

Energising Chemistry.....
PARAGON
FINE & SPECIALITY CHEMICAL LTD.

PARAGON FINE & SPECIALITY CHEMICAL LTD

H1 FY26 Investor Presentation

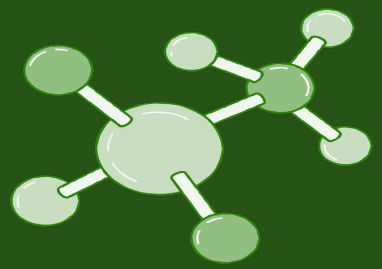
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PFSCL- Our Business

- Leading global supplier of specialty intermediates

- Industries Served :
  - Specialty Pigments & Dye
  - Agrochemical
  - Cosmetic
  - Pharmaceuticals
  - Electronics

Revenue CAGR 9% (FY21-25)	EBITDA CAGR 8% (FY21-25)
PAT CAGR 8% (FY21-25)	ROCE 8% (FY25)
ROE 7% (FY25)	D/E Ratio 0.04 x (FY25)

20+ Years of Excellence	140+ Products	100+ Global Clients	40+ Countries Served
~ 40% Export	50+ Team Strength	600 MTPA Capacity	50+ Products Manufactured under NDA

Our Journey

2004

- Commenced Operations for chemical manufacturing and sales
- Started producing of dye intermediates and a range of broadening product.

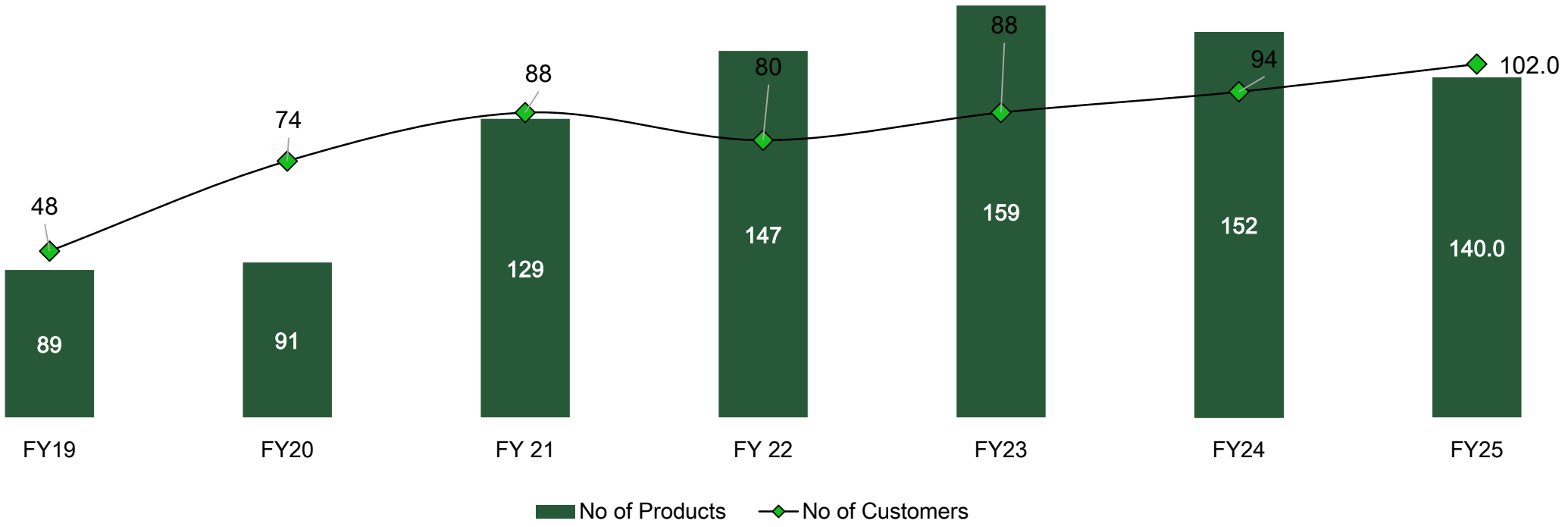
2022

- 8000 certification attained alongside One Star Export House accreditation

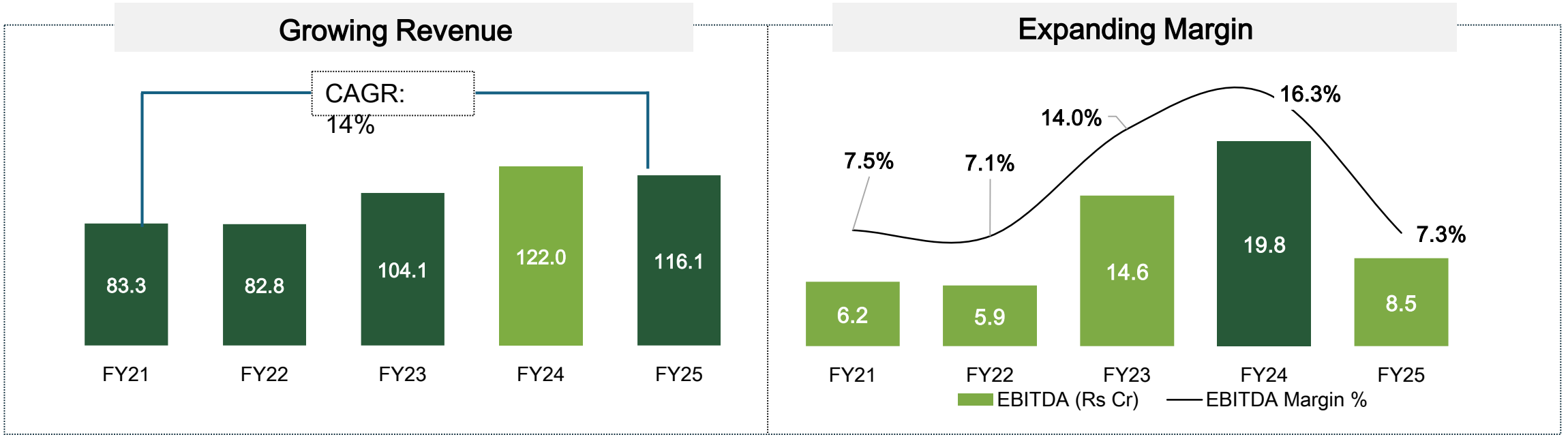
2024

- Client based Increased to 94
- Revenue touched Rs 122 Cr.

Growing Customer Base



Paragon's Growth and Product Strategy

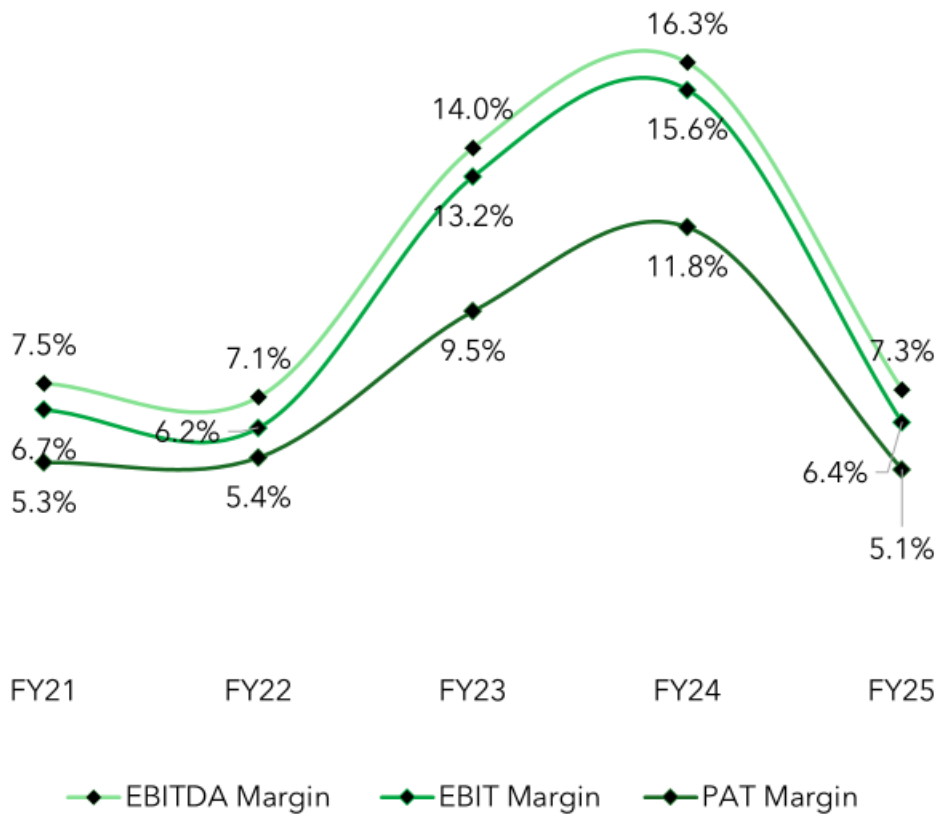


- Company's growth is on an upward trajectory, with current capacity at **650 MTPA** and expansion is underway as it going on while the plant is functioning.
- Introduction of HALQUINOL, targeting an addressable market of **10,000 MTPA**, with a projected production of at least **150 MTPA**, highlights strategic market penetration. We Reached **100 MTPA** Of HALQUINOL
- We will be Having Clean room Facility for multi purpose use Pharma , Cosmetics & Electronics ; Once the expansion is completed
- EBITDA is expected to be stable, driven by an anticipated revenue growth of **~ 10% year-over-year (YoY) till FY26**

