



RP - Sanjiv Goenka
Group

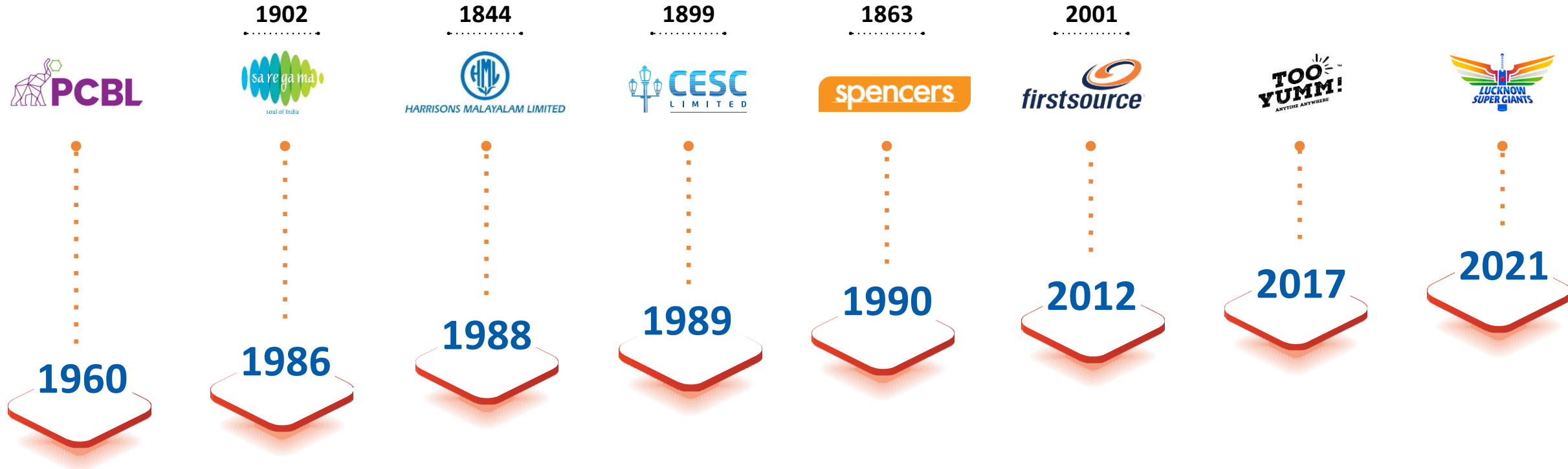
Growing Legacies

RPSG Group

&



Growing legacies



Legacy is about building the future by honouring the past. With a rich heritage, RPSG Group today is one of the most revered business conglomerates of India. The Group inspires trust and credibility through its value-driven business culture and thought leadership.

● Year of Acquisition ● Year of Incorporation

RPSG group: Building a diversified conglomerate



One of India's **New-age and fastest growing**

conglomerates[#]

Presence in **45+** countries[#]

Strong workforce of

50,000

employees, belonging to different nationalities[#]

100+ offices worldwide[#]

* As on FY23

Anchored to core values



We strive towards performance excellence, value-addition and strong bottom line orientation. I'm happy to say this focus has paid-off – in revenue growth, in profit growth and in valuations – all of which have grown exponentially.

Dr. Sanjiv Goenka
Chairman
RP-Sanjiv Goenka Group

Vision

To be a responsive conglomerate driven by sustainable growth, efficiency and innovation.



Shashwat Goenka
Sector Head- Retail & FMCG



V C Agrawal
President Group
Human Resources



Rajarshi Banerjee
Group Chief
Financial Officer



Debasish Banerjee
Managing Director
(Distribution)
CESC Limited



Rabi Chowdhury
Managing Director
(Generation)
CESC Limited



Kaushik Roy
Managing Director
PCBL Limited



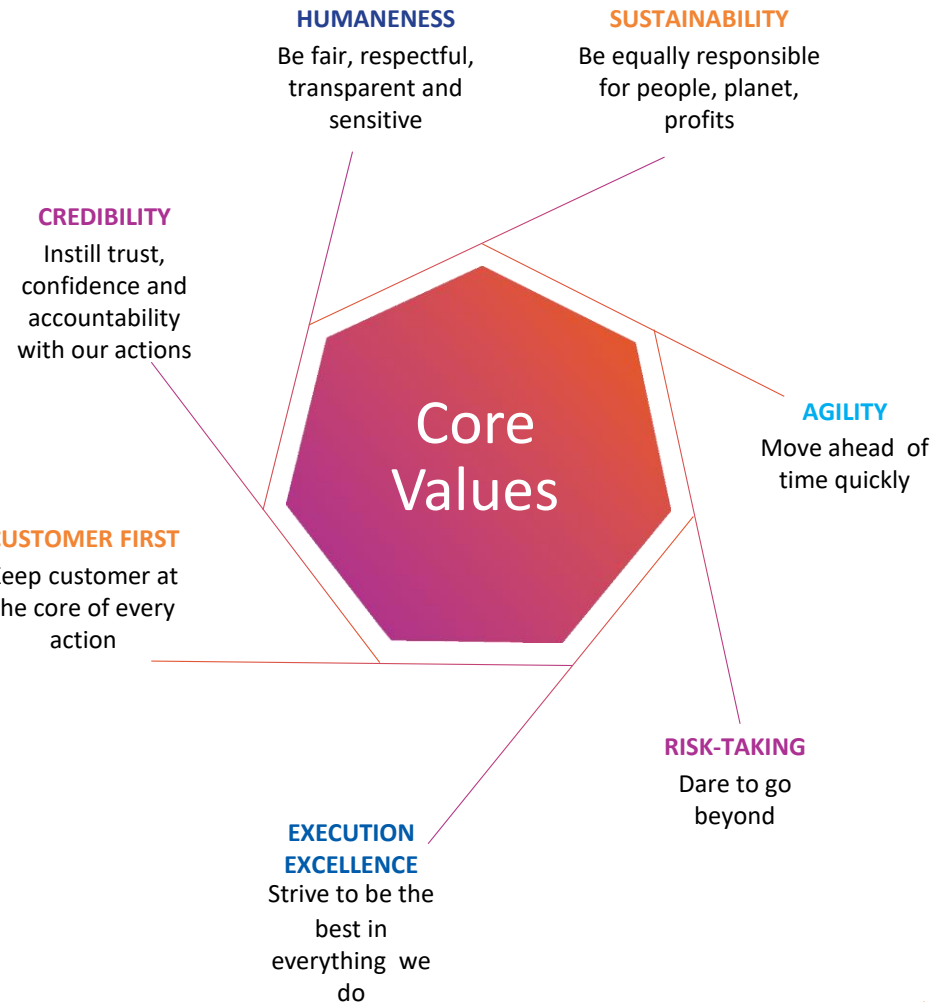
Vikram Mehra
Managing Director
Saregama India
Limited



