



**PUNJAB CHEMICALS AND
CROP PROTECTION LTD.**



**Applying
Science.
Exploring
Ideas.**



45th

**ANNUAL REPORT AND
ACCOUNTS 2020-21**



उद्यमेन हि सिध्यन्ति
कार्याणि न मनोरथैः



20.07.1932 - 18.12.1997

S D SHROFF

(Known to all as 'Sasubhai')

He dared.

He cared.

He shared.

His vision to grow the company remains

What's in this report

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Corporate Information

Ghattu Ramanna Narayan
Chairman Emeritus

Mukesh Dahyabhai Patel
Chairman

Board of Directors:

Shalil Shashikumar Shroff
Managing Director,

Capt. Surjit Singh Chopra (Retd.)

Vijay Dilbagh Rai

Sheo Prasad Singh

Aruna Rajendra Bhinge

Shivshankar Shripal Tiwari

Avtar Singh
Director (Operations & Business Development)

Key Managerial Personnel:

Vinod Kumar Gupta
Chief Executive Officer

Punit Kumar Abrol
Sr. V.P. (Finance) & Company Secretary

Dr (HC) Sriram Swaminathan
Chief Financial Officer

Bankers

SVC Cooperative Bank Limited

RBL Bank Limited

Bank of Baroda

Auditors

BSR & CO. LLP
Chartered Accountants

Registered Office

Milestone 18, Ambala Kalka Road,
Village & P.O.: Bhankharpur,
Derabassi, Distt. S.A.S. Nagar
(Mohali), Punjab-140201.

Tel: 01762-280086/280094

Fax: 01762-280070

Email: info@punjabchemicals.com

Corporate Office

Plot No. 645-646, 5th Floor,
Oberoi Chambers II,
New Link Road, Andheri (West),
Mumbai - 400 0 53

Tel: 022-26747900

Fax: 022-26736193

Email: enquiry@punjabchemicals.com

Manufacturing Units

Derabassi and Lalru (Punjab)
Pune (Maharashtra)

Registrar & Share Transfer Agent

Alankit Assignments Ltd., RTA
Division, Alankit Heights
4E/2, Jhandewalan Extension,
New Delhi-110055

Tel: 011-42541234/23541234,

Fax: 011-41543474

Email: rta@alankit.com

Website: www.alankit.com

<http://www.punjabchemicals.com>

APPLYING SCIENCE. EXPLORING IDEAS.

WE ARE A DIFFERENTIATED CRAMS
PLAYER WITH A SYNERGISTIC PORTFOLIO
OF SPECIALTY CHEMICALS. WITH STRONG
CHEMISTRY SKILLS, COST EFFICIENT AND
FLEXIBLE MANUFACTURING PROCESSES,
WE ARE WELL POSITIONED TO ENHANCE
OUR PRODUCT PORTFOLIO AND DELIVER
RAPID GROWTH.





We have continuously invested in world-class facilities and advanced infrastructure, which unceasingly provides us with an exceptional analytical support for research, development, and commercial production of agrochemicals. Powered by our prowess in research and manufacturing processes, we have established strong customer relationships, while scaling up our CRAMS business over the last few years. With a sound foundation beneath our feet, we are directing our energies towards high-growth opportunities with a focus on segments with better margins.

Our purpose is to deliver superior products by having the right people, with expertise and knowledge, in place. As we move ahead, we are looking towards higher value opportunities in CRAMS and optimising our product line in the marketable molecules business. Our expanded capacities and technical know-how strongly place us to benefit from the strong growth in the global CRAMS industry.

Going forward, we aim to deepen our existing relationships while developing a diverse customer base and generate enhanced and predictable revenues. Our key objective is to help our customers develop new products; efficiently service the needs of growing the agrochemicals industry, and chart sustainable growth strategies.



**TODAY, WE SERVE AN ARRAY OF CUSTOMERS IN KEY
ADVANCED MARKETS IN THE GLOBAL CRAMS SPACE,
WITH -STRONG LEGACY OF DELIVERING EXCELLENCE.**

AT A GLANCE

Established in 1975, Punjab Chemicals and Crop Protection Limited (PCCPL) is now a fast-growing listed agrochemicals company, with a synergistic portfolio of Specialty Chemicals.