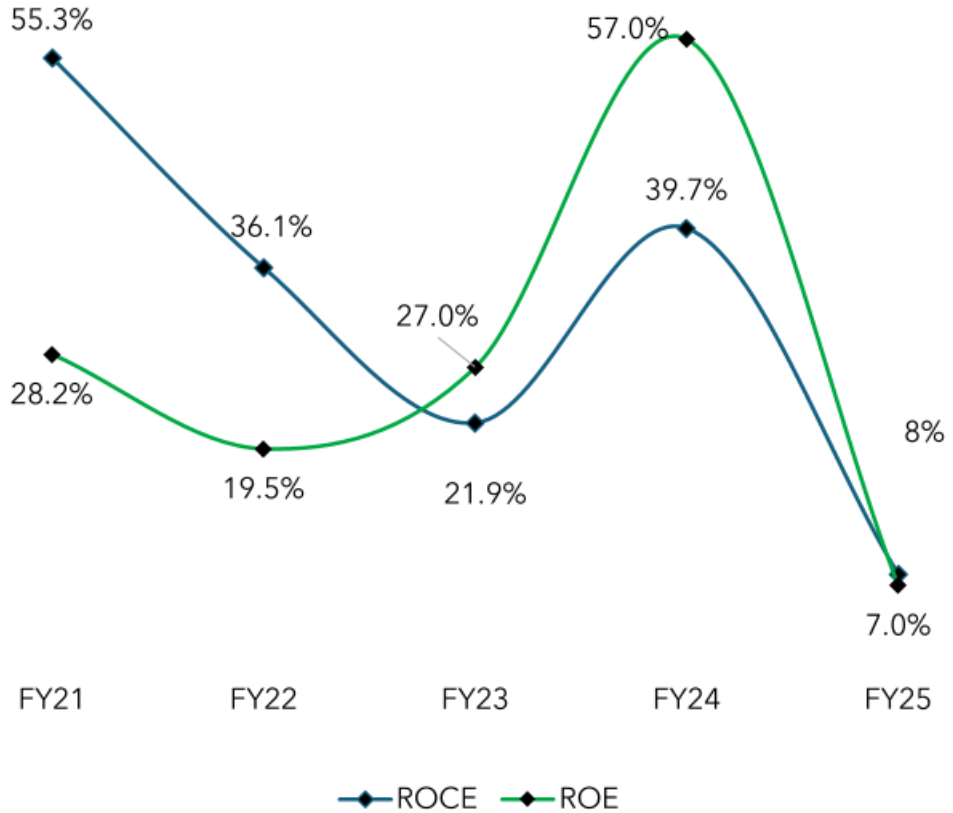
Improving Profitability

Expanding margins: Increasing returns , Creating shareholder value

Expanding Margin



Enabling Shareholders' Return



Our USP

Formidable Foundations - Our Unbeatable USPs

Trusted by established MNCs

- Solid Foundations: Partnering with Global Industry Leaders
- Proven Excellence: Delivering Quality to Top-tier Enterprises
- Developed over 50 customized products for clients

Technology Expertise

- In-house technology development for all solutions
- Internal capabilities full fill all raw material needs
- Implementing Advanced Technology Across Multiple Stages of Chemistry

Tough Certifications

- Attained Stringent Certification through astute Navigation
- Aligned with client needs and industry benchmarks

Global Leaders: Our Clientele

- Everlight Chemical Industrial Corporation
- Archroma
- Modern Dyestuff & Pigments Co. Ltd.
- Pidilite Industries

Certifications

- ISO 45001:2018
- ISO 14001:2015
- ISO 9001:2015
- SA 8000:2014

Investment Thesis



- Specialised in Complex Chemistries



- Customized End-to-End Solution

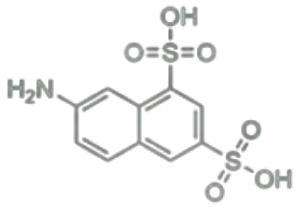


- Derisked Model and Diversified Products Offerings



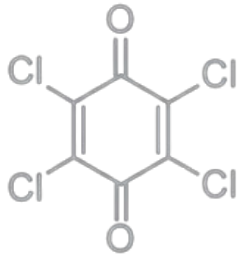
- Strong product pipeline to drive future growth

Specialised in Complex Chemistries



- PFSCL, one of India's largest suppliers of Chloranil and Dichlone
- Chloranil used in Pigment while Dichlone used in Agro Industry

- Excelling in 20+ chemistries, we drive innovation and new product development
- Our hit product, Dichlone, contributes 8% to our revenue

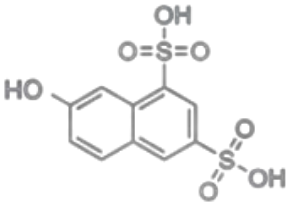


- Our team has successfully conducted multi-step synthesis and scale-up for numerous new molecules in specialty intermediates
- 50+ Chemistries Produced under NDA

- Completion of rigorous certification, establishing a high barrier to entry for new players
- Proudly holds 4+ certifications, showcasing our dedication to excellence.

- High barriers exist due to complex catalytic processes and the demand for advanced technical and R&D capabilities
- In-house R&D facility with 14 technocrats





Emerging as a Key Player in a High-Barrier Industry

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Complex Catalytic Processes

- Processes involve intricate steps and chemical reactions
- **PFSCL**: Implementing Advanced Technology Across Five Chemistry Stages

Technical Expertise Requirement

- Demands a high level of specialized knowledge and skills



Stringent Customer Audit

- Obtaining customer approval presents a substantial challenge, rendering it the primary barrier to entry.

Resource Intensive

- Requires substantial investment in resources such as time, manpower, and capital
- **PFSCL**:100% self-reliant in Finance & Technology

Forte in 20 Complex Chemistries

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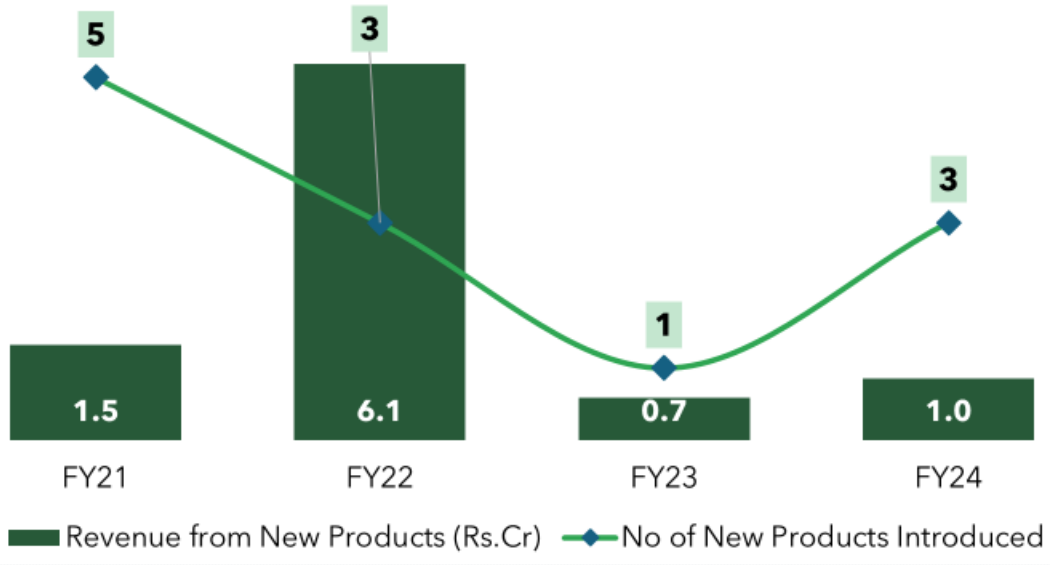
PFSCL expertise in 20 Chemistries