Ritesh Idani
Managing Director
and CEO
Firstsource Solutions

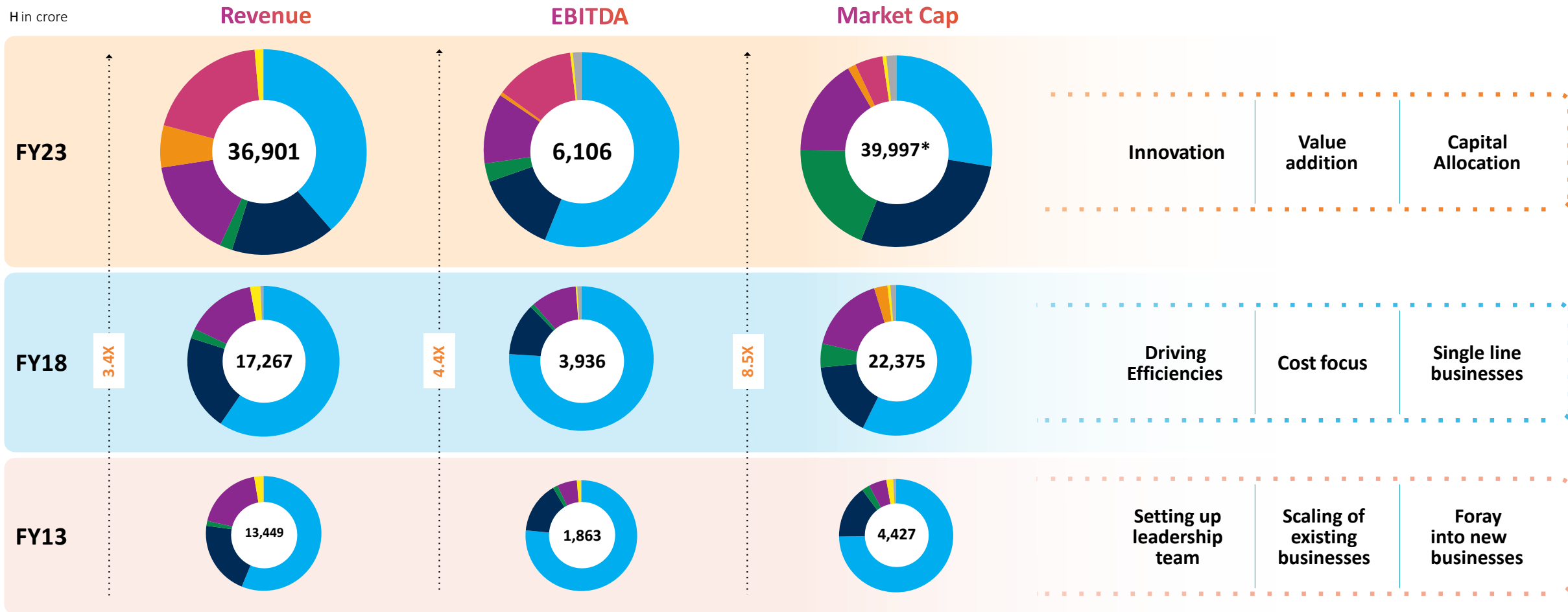


Rajeev Khandelwal
Chief Executive
Officer FMCG
Business



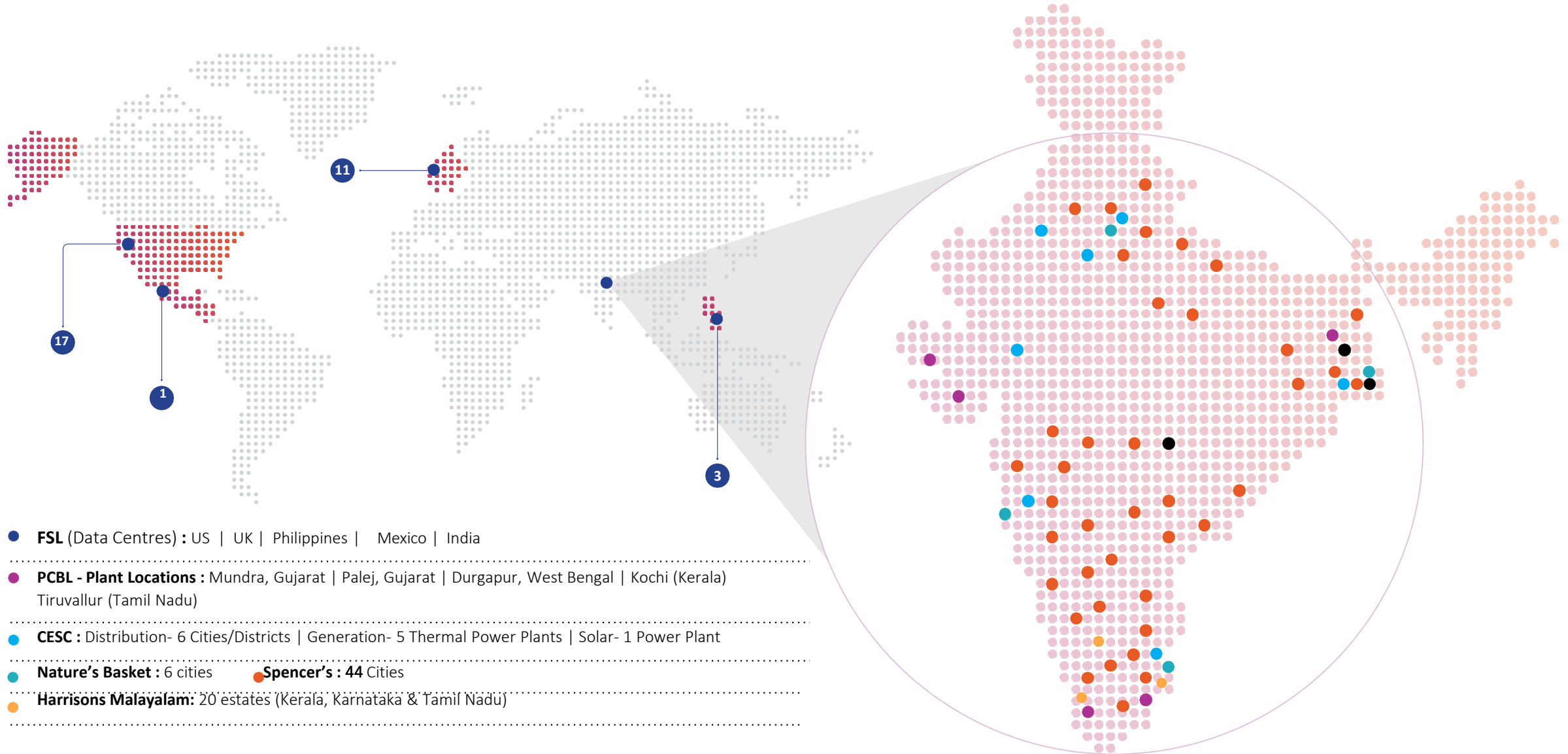
Group's growth trajectory

Hi in crore



*Market cap as on 31st Aug 2023

Our geographical presence



- **FSL (Data Centres) :** US | UK | Philippines | Mexico | India

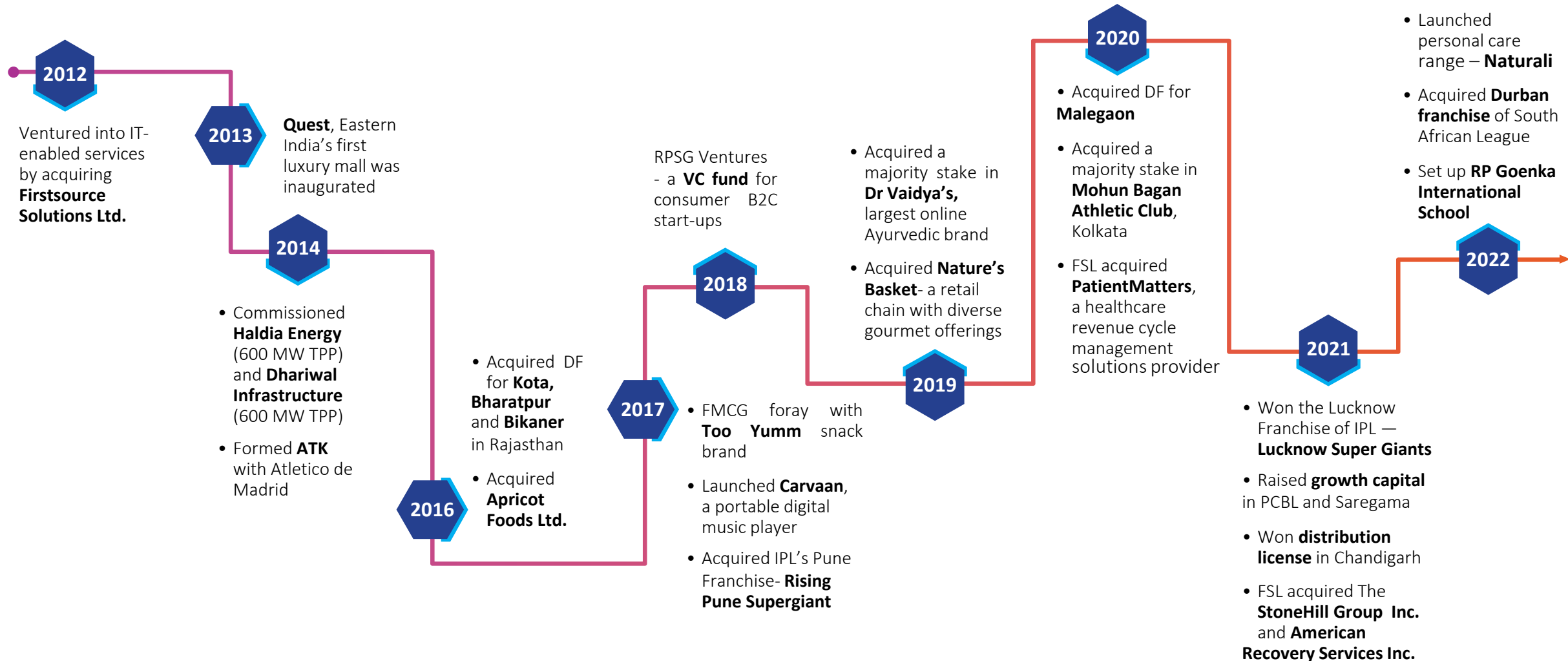
- **PCBL - Plant Locations :** Mundra, Gujarat | Palej, Gujarat | Durgapur, West Bengal | Kochi (Kerala) | Tiruvallur (Tamil Nadu)

- **CESC :** Distribution- 6 Cities/Districts | Generation- 5 Thermal Power Plants | Solar- 1 Power Plant

- **Nature's Basket :** 6 cities ● **Spencer's :** 44 Cities

- **Harrisons Malayalam:** 20 estates (Kerala, Karnataka & Tamil Nadu)

Our journey through the decade



Sustainability

as one of the core values for the group – ‘Be equally responsible for people, planets and profits’

“Great Place to Work”

CESC, Firstsource & Spencer’s

Green Building

17 Certified Buildings & 1.6 Mn Sq Ft of Operating Area

The RP-Sanjiv Goenka Group has received the **United States Green Building Council Leadership Award** for South-East Asia 2021 for its one-of-a-kind project

Sustainability Reports – **CESC** and **PCBL** have been publishing their Sustainability reports annually for a few years now

GHG emission reduction target

PCBL- 15% plans to reduce net Co₂ emission by 2030

CESC aims to reduce its GHG emissions and Carbon Footprint by 2030

Water Conservation

All plants at PCBL adhere to ZLD regulations.

