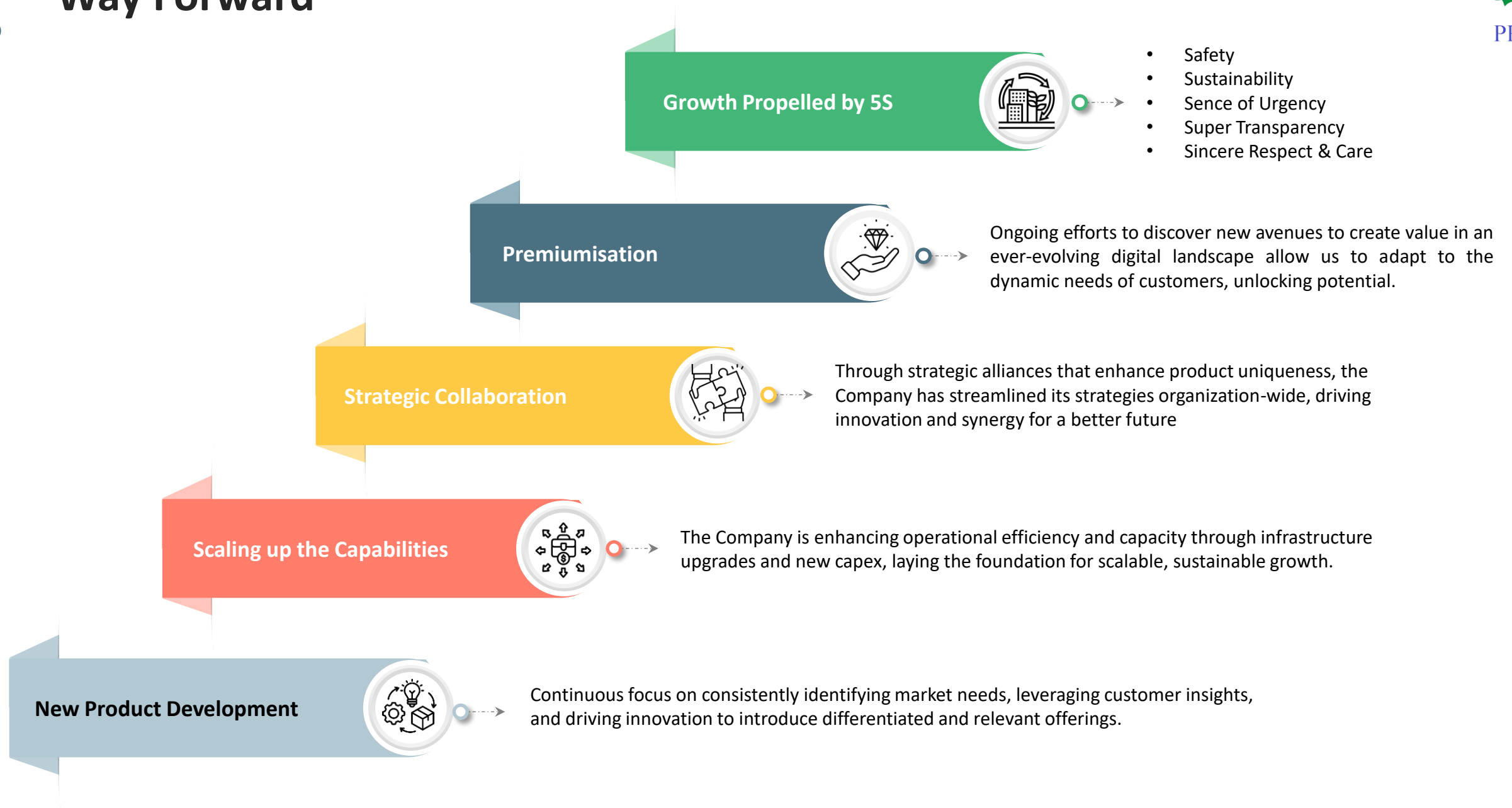
- From the intermediates of the Galaxmusk, the Company has launched the value-added products **Indomerane, Floravone and Amber Woody Xtreme**.
- These products are used in **day-to-day applications** like **Air care, Personal Care and Laundry care** and have been well received by the market.
- The Company is in the process of launching two new products that have been developed and are currently in the scale up phase for plant level production. These products are designed for use in fine fragrances and the company expects to launch the same in the year 26-27.
- Menthol, Peppermint oil**, several super speciality aroma chemicals all developed at Lab & Pilot level successfully could propel future growth post current capacity expansion of existing products

Expanding Capacity for Existing Products



- Capacity expansion is underway for both key existing products and new launches.
- Total Capex to be incurred – Rs 250 – Rs 300 crores
- Mode of Financing - Mix of Internal Accruals and Debt
- Expected to complete by March 2026

Way Forward



Thank You

Company:



PRIVI

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CIN – L15140MH1985PLC286828

Mr. Narayan S. Iyer – Chief Financial Officer

Email – investors@privi.co.in

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Strategic Growth Advisors Pvt. Ltd.

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