Chemistry	End user Industry	Chemistry	End user Industry
Alkylation	Plastics,Pharma,Textile	High pressure solvent reactions	Pharma,Fine Chem
Amidation	Pharma,Cosmetics,Solvent	Hydrolysis	Dyes,Pharma
Amination	Pharma,Dyestuff,Cosmetic	Kolbe Schmitt reaction	Pharma
Bromination	Pharma,Agrochem	Kolbe's reaction	Pharma
Catalytic hydrogenation	Pharma,Food Industry	Nitration	Dye & Pigment
Chlorination/bromination	Plastic,Paper,Water Treatment	Nitration (nitric acid 65%)	Same Industry
Chlorosulfonation	Dye,Plastics	Oxidation	Food Industry
Coupling	Pharma,Polymer	Reduction	Food
Cyclization	Pharma,Cosmetic	Ring closure	Polymer
Diazotization	Dye,Pharma	Sandmeyer reaction	Dye
Esterification	Pharma,Cosmetic,Textile	Sulphonation (oleum 23/65)	Pharma & Electronics
Ethoxylation	Pharma,Textile	Swern oxidation	Cosmetics & Electronics
Friedel craft acylation	Pharma,Dye and Pigment,Polymer	Hetero Diels Alder reaction	Pharma,Niche Products

Industry	CAGR%	Time Frame
Dyes & Pigments	12%	2021-2026
Electronics	6.06%	2024-2028
Cosmetics	12-14%	2020-2025
Pharmaceuticals	10-15%	2022-2027
Agrochemicals	10%	2021-2026
Textiles	6-8%	2021-2026
Plastics	9-10%	2023-2028
Polymers	8-10%	2022-2027
Solvents	7-8%	2024-2029
Paper	4-5%	2021-2026

Driving Growth through Innovation

Growing Product Base



Increasing Revenue per Customer (Rs Cr)



Innovation and Technological Advancement

- Our extensive R&D capabilities have empowered us to introduce groundbreaking new products leveraging cutting-edge technology.

Quality Assurance and Market Growth:

- As a testament to our superior quality, we have witnessed the expansion of our customer base and a subsequent increase in the per-customer wallet share.

Customised End to End Solution

Case Study: Dichlone Registration and Market Growth

Registration Success

- **2019:** Began collaboration to support Dichlone registration
- **2021:** Achieved registration in several countries; received a 20MT commercial order

Rising Demand

- **2022:** Demand increased to 70MT
- **2023:** Despite global challenges, demand surged to 120MT

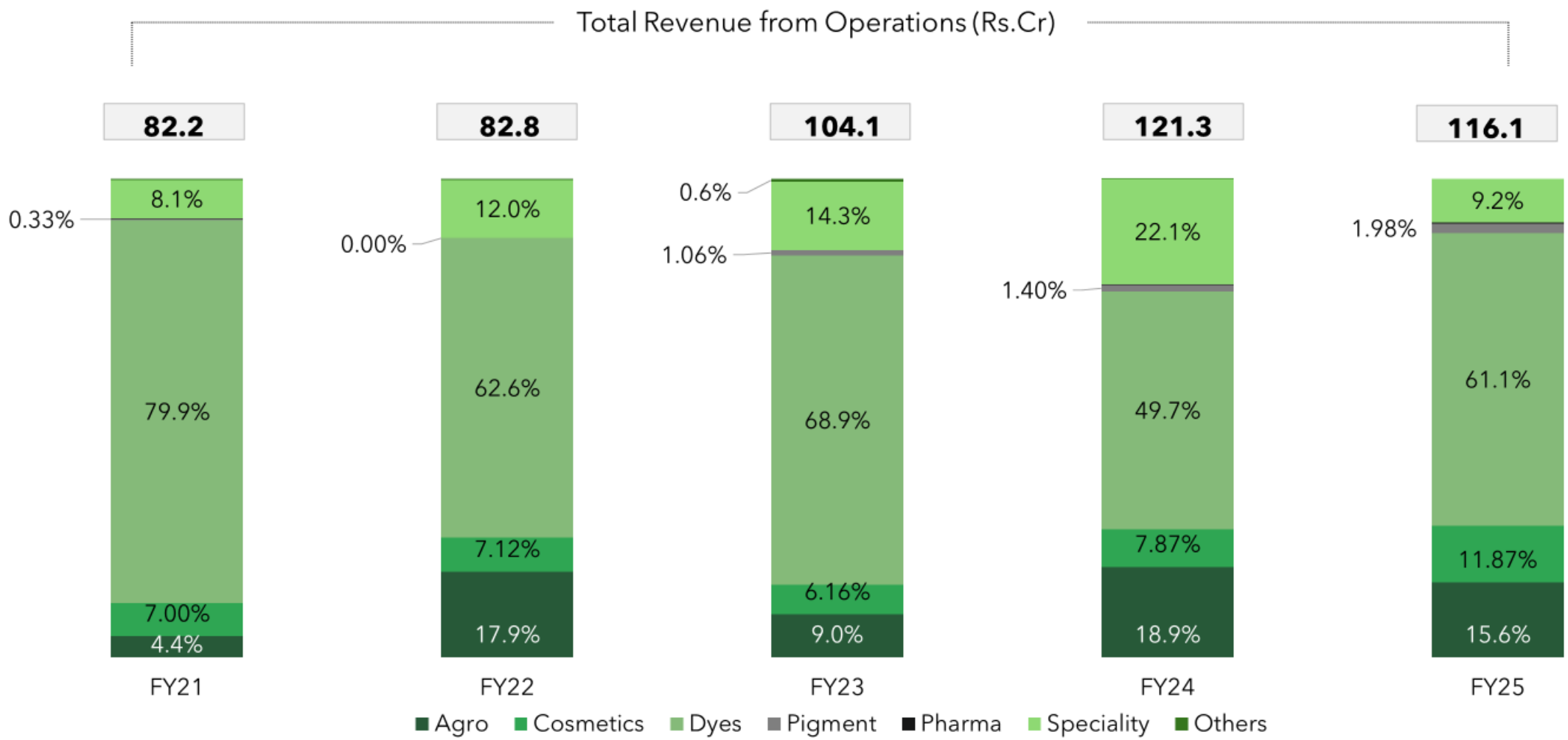
Overcoming Challenges

- **Navigating War Effects:** Maintained supply chain resilience
- **Future Outlook:** Prepared for ongoing demand and new market opportunities.

- 70% of products pertain to the specialty segment
- **Expertise in 20 Chemistries** leading to **50 Products developed** under NDA to meet specific needs
- **Developed over 50 products** under **Customer Tech NDA agreements**
- PFSCL is a registered vendor for its clients, resulting in high switching costs from the client's perspective
- We offer end-to-end support, from product development to registration, providing comprehensive technological and capability solutions

De-risked Business Model and Diversified Product offering

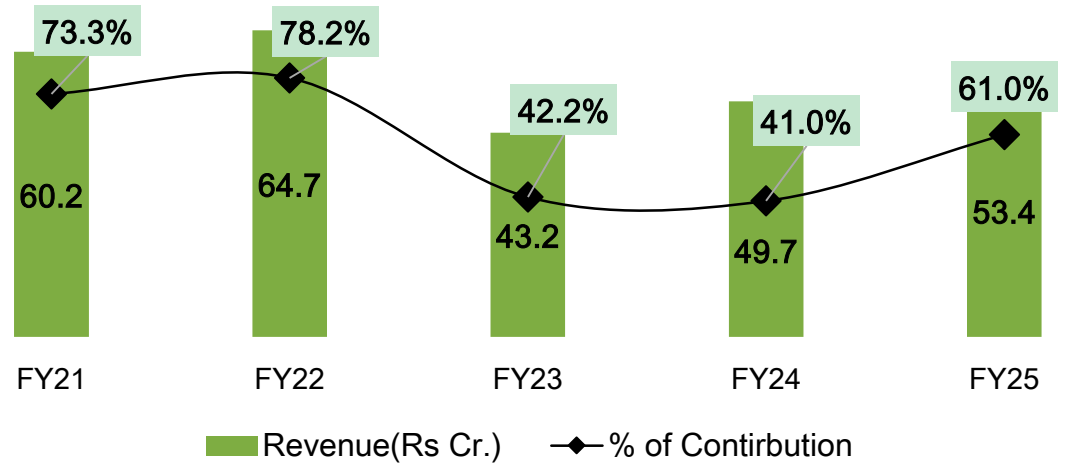
Diversified Revenue Stream: Segmental Revenue Contribution (%)