Our Evolution

1975	1983	1995	2003
Our founding year	We diversified into Specialty Chemicals	We further diversified into Agrochemicals	We engaged in an M&A with Alpha Drug Pharma

Today, Punjab Chemicals has strong R&D capabilities and a comprehensive product portfolio that enjoy a high level of trust from our institutional customers. - All products are manufactured employing International Standards for safety, quality and timely delivery.

The plants of the Company are located at Derabassi, Lalru and Pune. All three plant are ISO 9001:2015 certified, whereas Derabassi and Lalru plant are ISO 14001:2015 certified and Pune plant is FSSI certified.

2006	2016	2016	2021
Integrated into one company: Punjab Chemicals	Modified business model to include Contact Manufacturing	Enhanced our capacity to manufacture Agrochemicals	Achieved highest EBITDA in 10 years - Rs. 973 million

At a glance



Our Vision is...

to become a major Indian player in the fast-growing CRAMs segment and a preferred partner for manufacturing high-tech performance chemicals.

Our Mission

- is to increase income and achieve profitability in a sustained manner
- is to meet the customer expectations with products of the right quality and quantity in the required time
- is to focus on the products and companies that enable increasing added value
- is to renew our relationships with Indian Formulators and build a stronger base in the Indian market

Our Strategic Initiatives

- Since 2016, our CRAMS business has grown manifold,
- We have multiple lucrative long-term contracts signed with international players.
- We have new product launches and registrations in the pipeline, and are targeting annual sales of Rs. 1,500 crore in the next 3 years.
- We were able to reduce our debt by Rs. 13.1 crore in FY2021.

Rs. 678.2 crore
Revenue FY2021

↑ 23%
YoY

14.31%
EBITDA Margin

Rs. 97.3 crore
EBITDA FY2021

↑ 75%
YoY

7.22%
PAT Margin

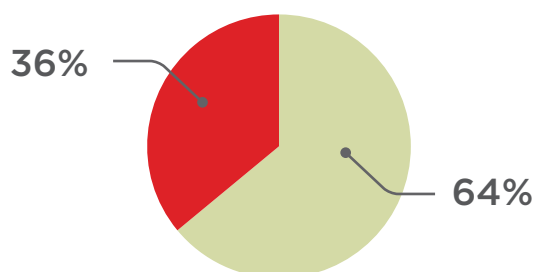
Rs. 49.1 crore
PAT FY2021

↑ 356%
YoY

32%
ROCE

Rs. 74.9 crore
Net Debt down by
Rs. 13.1 crore since FY 2020

Geographic Split of Revenue



INTERNATIONAL REVENUE
DOMESTIC REVENUE

Rs. 63.9 crore
Generated Cash Profit

20%
Proposed Cash
Dividend

34%
ROE

The above figures are from Consolidated Financial Statements

CHAIRMAN'S MESSAGE

“Today, I am pleased to inform you that your company is one of the fast-growing agrochemicals company, with the vision of becoming a major Indian player in the CRAMS segment and be a preferred partner for manufacturing high-tech performance chemicals.”



Dear Shareholders,

The world during FY 2021 was anything but normal. It was firmly in the grip of the coronavirus pandemic, which placed great demand on everyone. People across the world suffered unprecedented miseries, lives were lost. The economy and stock markets slumped, livelihoods were destroyed.

For Punjab Chemicals, too, it was a challenging year. Yet we came through the pandemic in good shape and laid strong foundation for future growth. The Management and employees worked hard to handle the adverse conditions and also at the same time ensured to bring new products to market for our customers. We are aggressively moving forward on transformation journey and are committed to take the company to next level. Today, we stand as a fully integrated CRAMS player with strong capabilities across the value chain. We provide end-to-end high-value CRAMS offerings right from

process research and development and commercial manufacturing. We are proud to have become the preferred outsourcing partner across several continents, and to service a diverse customer base from all the key advanced markets including US, Europe and Asia.

Looking back, past year has much we can be proud of. We managed to keep the company running successfully despite this major crisis, and continued to be a vital and performing supply chain source to our partner clients around the world. We kept our people at the core of our strategy and succeeded in protecting our workforce and minimizing the number of COVID-19 infections in the company.

Financial Performance

Your company has managed to deliver stellar performance in current financial year 2020-2021. I've been very impressed by the commitment shown by our employees in making all this possible. And I would like to sincerely thank them for hard work