By 2030 CESC covet all power plants to be ZLD compliant

FSL and **HML** have **44%** & **50%** **women workforce**, respectively

Firstsource comprehended in the **2022 Bloomberg Gender-Equality Index (GEI)**

Board Composition

FSL, PCBL, Saregama, Spencer's, RPSG Ventures, CESC - 50% Independent Directors

Strategic priorities



Sustainably growing our businesses
(Organic and Inorganic mix)



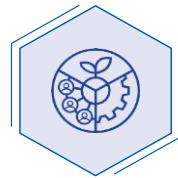
Enriching portfolio of businesses
by increasing share of
value-added product and services



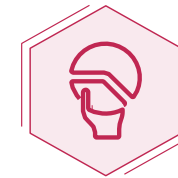
Profitable Growth
(Focus on ROCE as KPI)



Transforming into R&D and
Innovation led culture



ESG
Commitment



Shareholder
Value Creation

Numerous Legacies Continuous Growth

2000 Years





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PCBL- A National Pioneer and Global Player

India's largest & world's 7th largest Carbon Black Company with strong presence in specialty chemical.

Robust product portfolio with customized offerings for tyres, performance chemicals and specialty chemicals with a 'Waste to Wealth' business model.

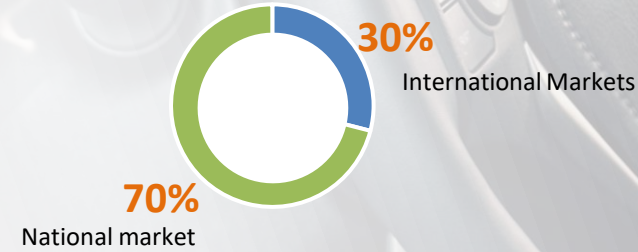
Existing 4 plants combined Annual capacity of 623 KTPA & green power generation plant of 98 MW.

Green field project at Tamil Nadu with Annual capacity of 147 KTPA & green power generation plant of 24 MW

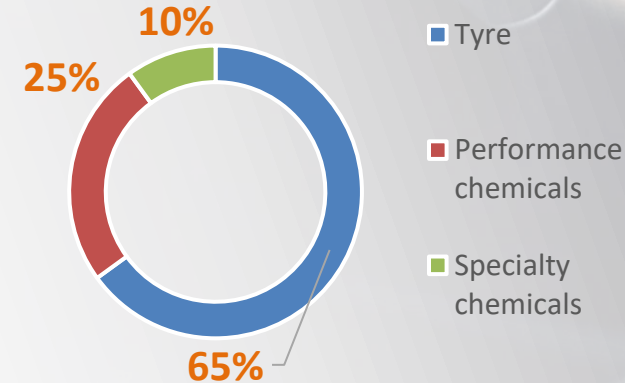
R&D, innovation & technology are key focus areas for the company (new product development, process innovation & fundamental research) with R&D centres in India & Belgium.

Established market presence with major tyre, specialty and performance chemicals customers in more than 50 countries worldwide.

Revenue by Geography



Revenue by Segment



4 + 1
Manufacturing facilities

100+
Grades

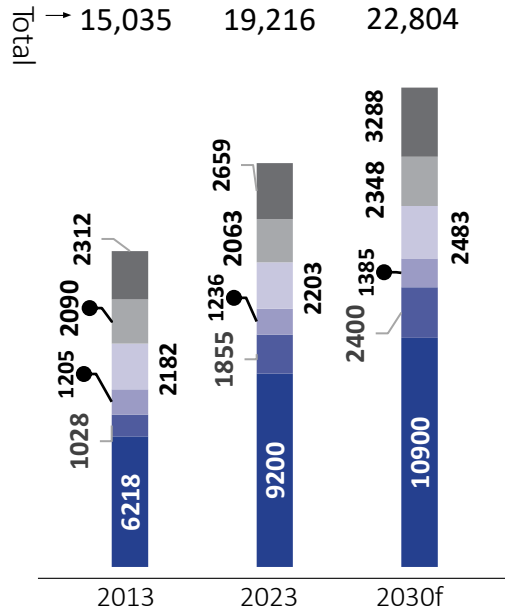
65+
Grades of speciality Chemicals

50+
Countries

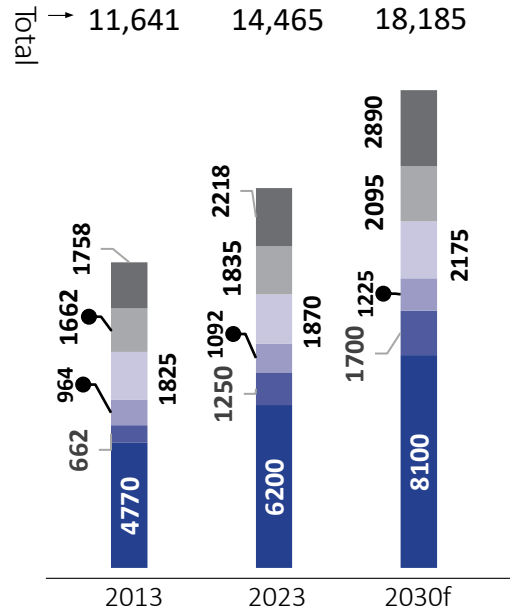
120+
Customers of Speciality Chemicals

1175+
Employees

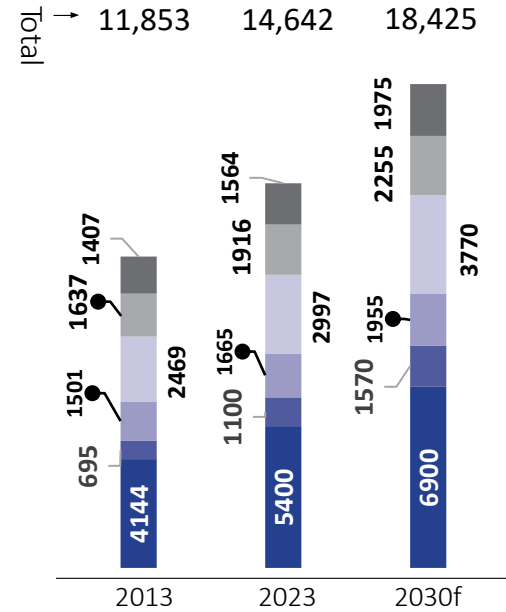
Capacity Data (KTPA)



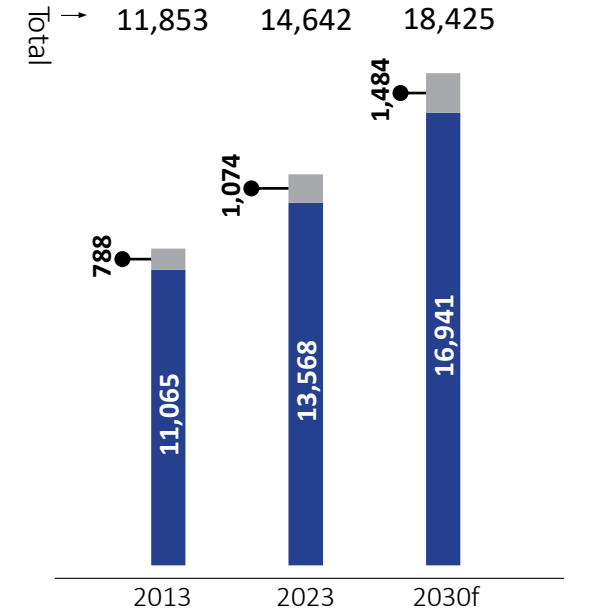
Production Data (KTPA)



Demand Data (KTPA)



Demand Data (KTPA)



● China ● India ● European Union ● Asia (Excl. China & India) ● North America ● Others

● Rubber Black ● Specialty

Global Capacity has grown at 2.5% CAGR over the past decade in line with global demand growth

Capacity growth in North America & European Union has remained stagnant in last decade & the same is forecasted to be low by 2030

Indian capacity has grown at 6% CAGR over the last decade which indicates strong domestic market & export competitiveness

Global demand is expected to grow at 3.5 % CAGR by 2030. India's demand is expected to grow at 5-6% CAGR, which strengthens India's position as the strongest market

Source: NOTCH Carbon Black world data book



Tyre



Conveyor belt



Industrial hoses



Food plate



Electric wire



Print ink



Camera body



Automobile component

Rubber Black

(90% of the PCBL total volume & 93% of the Global industry total volume)

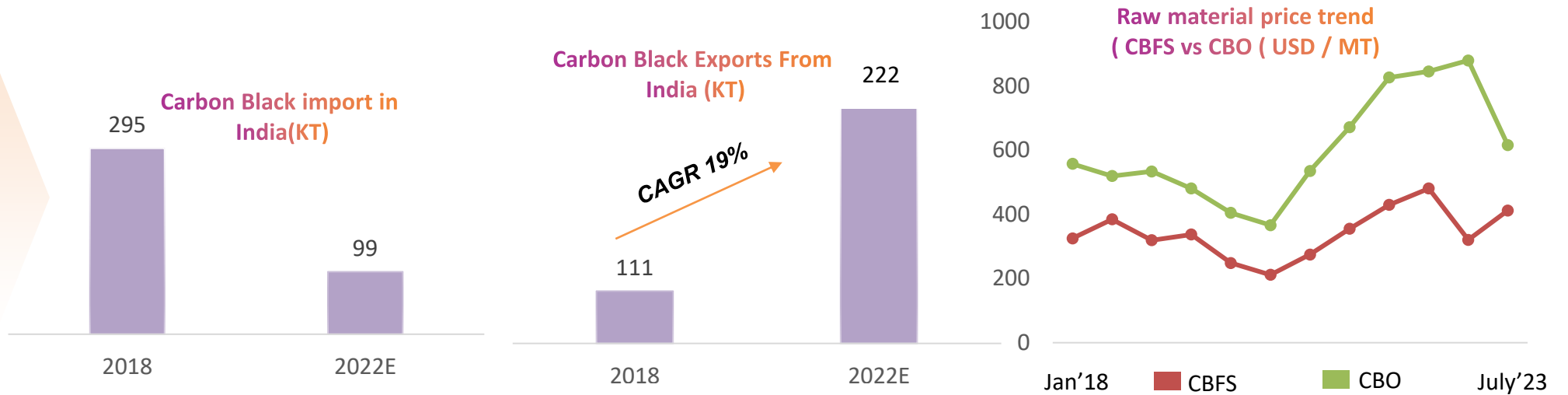
Specialty chemicals

(10% of the PCBL total volume & 7% of the Global industry total volume)

Favourable Tailwinds & Opportunities

Cost competitiveness & opportunities in India supporting Multinational companies adopting China+ strategy .