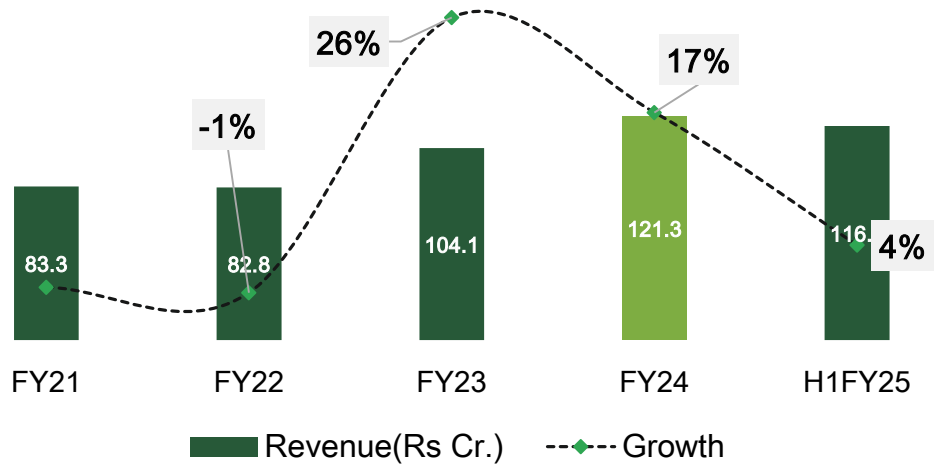
Revenue from Top 10 Customers

Tailored Solution, Customer Centric Success

Contribution from Top 10 Customers



Growing Revenue (Rs.Cr)



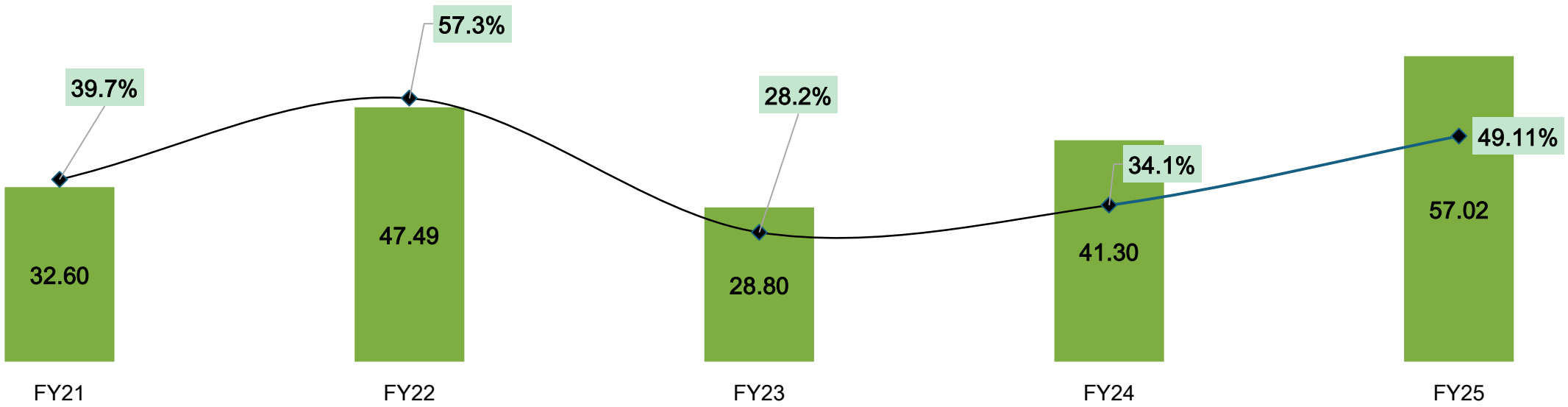
Fostering Long Term Relationship:

- Our relationships with over seven customers have spanned beyond 5 years, fostering long-term engagements
- Long-standing relationships facilitate the expansion of product offerings and geographic reach.
- **Custom Synthesis based on Tech NDA agreements:** Leveraging Custom Synthesis and Tech NDA agreements, we tailor solutions across a diverse range of over 40 chemistries to meet the unique requirements of each customer

Revenue from Top 10 Chemistries

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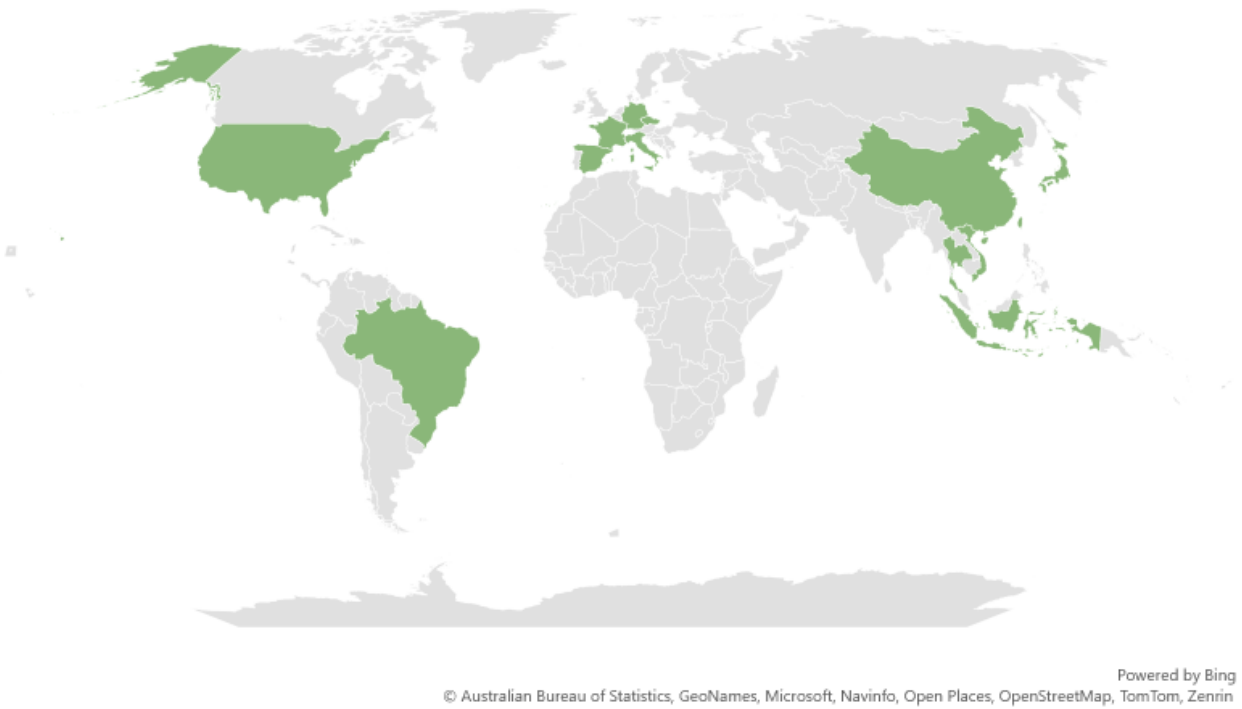
Top 10 Product % Contribution to Revenue

