

BUSINESS SEGMENT OVERVIEW

Delivering Sustainable Solutions for Diverse Needs

We offer a wide array of products across our diversified yet integrated business segments that meet the stringent quality and sustainability norms of our customers across various sectors.

Owing to increasing number of facilities catering to multi-products, integrated production processes, similar economic characteristics of products and business conditions, the Group's operations were merged during the year and are now reported under two Business Segments as per Ind AS 108, namely: • **Advanced Intermediates** • **Phenolics**



Advanced Intermediates

Overview

Specialised products with stringent requirements in terms of performance.

Products

Sodium Nitrite, Sodium Nitrate, Nitro Toluidines, Fuel Additives, Nitrosyl Sulphuric Acid, Xylidines, Oximes, Cumidines, Speciality Agrochemicals, Optical Brightening Agent (OBA), DASDA

Application diversity

Colourants, Petrochemicals, Rubber, Agrochemicals, Pharmaceuticals, Water treatment, Glass industries, Textiles, Industrial Explosives, Fuel Additives etc.

Revenue contribution

38%

Contribution to EBIT

48%

Performance

- Advanced Intermediates segment reported healthy revenue growth of 21% driven by positive demand for key products and improved sales realisation despite the volatile global economic environment
- Sharp rise in input costs and lag effect in passing on prices to customers resulted in moderation of EBIT growth
- We expect to gain from the traction of chemical industry, our strategy of integrating business both forward and backward



Phenolics

Overview

High volume import substitutes

Products

Cumene, Phenol, Acetone, Isopropyl Alcohol, AMS

Application diversity

Laminate & Plywood, Automotive, Construction, Pharmaceuticals, Adhesives, Sanitisers, Rubber, Chemicals, Paints, etc.

Revenue contribution

62%

Contribution to EBIT

52%

Performance

- Delivered a strong topline performance with revenue growth of 16%. EBITDA margin stood at 14%. This was achieved despite weak global demand and price increase in key raw materials such as Propylene and Benzene combined with high prices of coal
- The Phenol plant clocked a utilisation rate of over 120% for the fourth quarter and achieved the highest-ever quarterly domestic sale and production per day of phenol
- Demand trajectory remains solid and we are well placed to realise incremental gains through timely introduction of downstream derivative products of phenol and acetone