Reduction in India's Carbon Black import & Increase in India's Carbon Black Exports



Opportunities in India



Favourable Demography



Supportive Government Policies



Rising Share of Middle Class & improving Consumer Spending power

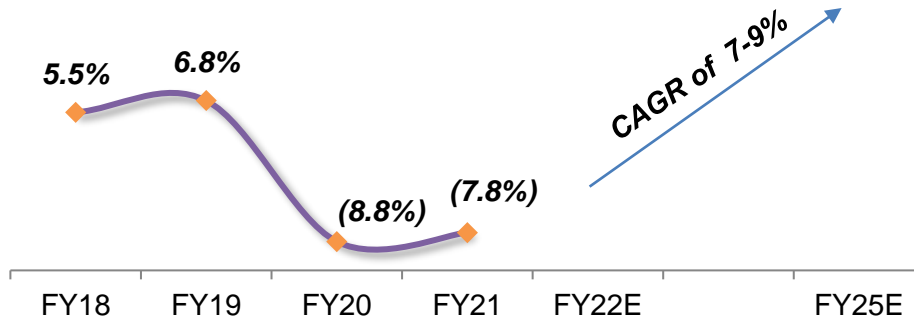


Low Per Capita Consumption

Favourable Tailwinds & Opportunities

Indian Tyre Industry Growth and Key Drivers

Indian Tyre Market Growth



Acceleration in economic activity – infrastructure spend , freight movement

Post COVID increase in preference for personal mobility

Vehicle scrappage policy

Recovery in OEM segment & steady replacement market

Growing demand for EV & SUV tyres

Lower competition from imports with increased import restrictions

Indian Tyre Industry Key Trends



Demand Recovery

Tyre demand is estimated to grow by 8-9 % in FY24 with growth recovery in OEM and replacement segments



Exports Growth

Tyre exports witnessed healthy growth of 9% in FY23 driven by growth in passenger car , agri & construction sectors and increased acceptance for Indian tyres globally



Imports Reduction

Tyre import in India still much below pre COVID
Continuing the trend , radial truck & bus tyre imports fell by 46% in FY23



Significant Capex

INR 35000 crs of investment by tyre industry in last 3 years in capacity creation & debottlenecking

Largest Carbon Black Company in India

Company	Domestic Capacity (KT)
PCBL	770
Birla Carbon India	315
Himadri Specialty Chemicals	180
BKT (Balkrishna Tyres)	200
Epsilon Carbon	115
Continental Carbon India	235



7th Largest carbon black company globally

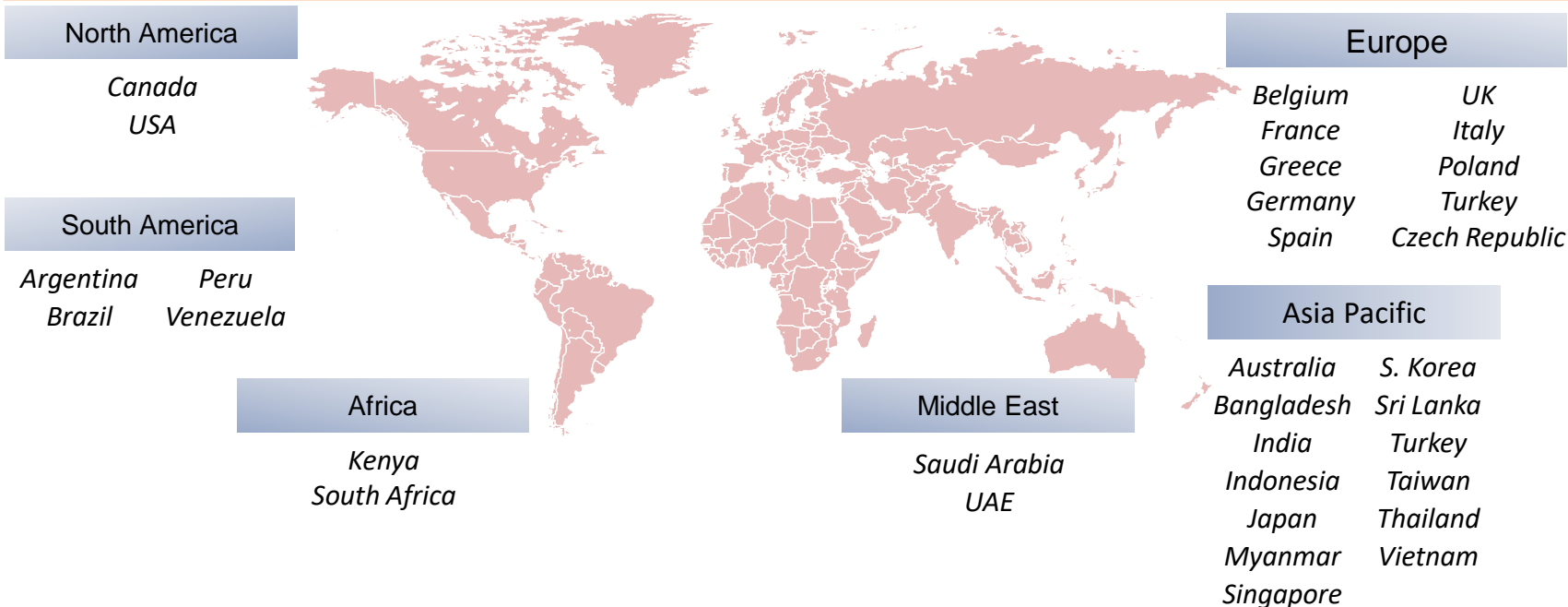


Presence across **50+ countries**



PCBL exported ~140 KT in FY23

Strong Global Footprint



Multiple Global Offices across Europe and Asia



Decanting stations across USA, Europe and Asia



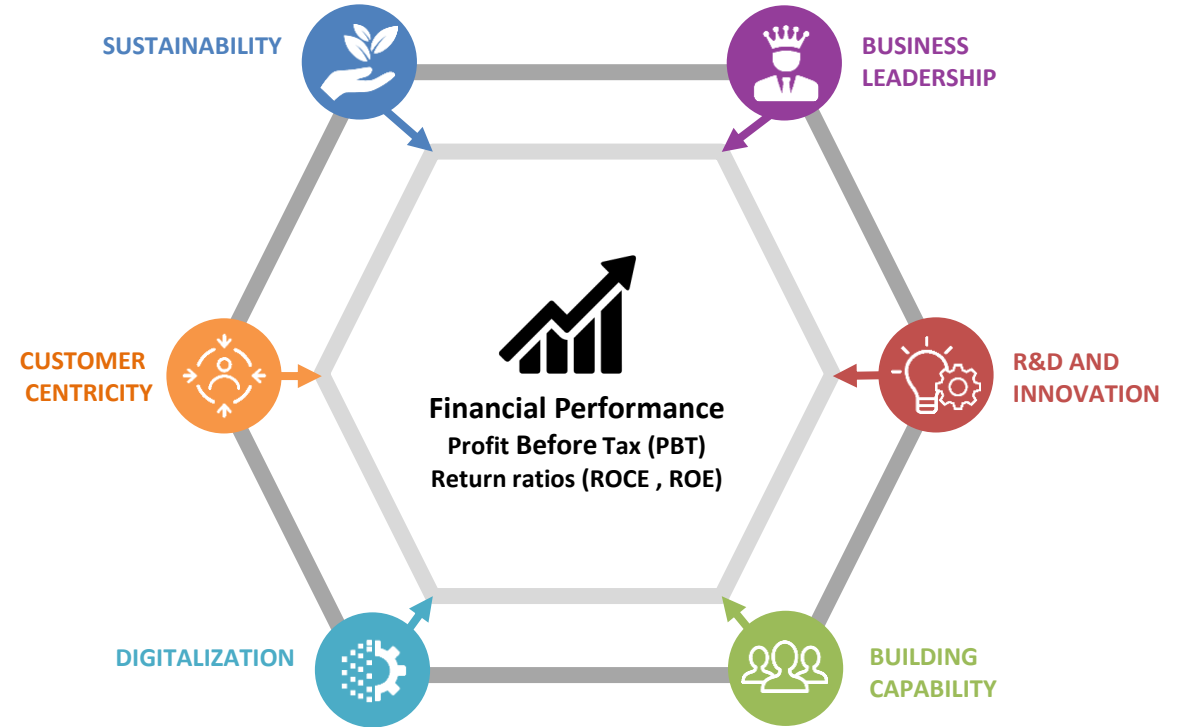
Innovation center in Belgium & R&D center in India