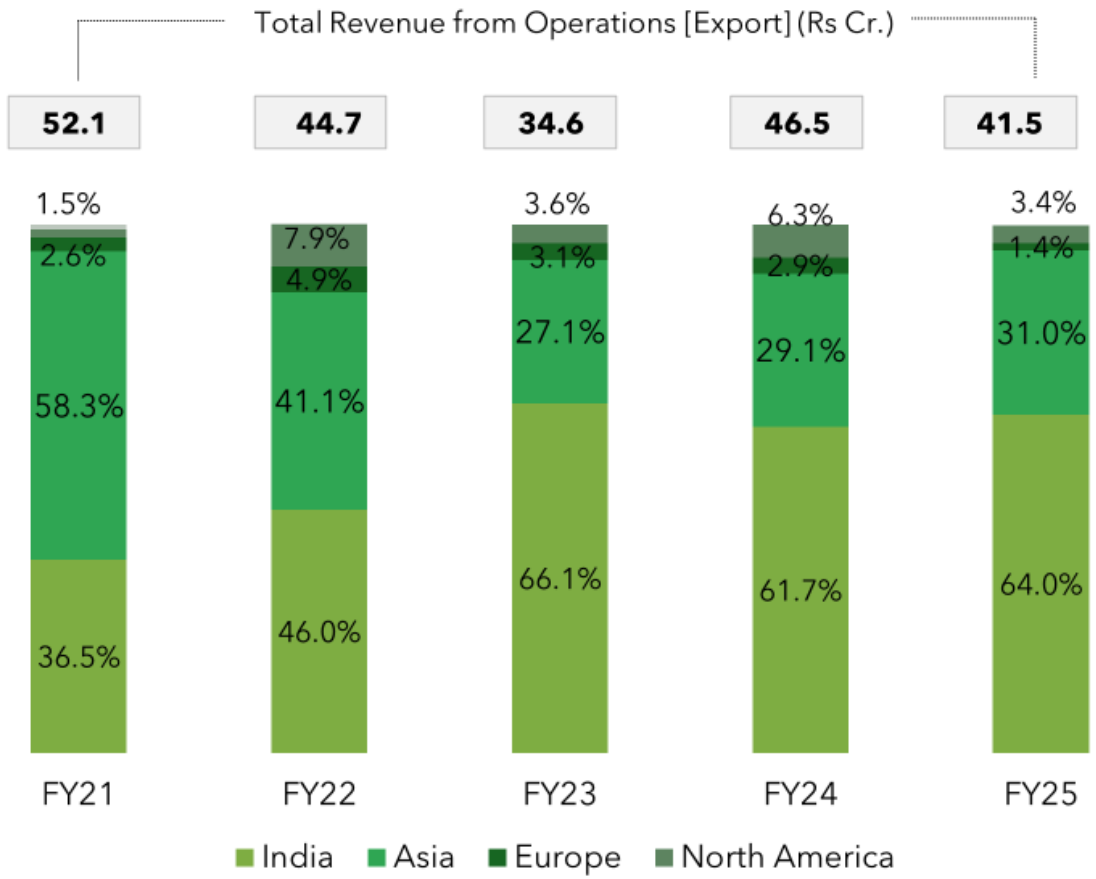


Product Name	End user Industry
2,3 Dichloro-1,4-Naphthoquinone (Dichlone)	Agro Intermediates
Chloranil	Dyes Intermediates
NDA Product- Dye Intermediates	Cosmetics Intermediates
NDA Product- Dye Intermediates	Dyes Intermediates
2,5 - DIMETHOXY ANILINE	Cosmetics Intermediates
NDA Product- Dye Intermediates	Dyes Intermediates
NDA Product- Dye Intermediates	Specialty Intermediates
NDA Product –Dyes Intermediates	Dyes Intermediates
NDA Product –Dyes Intermediates	Dyes Intermediates
2,5 DICL-4-Sulfo Phenumethyl Pyrazolone	Pigments Intermediates

Present Across Geographies

Exports account for 36%* of Total revenue





*H1FY25

Levers of Future Growth

01

Operational Expansion:

- Increasing production capacity.
- Efficient resource utilization.
- Utilization of IPO proceeds for scaling up.

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02

Product Diversification:

- New Intermediates in agro Chemicals & Cosmetics Segment are introduced which will Commercialise by next year.

03

Market Penetration Strategies:

- Future GMP Certification to be Acquired
- Clean room Facility to be developed for Speciality Products

04

In-house Capabilities Optimization:

- Utilization of in-house capabilities for new product development.
- Meeting raw material requirements internally.

05

Financial Resource Management:

- Utilization of IPO proceeds for operational and product expansion.
- Financial planning for scaling up activities.

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06

Revenue Enhancement:

- Striving for sustainable growth through strategic initiatives.



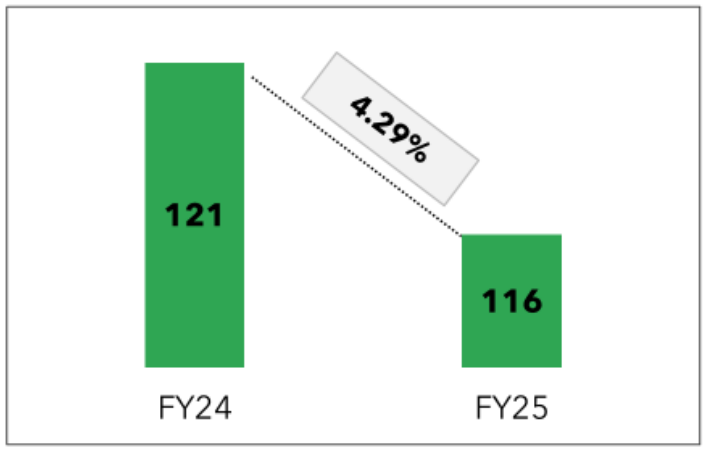
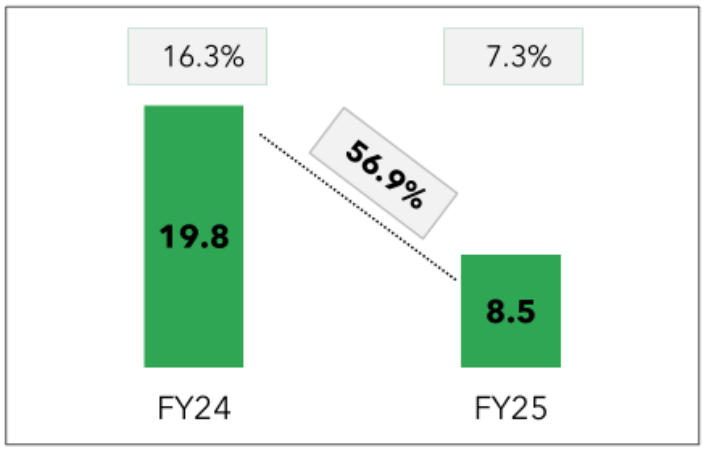
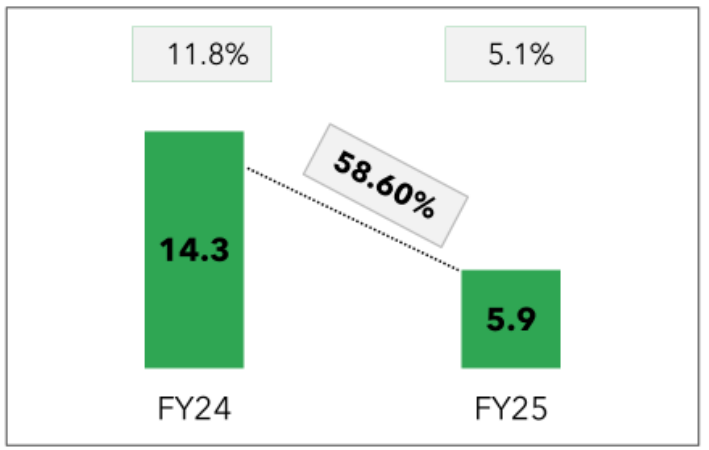
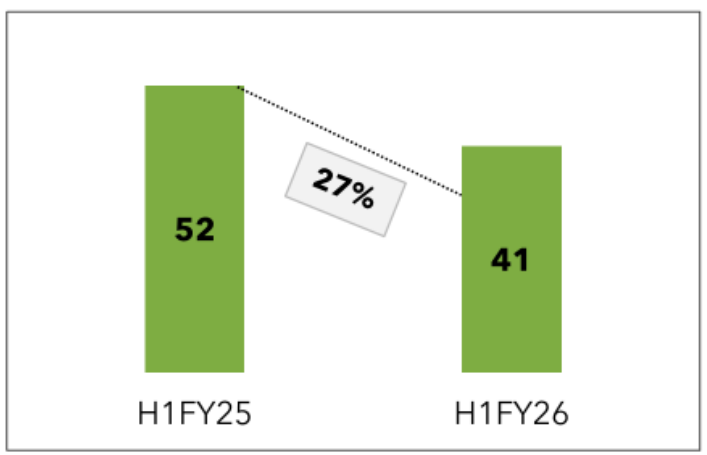
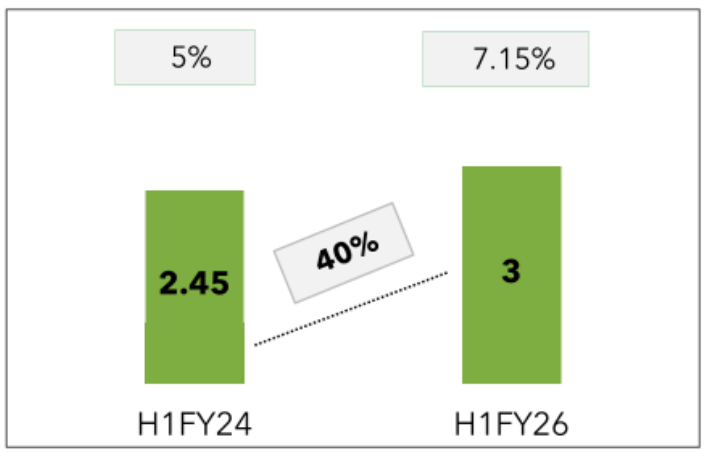
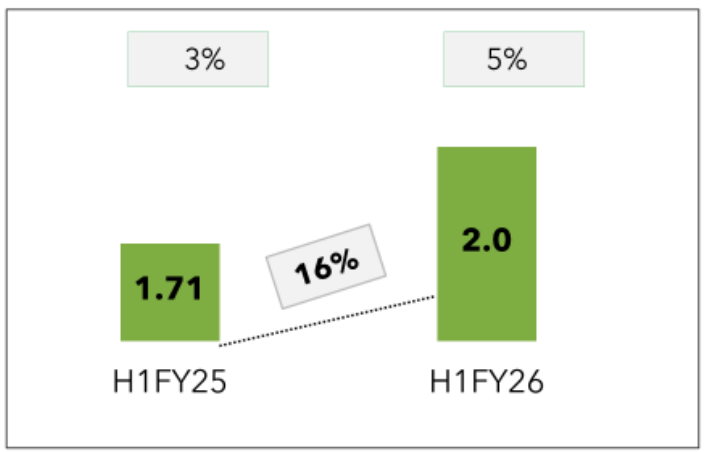
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Financial Overview

Financial Highlights

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	Revenue (Rs Cr.)	EBITDA (Rs Cr.) & EBITDA Margin %	PAT (Rs Cr.) & PAT Margin %
FY25			
H1FY26			

Income Statement

Particulars (Rs Cr.)	H1FY26	H1FY25	YoY	FY25	FY24	YoY
Net Revenue from Operations	41.11	51.98	(20.91)%	116.1	121.3	(4.29)%
COGS	28.03	38.19	(26.60)%	84.6	83.7	1.08%
Gross Profit	**13.08**	**13.79**	(5.14)%	**31.51**	**37.6**	(16.20)%
Gross Margin	*32%*	*26%*		*27.1%*	*31%*	
Employee Benefits Expense	3.39	3.13	8.31%	6.74	5.8	16.21%
%Other Expenses	6.74	8.19	(17.70)%	16.25	11.9	36.55%
EBITDA	**2.95**	**2.46**	19.92%	**8.52**	**19.8**	(56.97)%
EBITDA Margin	*7.15%*	*5%*		*7.3%*	*16.3%*	
Depreciation	0.63	0.51	23.53%	1.06	0.91	16.48%
EBIT	**2.32**	**1.96**	18.37%	**7.46**	**18.9**	60.53%
EBIT Margin	*5.61%*	*4%*		*6.4%*	*15.6%*	
Finance Cost	0.06	0.16	(62.5)%	0.19	1.00	(81)%
Other Income	0.21	0.74	(71.62)%	1.01	1.33	(24.06)%
PBT	**2.47**	**2.54**	(2.76)%	**8.28**	**19.3**	(57.10)%
PBT Margin	*5.98%*	*5%*		*7.1%*	*15.9%*	
Tax Expense	0.48	0.83	(42.17)%	2.36	4.9	(51.84)%
PAT	**1.99**	**1.71**	16.37%	**5.92**	**14.3**	(58.60)%
PAT Margin	*4.84%*	*3%*		*5.1%*	*11.8%*	
Basic EPS	**1.02**	**0.87**	17.24%	**3.02**	**8.66**	(65.13)%

Balance Sheet

Particulars (Rs Cr.)	H1FY26	H1FY25
Assets		
Non-Current Assets		
Plant Property and Equipment	16.55	13.83
CWIP	4.99	2.14
Other Intangible Assets	0.04	
Non Current Investments		
Long Term Loans and Advances	-	-
Other Non Current Assets	13.80	1.02
Total Non Current Assets	**35.38**	**16.99**
Current Assets		
Cash and Bank Balances	3.57	14.23
Inventories	36.10	37.05
Investment	-	
Trade Receivables	20.99	23.87
Short Term Loans and Advances	1.46	1.74
Other Current Assets	6.66	8.18
Total Current Assets	**68.78**	**85.07**
Total Assets	**104.17**	**102.06**

Particulars (Rs Cr.)	H1FY26	H1FY25
Equity and Liabilities		
Shareholders funds		
Share Capital	19.57	19.57
Reserves and Surplus	71.82	65.62
Net Worth	91.39	85.19
Non-Current Liabilities		
Long term Borrowings	2.54	5.97
Deferred Tax Liabilities	0.50	0.37
Other Long Term Liabilities		
Long Term Provisions	0.27	0.20
Total Non-Current Liabilities	**3.31**	**6.54**
Current Liabilities		
Short Term Borrowings	0.31	0.29
Trade Payables	8.72	9.21
Other Current Liabilities	0.41	0.16
Short Term Provisions	0.03	0.67
Total Current Liabilities	**9.47**	**10.33**
Total Liabilites	**12.78**	**16.87**
Total Equity and Liabilities	**104.17**	**102.06**

Balance Sheet

Particulars (Rs Cr.)	FY25	FY24
Assets		
Non-Current Assets		
Plant Property and Equipment	16.2	10.9
CWIP	2.9	0.6
Other Intangible Assets	0.04	0.0
Non Current Investments	0.0	0.0
Long Term Loans and Advances	9.9	5.1
Other Non Current Assets	0.0	0.0
Total Non Current Assets	**29.0**	**16.6**
Current Assets		
Cash and Bank Balances	0.2	23.9
Inventories	28.7	31.6
Investment	0.0	0.0
Trade Receivables	39.4	25.5
Short Term Loans and Advances	0.7	0.9
Other Current Assets	5.9	12.0
Total Current Assets	**74.9**	**94.0**
Total Assets	**104**	**110.5**

Particulars (Rs Cr.)	FY25	FY24
Equity and Liabilities		
Shareholders funds		
Share Capital	19.6	19.6
Reserves and Surplus	69.8	63.9
Net Worth	89.4	83.5
Non-Current Liabilities		
Long term Borrowings	3.1	8.4
Deferred Tax Liabilities	0.5	0.4
Other Long Term Liabilities	-	-
Long Term Provisions	0.2	0.2
Total Non-Current Liabilities	**3.8**	**8.9**
Current Liabilities		
Short Term Borrowings	0.3	0.3
Trade Payables	9.7	12.6
Other Current Liabilities	0.2	0.2
Short Term Provisions	0.6	5.0
Total Current Liabilities	**10.80**	**18.1**
Total Liabilites	**14.6**	**27.0**
Total Equity and Liabilities	**104**	**110.5**

Cash Flow Statement

Particulars (Rs Cr.)	H1FY26	H1FY25
Operating cash flow		
Profit Before Tax	2.47	2.54
Interest Expense	0.06	0.16
Depreciation	0.63	0.51
Other non cash items	(0.20)	(0.38)
Change in Working Capital		
Change in Inventory	(7.40)	(5.49)
Change in Recievables	16.89	5.65
Change in Payables and Other Liabilities	(1.26)	(8.56)
Change in Others		
Tax Paid	(0.43)	(0.96)
Operating cash flow	**10.76**	**(6.53)**
Investing cash flow		
Capex	(3.08)	(4.99)
Sale of Assets		
Proceeds from Long term advances	0.51	0.07
Interest Income	0.20	0.38
Net Investment	(4.40)	4.09
Investing cash flow	**(6.77)**	**(0.45)**
Financing cash flow		
Proceeds from Issue of Share capital		
Short Term borrowings	0.01	0.01
Interest paid	(0.06)	(0.16)
Increase/(Decrease) in Long Term Borrowings	(0.58)	(2.45)
Financing cash flow	**-0.63**	**-2.60**
Total cash flow	**3.36**	**9.58**
Beginning Cash Balance	0.22	13.33
Closing Cash Balance	**3.57**	**3.74**

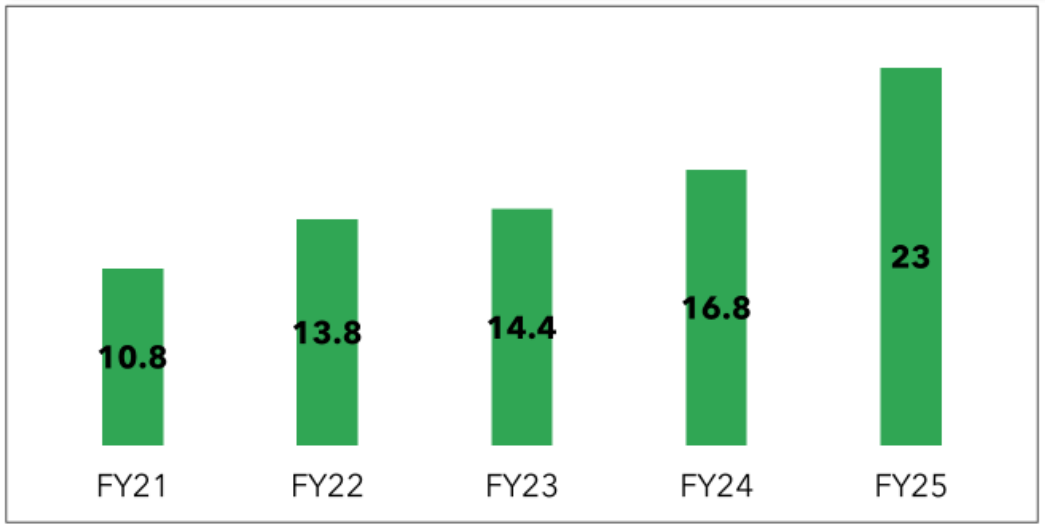
Cash Flow Statement

Particulars (Rs Cr.)	FY25	FY24
Operating cash flow		
Profit Before Tax	8.3	19.3
Interest Expense	0.2	1.0
Depreciation	1.1	0.9
Other non cash items	-0.98	-0.6
Change in Working Capital		
Change in Inventory	2.8	-9.3
Change in Recievables	-12.4	4.2
Change in Payables and Other Liabilities	-2.4	-7.5
Change in Others	0.0	0.0
Tax Paid	-2.3	-7.7
Operating cash flow	**(5.7)**	**0.20**
Investing cash flow		
Capex	(8.8)	-3.0
Sale of Assets	0.1	0.0
Proceeds from Long term advances	0.07	-0.6
Interest Income	0.98	-14.6
Net Investment	5.7	0.6
Investing cash flow	**(1.9)**	**-17.5**
Financing cash flow		
Proceeds from Issue of Share capital		46.9
Short Term borrowings	0.02	-10.5
Interest paid	(0.19)	-1.0
Increase/(Decrease) in Long Term Borrowings	(5.3)	-6.0
Financing cash flow	**(5.5)**	**29.4**
Total cash flow	**(13.1)**	**12.0**
Beginning Cash Balance	13.3	1.3
Closing Cash Balance	**0.22**	**13.33**