Transformation Journey

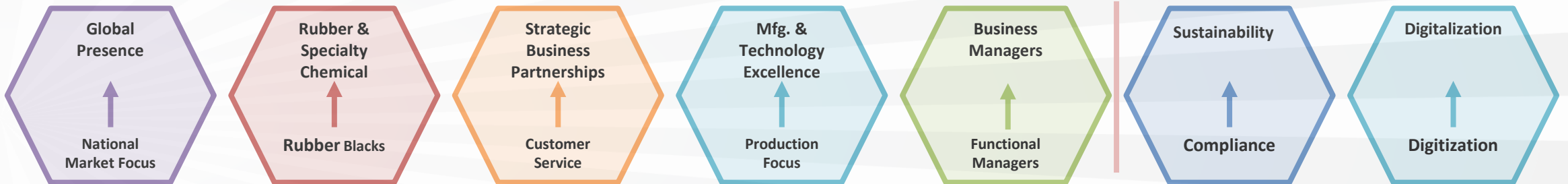
VISION

A trusted Global player providing cutting edge solutions to our Partners and an exciting workplace to our People

7 Business Themes



Strategic Imperatives



Experienced Leadership Team



Kaushik Roy – Managing Director & CEO

- Around 30 years spread over Apollo Tyres, Gujarat Ambuja Cement, and PCBL
- Was Indian Tyre Industry Representative on the Industry Body of International Rubber Study Group, Singapore; and also the Member of Governing Council, RSDC (Rubber Skill Development Centre), India.
- MTech (Mechanical), IIT Kharagpur; MBA, University of Tokyo; Alumnus of IMD – Switzerland



Kaushik Mukherjee - Company Secretary & Chief Legal Officer

- He started his career with CESC Limited in 1993 and has since been working with the Group, with a cumulative experience of 31 years
- B.Com. (H) from Calcutta University, CA from ICAI, CS from Institute Of Company Secretaries Of India



Raj Kumar Gupta - CFO

- He started his career with CESC Limited in 1998 and has since been working with the Group for more than 25 years
- B.Com(H) from Calcutta University, CWA from ICWAI, CA from ICAI



Lohit Shringi - Chief - Specialty Blacks

- Around 25 years across chemical, automotive, electrification, EV batteries etc.
- Worked more than 16 years in DuPont in various capacities.
- B.Tech from University of Rajasthan) ; MBA from MDI Gurgaon



Gautam Kalia - Chief International Markets, Rubber Blacks

- Around 27 years comprising L&T Ltd and PCBL
- B.Tech (Mechanical) - University Topper & Gold Medalist, Rani Durgavati University, Jabalpur; PGDGM, XLRI Jamshedpur



Sabyasachi Bhattacharya – Chief - HR & IT

- More than 25 years spread over Reckitt Benckiser, Coates of India, Hutchison, Haldia Petrochemical, Berger Paints, Saregama India Ltd, Sherwin Williams and currently PCBL
- BA (Hons), University of Calcutta; MBA, IISWBM



Vijay Joshi – Chief Operations

- 30+ years of experience
- Worked previously in Deepak Fertilisers, Bombay Dyeing, Futura Polysters, Century Enka.
- BE from Pune University, Diploma in Business Management from Pune University, Masters in Management Science from Pune University, PG Diploma from MSBTE – Mumbai, Executive General Management Programme from IIM – Bangalore.



Jiten Keluskar - Chief Procurement Officer

- More than 33 years comprising Reliance Industries Ltd, Cummins India Ltd, Mahindra & Mahindra Ltd, Siemens Ltd, Crompton Greaves Ltd, ACC Ltd (Mumbai)
- BE from Walchand College Of Engineering, PGDM from Govt Polytechnic Bandra, CWA from ICWAI, CPM from Institute Of Supply Management



Mainackya Ghosh - Chief - National Markets, Rubber Blacks

- 24 years spread over ICM (Export House), ITC (Tobacco Division India), Orind Refractories Ltd, Liaoning Birla Carbon Company Ltd, Qingdao Eastlion I&E Co Ltd, Continental Carbon India Ltd, Himadri Chemicals & Industries Ltd and currently PCBL
- B.Com (H) from Calcutta University, PGDM from International Management Centre



Valerie Smits – Head – Global R&D

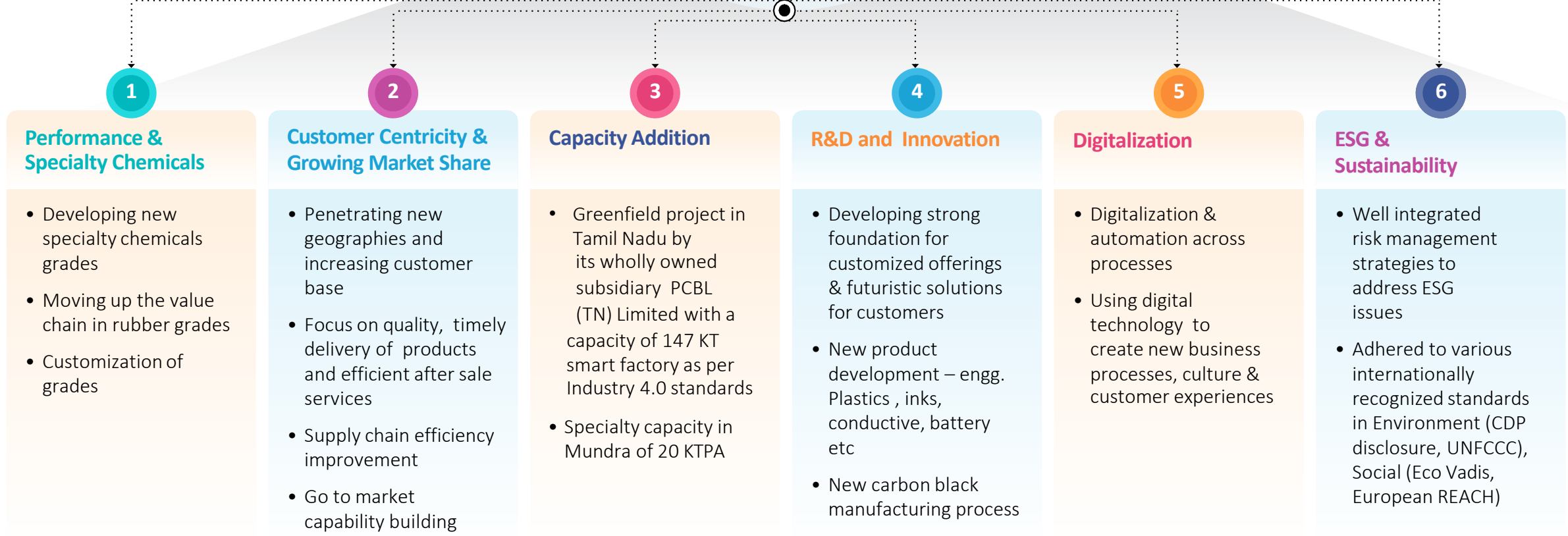
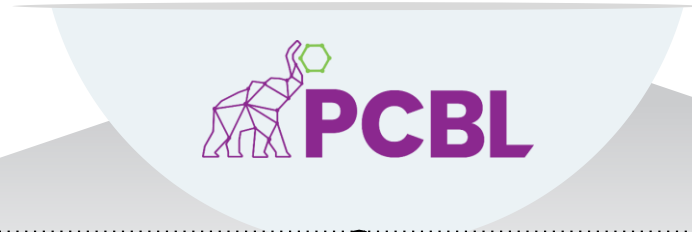
- 24 years spread over TOTAL, DOW CORNING, SABIC, IMERYS
- M. Tech from UMons Belgium & TUHH, Germany



Sudipto Kumar Ghosh – Head - Projects

- Around 28 years of experience comprising Saurashtra Chemicals, Arvind Mills Ltd., Paharpur Cooling Towers and PCBL
- B.Tech from REC Surat, PGDBA from Symbiosis Centre for Distance Learning

Growth Strategies



1

Performance & Specialty Chemicals

- Developing new specialty chemicals grades
- Moving up the value chain in rubber grades
- Customization of grades

2

Customer Centricity & Growing Market Share

- Penetrating new geographies and increasing customer base
- Focus on quality, timely delivery of products and efficient after sale services
- Supply chain efficiency improvement
- Go to market capability building

3

Capacity Addition

- Greenfield project in Tamil Nadu by its wholly owned subsidiary PCBL (TN) Limited with a capacity of 147 KT smart factory as per Industry 4.0 standards
- Specialty capacity in Mundra of 20 KTPA

4

R&D and Innovation

- Developing strong foundation for customized offerings & futuristic solutions for customers
- New product development – engg. Plastics , inks, conductive, battery etc
- New carbon black manufacturing process

5

Digitalization

- Digitalization & automation across processes
- Using digital technology to create new business processes, culture & customer experiences

6

ESG & Sustainability

- Well integrated risk management strategies to address ESG issues
- Adhered to various internationally recognized standards in Environment (CDP disclosure, UNFCCC), Social (Eco Vadis, European REACH)

Specialty Chemicals- Developing New Products



From films and fibres to pipes and wires, our products are customized to meet our customers' every need.