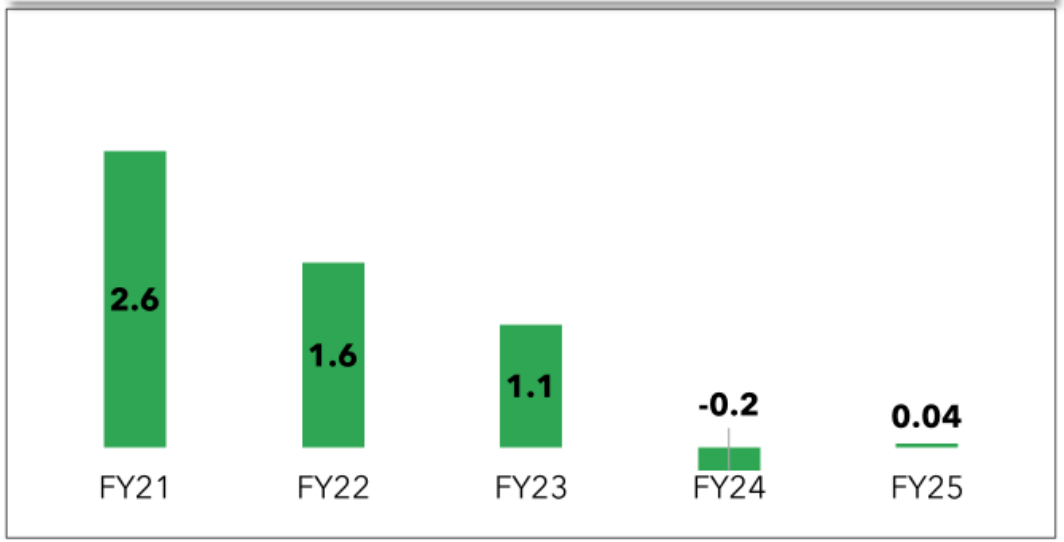
Balance Sheet Ratios

Energising Chemistry.....
PARAGON
FINE & SPECIALITY CHEMICAL LTD.

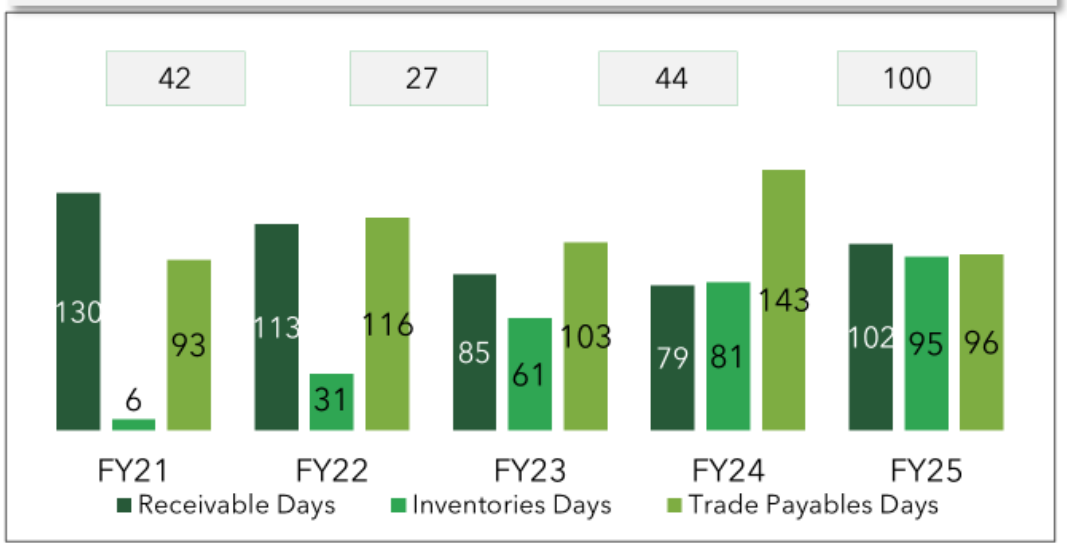
Gross Block(Rs Cr.)



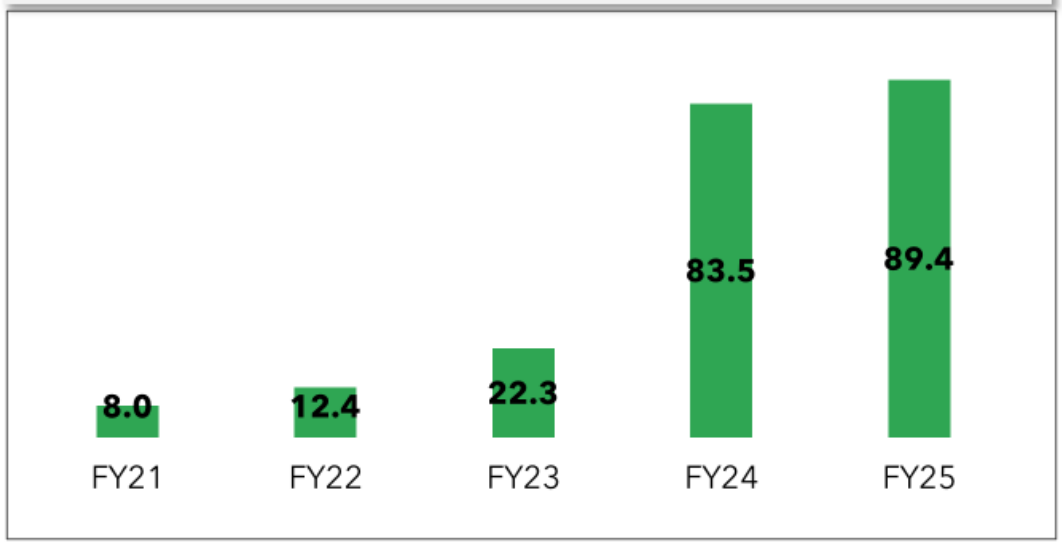
Net Debt / Equity Ratio (x)



Net Working Capital (Days)



Net Worth (Rs Cr.)





PARAGON FINE & SPECIALITY CHEMICALS

Annexure

Energising Chemistry.....

PARAGON

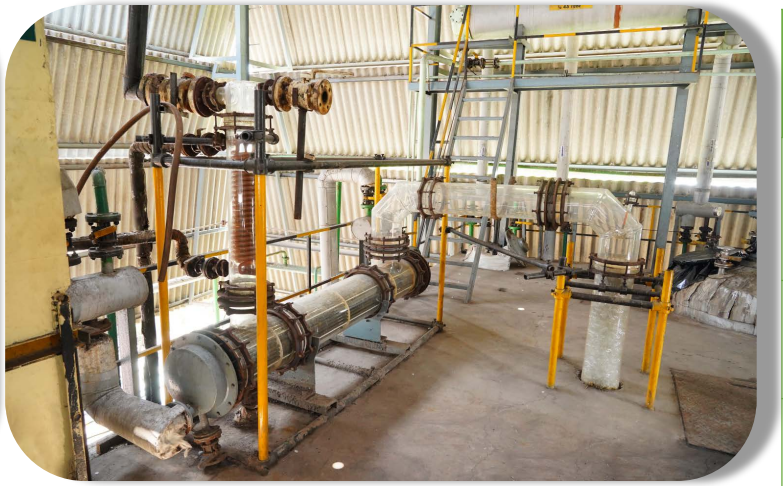
FINE & SPECIALITY CHEMICAL LTD.

Fully Equipped Manufacturing Facility

Energising Chemistry.....
PARAGON
FINE & SPECIALITY CHEMICAL LTD.

Our 7,000 square meter manufacturing facility in Viramgam, Ahmedabad, Gujarat, features two glass line assembly units and three reactors for batch reaction technology









Major Machinery Installed	
Boiler Machine (Steam & Thermic Heater)	GC Machine
Digital Weighing Scale	Safety Instruments
Dryer	Water Purifier
HDPE Spiral Tank	SS Chambers
Hoist, Hot Air Gun	20TR Brine Chiller
HPLC (Aglient 1100 Series)	Cyclone Hot Air Generator
Lab Equipment	Spray Dryer System

In House Skill Development





Team Composition:
Comprises 14 technocrats with diverse educational backgrounds, including Bachelor of Science, Master of Science, Bachelor of Pharmacy, and Bachelor of Engineering degrees

Skill Development :
Prioritize in-house skill development through structured programs.Focused on honing expertise to meet evolving industry demands.