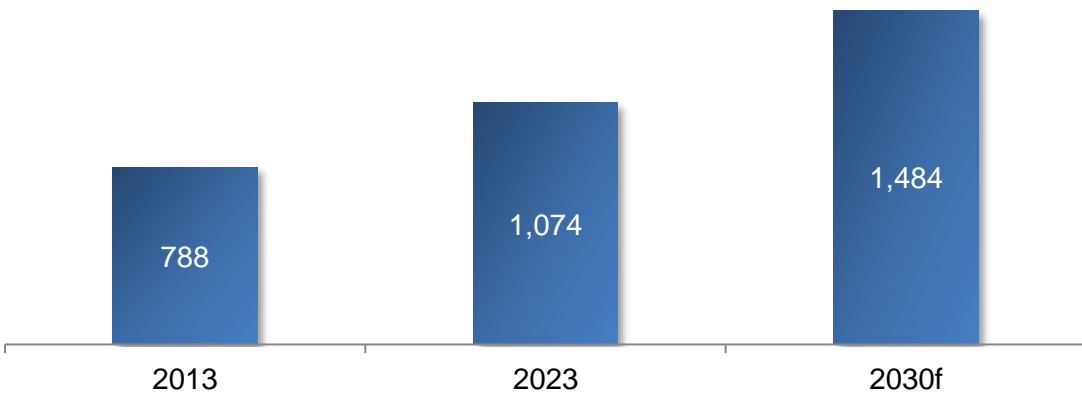
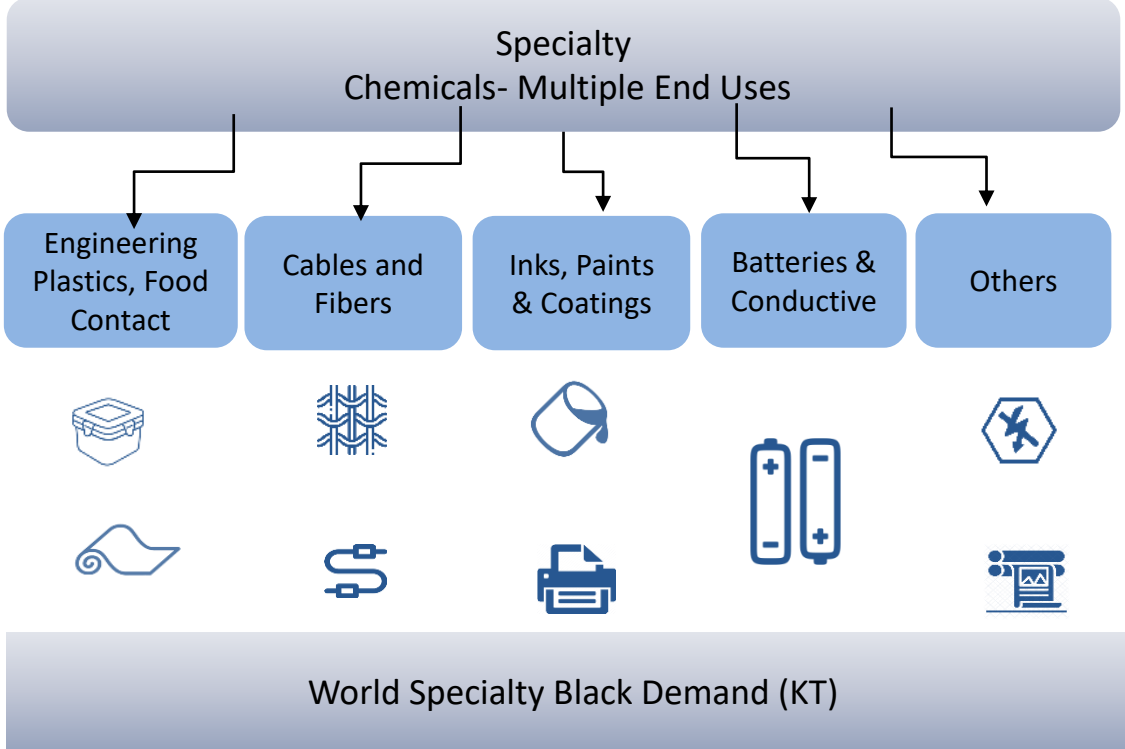
Major areas of focus include conductive grades and other specialty applications

Brownfield Expansion at Mundra plant, Gujarat. Total Specialty Chemical capacity after all expansions – 112 KT.
1st Phase 20,000 MTPA of 40,000 MTPA Specialty Chemical capacity at Mundra Plant commissioned on 10th July 2023.

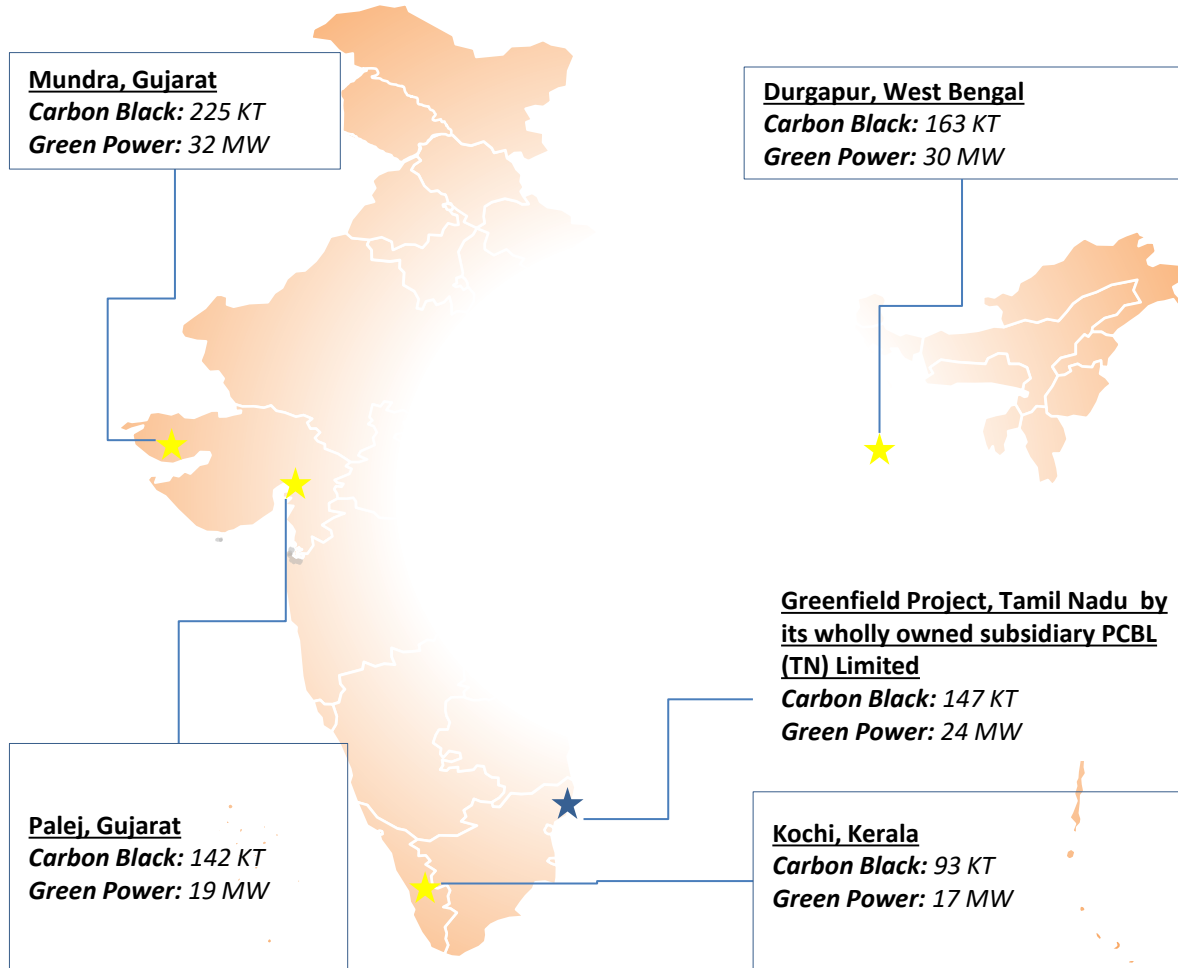
R&D work is going on for advanced & complex applications of specialty black.