Experienced Leadership



Dr. Pravinchandra Jasmat Vasolia
Chairman & Managing Director
Age - 57 years
Education - Ph. D in law
Experience -
32 Years.
Profile - Legal & Finance



Dr.Rutesh V. Savalia
Director
Age - 32 years
Education - Ph. D in Organic Chemistry from Institute of Chemical technology, Mumbai (formerly UDCT)
Experience - 5 Years
Profile – R&D, Business development.



Kishorkumar Panchabhai Patolia
Whole Time Director
Age - 54 years
Education - Master of science
Pathology and Microbiology
Experience - 30 Years
Profile – Marketing



Vallabh Ratanji Savalia
Whole Time Director
Age - 60 years
Education - B.E in Chemical Engineering
Profile - Production, Planning and Procurement
Experience - 35 Years



Shivam K. Patolia
Director
Age - 24 years
Education - Masters in Investment & Wealth Management from Imperial College London (UK)
Experience - 1 Year
Profile – Production

Industry Tailwinds: Propelling Growth

Global and Regional Leadership

- India holds a significant position in the global chemical industry, ranking as the 6th largest producer worldwide and the 3rd largest producer within Asia

Growth Drivers: Indian Chemical Industry

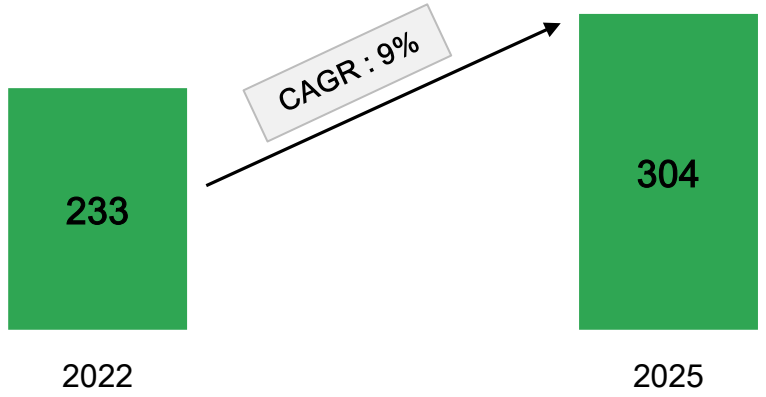
Growing Demands

- Rising domestic demand from various sectors:
  - Textiles (projected market size of $350 billion by 2024-25)
  - Automotive (growth from $222 billion to $300 billion by 2026)
  - Construction (reaching $1.4 trillion by 2025)
- Increasing disposable income, leading to higher consumer spending on chemical-based products.
- Expanding export opportunities for Indian chemicals.

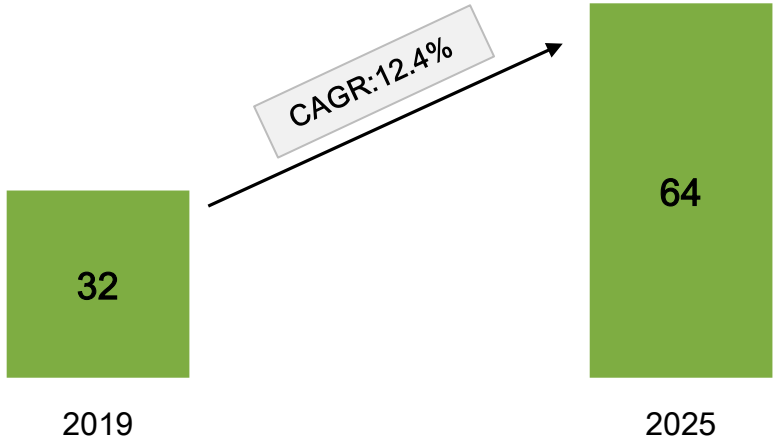
Strong Policy Support for the Chemical Sector

- Establishment of PCPIRs (Petroleum, Chemicals and Petrochemicals Investment Regions) to enhance infrastructure and attract investments.
- Programs like National Petrochemical Awards and Centres of Excellence (CoEs) prioritizing and fostering innovation.

Indian Chemical Industry (USD Bn)

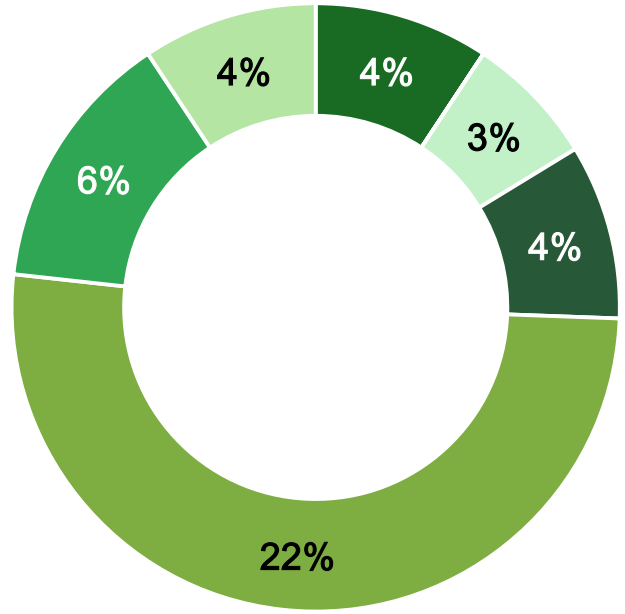


Specialty Chemical Industry (USD Bn)



PFSCL-Solutions Across Industries

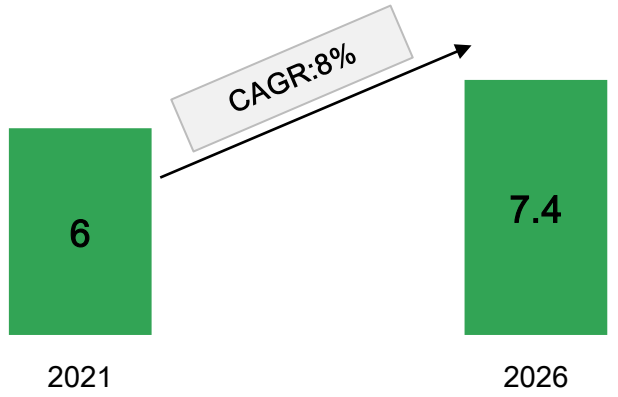
Specialty chemicals are segmented by end-user markets



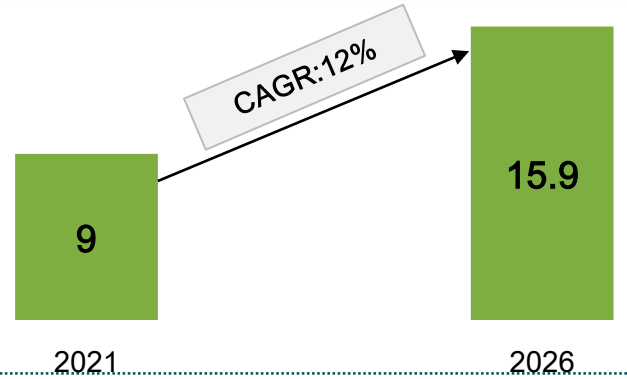
- Agrochemical
- Construction Chemical
- Electronic Chemical
- Water Treatment
- Polymer and additives
- Dyes and Pigment
- Surfactants
- Flavours and Fragnances

At Paragon we serve high growth Industries…

Indian Agro Chemical Industry (Rs Bn)



Indian Dye & Pigment Industry (Rs Bn)



PFSCL: A Global Supplier offering a wide array of specialty dyes and intermediates, including pigment, ink, hair dye, pharmaceutical, and agricultural varieties

PFSCL - Driving Sustainable Excellence

Membership

- Eco Care for Solid Waste Disposal Facility
- Novel Spent Acid Management (discharging 100 tons of acid per month)
- M/s A-One Green Enviro Project LLP (evaporation of effluent of 100 KL per day)
- Chhatral Environment Management System Private Limited (disposal of high concentrated waste water

Installed comprehensive safety equipment

- Fire Hydrants
- Fire Extinguishers
- Eye Shower
- Fire Balls
- Self-breathing Apparatus
- Air Mask
- Fire Shoot
- First Aid Box

- PFSCL, committed to the environment, operates on-site effluent treatment for Primary, Secondary, and Tertiary Effluent.
- The company participates in treatment facilities including Naroda, Sanand, and Vatva.
- Implements Innovative Waste Acid Management.
- Authorized to dispose of 12M litres/month for Viramgam and 21M litres/month for Vatva.
- Operates a 4,000-liter/hour Incinerator at Viramgam.



THANK YOU

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