Our Brands

- Royale Black**
 - Bleumina[®]** for engineering plastics
 - Ni₂TONE™** for inks, paints, and coating applications
 - Energia™** various conductive applications like conductive polymers, ESD, wires & cables and batteries



Strategically Located Manufacturing Facilities with Planned Capacity Additions



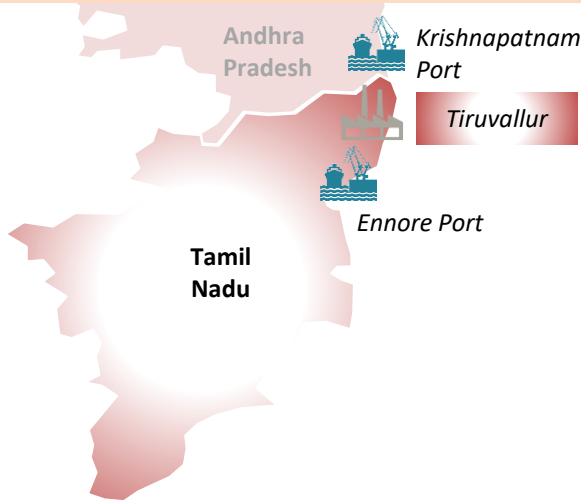
Key Features

- 1 **Easy access to raw materials** and international customers with proximity to ports
- 2 **Lower logistics cost** on account of well spread manufacturing facilities and proximity to customers
- 3 **Lower risk of business interruption** with multiple manufacturing location spread across India
- 4 Co-generation of green power using tail gas at all manufacturing facilities with capacities to **serve captive consumption as well as third party sale**
- 5 **Easy grid connectivity** for sale of surplus green power
- 6 Seamless capability to **switch between alternative feedstocks**
- 7 Certifications include **WASH, ISO and IATF**

Total Carbon Black Capacity: 770 KT | Total Green Power Capacity: 122 MW

Strategically Located Manufacturing Facilities with Planned Capacity Additions

Greenfield Expansion in Tiruvallur (SIPCOT Industrial Park), Tamil Nadu by its wholly owned subsidiary PCBL(TN) Limited



Carbon Black Capacity of 147 KT



Power Capacity of 24 MW (Green Power)

Key Features



Smart Factory

Smart Factory with incorporation of Industry 4.0 concepts using machine learning and artificial intelligence for process control



Green Factory

IGBC platinum green factory building certification, zero liquid discharge plant, rain water harvesting & water conservations



Automation

Automated & advanced material handling and warehouse management system. Fully automated process control through DCS



Proximity To Ports

Located close to Krishnapatnam port & Ennore port enabling easy import of raw materials (CBFS) and export sales



Multiple Lines

The plant will be equipped with three independent production lines (2 lines for hard black and 1 line for soft black)

Strong Focus on R&D for Expansion of High Margin Product Portfolio

R&D Infrastructure



India (2018)



Belgium (2020)

- 50+ scientists & technical professionals in R&D and process technology
- Sushila Goenka R&D Centre at Palej and Innovation Centre in Belgium, Europe
- Focus on improvement of process & machine technology, yield improvement, feedstock efficiency, customization of grades and new product development

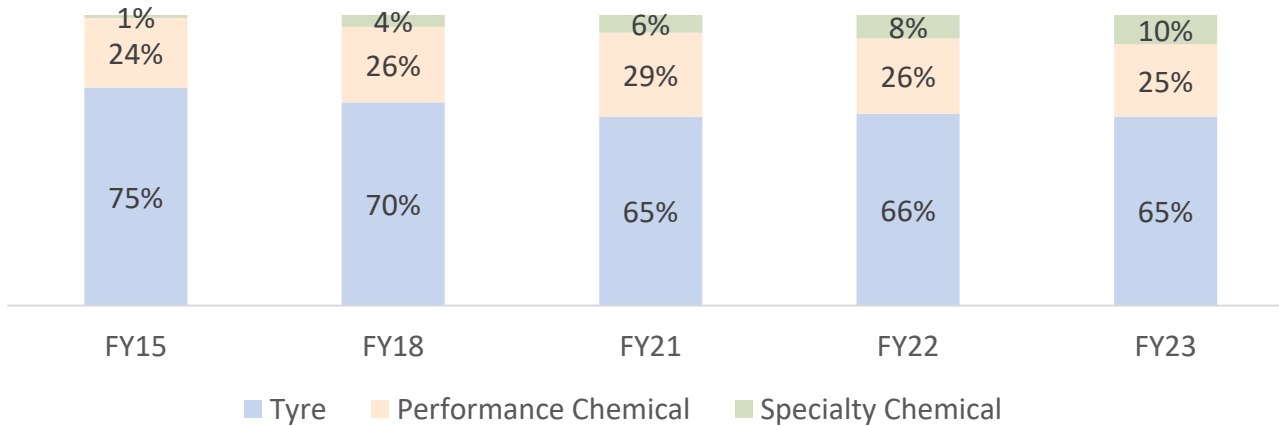
R&D and Process Innovation



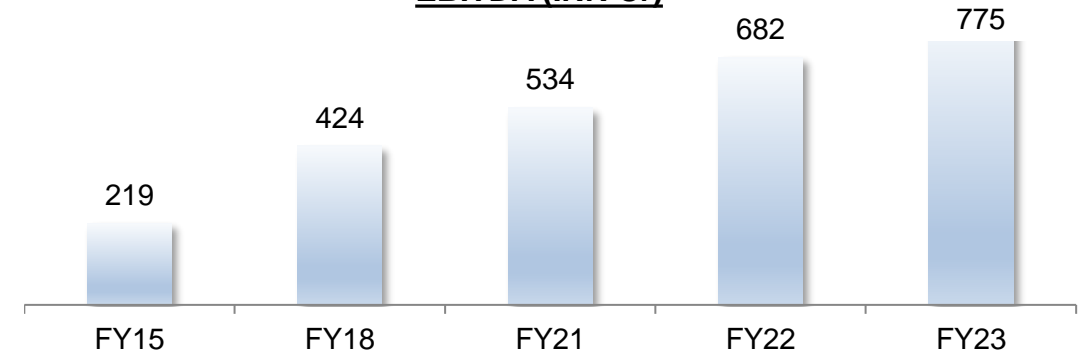
Strong Focus on R&D for Expansion of High Margin Product Portfolio

Increasing Contribution from High Margin Specialty & Performance Chemicals Portfolio

Sales Volume split by segment



EBITDA (INR Cr)



Specialty Chemicals Business

- ✓ Dedicated lines for the manufacturing of specialty chemicals producing 65+ grades
- ✓ 100+ customers across the world with over 2/3rd sales from international markets
- ✓ Specialty chemicals portfolio has wide variety of end-uses such as fibers, pressure pipes, paints, inks, coatings, wire & cables, food contact plastics & engineering plastics
 - Compliant with US FDA requirements for direct / indirect food contact applications
- ✓ Global supply chain with international offices in Korea, China, Belgium, Germany, Vietnam, Japan & USA

Tyre & Performance Chemicals Business

- ✓ Strategic relationships with global tyre customers
 - Joint product development collaboration with customers
 - Value-added portfolio focus – fuel-efficiency, durability
- ✓ Performance chemicals applications across MRG products, extruded & molded products, agri. films, etc.
- ✓ Efficient supply chain – Virtual Plant concept
 - Flexible capability to serve customers – DDP, CIF, Ex-works
 - Local supply – Warehouse, Decanting Stations
 - Global offices – Korea, China, Belgium, Germany, Vietnam, Japan & USA

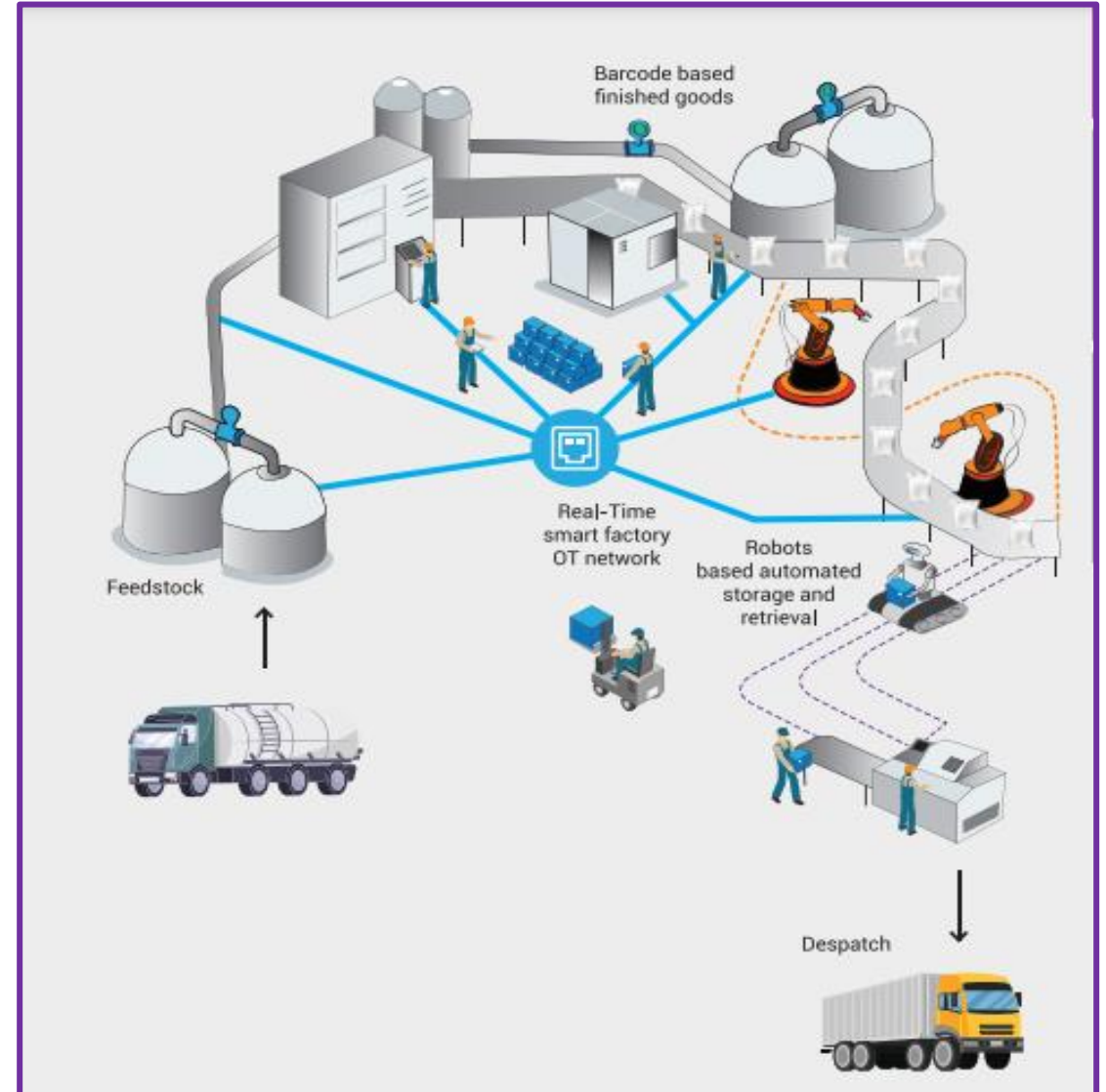
INDUSTRY 4.0: Smart factory Solutions

Smart Automation in new manufacturing unit in Chennai, Tamil Nadu to generate key analytics and dashboards, eliminate human error and improve safety.

Adoption and deployment of best-in-class Data Security softwares and Advanced threat protection for all end users.

Creating Digital Infrastructure by set up of disaster recovery data centre for critical data protection, Automated tool-based backup is scheduled and monitored for all critical Cloud Servers. Enabling anywhere access with proper security on devices.

Digital transformation of People Processes by implementation of Digital Platforms to improve overall employee experience and make process more efficient and paperless and aligned with our commitment of sustainability.



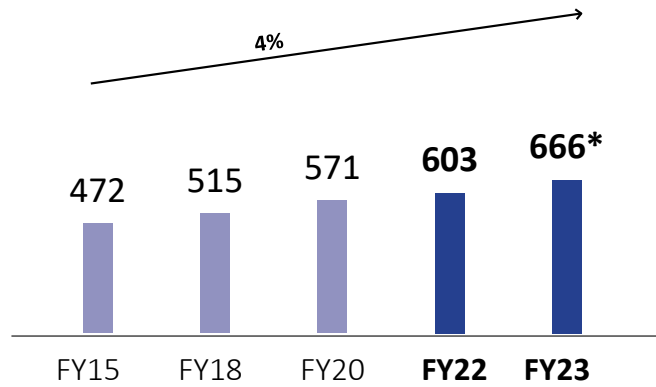
High ESG Commitment

ESG Practices & Initiatives

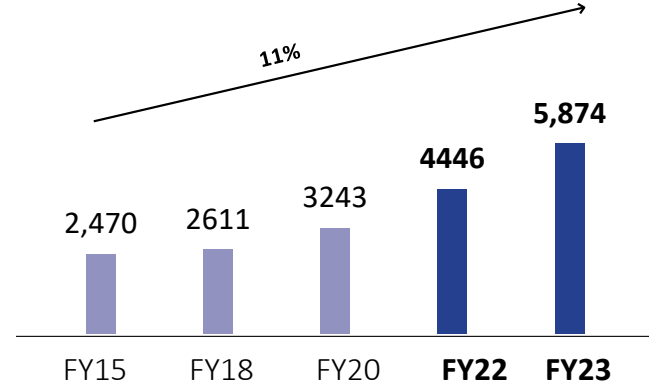
<p>E</p>	 <ul style="list-style-type: none"> ✓ Committed to environment sustainability across business operations to ensure that resources are recycled and utilized judiciously ✓ Zero Liquid Discharge (“ZLD”) compliant plants ✓ Recycling wastewater (847 KLPD recycled water used in FY 22-23) for utilization in the process. ✓ Green factory & office buildings and reducing consumption of freshwater <ul style="list-style-type: none"> ✓ Initiatives such as energy management, water management, emission management, effluent management, rain-water harvesting, plantation drives, etc. adopted ✓ Green power generation capacity of 98 MW ✓ Adheres to international standards such as CDP disclosure, UNFCCC
<p>S</p>	 <ul style="list-style-type: none"> ✓ Risk-based training programs to improve employee health and safety with target of zero recordable injury report based on TRIR by 2025 ✓ Proactively working towards the development of underprivileged communities with focus on education, health and sanitation, environment sustainability and holistic community development ✓ Adheres to international standards such as Eco-Vadis, European REACH ✓ Equal opportunity employment, small vendor development, cross cultural appreciation , rewards and recognition programmes in place ✓ Donations and financial assistance for various initiatives to help uplift communities across the country ✓ Community engagement for CSR activities
<p>G</p>	 <ul style="list-style-type: none"> ✓ More than 60% of the Board of Directors are independent and consist of highly reputed industry veterans and two women directors ✓ Continued focus on designing and improving the flow of activities to ensures economic prosperity and long-term value creation for all stakeholders over the foreseeable future ✓ Anti-bribery policy, quality policy and sustainability policies in place ✓ Board is diverse in terms of skills and expertise in the fields of global business, strategy & planning, leadership, legal & regulatory matters, finance, risk management and relevant technologies ✓ Measures such as whistleblower policy, vigil mechanism, POSH policy and prohibition of insider trading policy in place

Financial performance

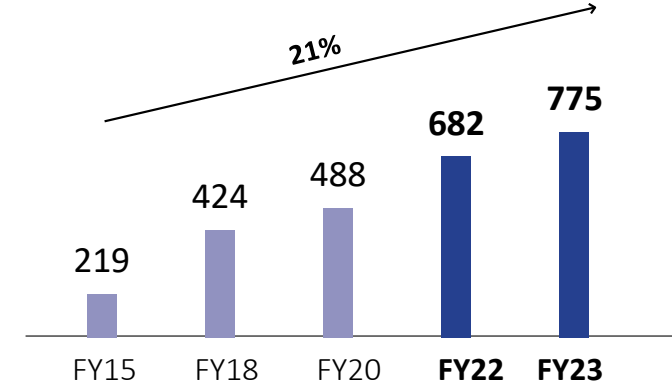
Capacity (in KTPA)



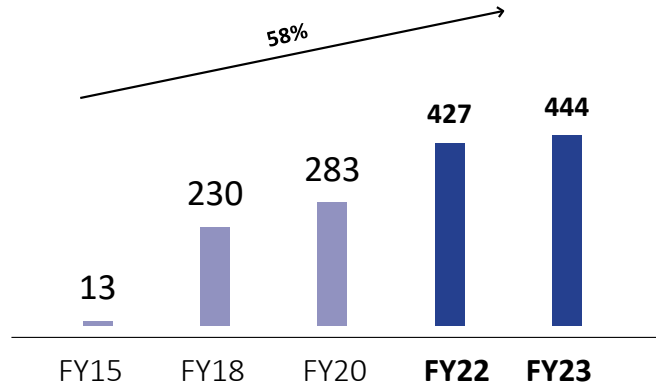
Revenue (in Cr)



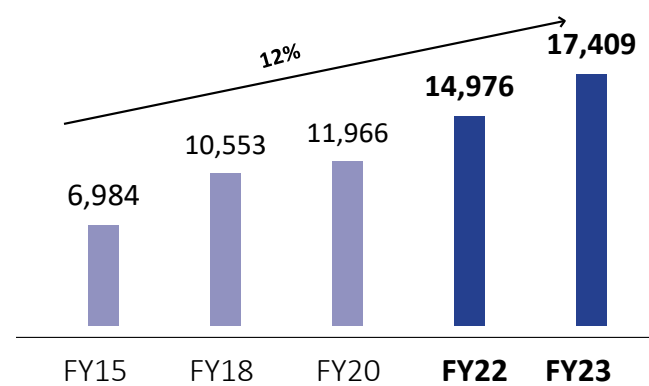
EBITDA (in Cr)



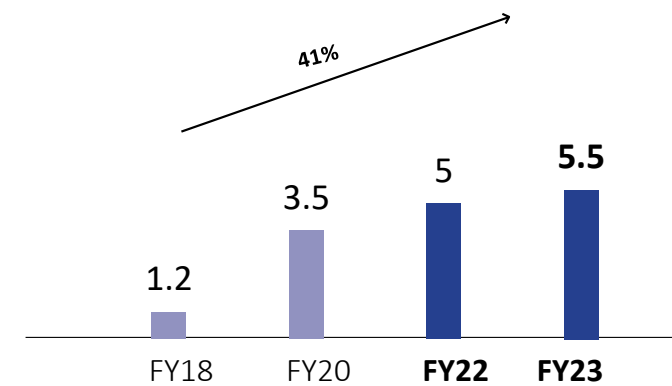
PAT (in Cr)



EBITDA/MT (in Cr)



Dividend/Share (in Rs)



* Includes 1st phase 63KT of Greenfield Tamil Nadu

Thank You

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