

Specialty Chemicals



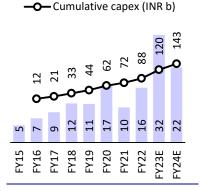
Capex juggernaut set to continue; with new and cross chemistries being ventured into



Indian Specialty Chemicals to benefit from China+1 strategy

Capex (INR b)

Capex investments by our coverage universe has been robust



Specialty Chemicals Conference 3.0

Key takeaways

We hosted an industry expert and 10 companies (Aether Industries, Alkyl Amines, AMI Organics, Fine Organics, Galaxy Surfactants, I G Petrochemicals, Rossari Biotech, Vishnu Chemicals, Yasho Industries and an unlisted surfactant player) in our Specialty Chemicals Conference 3.0 held on 18th August, 2022 at our Motilal Oswal Tower, Mumbai. The key event highlights are furnished below:

Key takeaways from the session with industry expert

- There is an increased focus on cost cutting and movement from batch to continuous process that helps reduce space requirement as well as opex drastically through decline in usage of utilities and waste reduction. Broadly, chemical companies follow two strategies: product and process.
- Under the product strategy, the focus is on product development rather than on cost control or effective process technology. At times, product may not have a ready market – the companies may have to approach consumers and demonstrate the effectiveness of their products towards whatever purposes they are intended for.
- They safeguard knowledge about their products through in-house development/ patents/ use of excipients/ lesser attrition. A few examples are Fine Organics, Galaxy Surfactants, Sudarshan Chemicals, NOCIL, and Aether Industries.
- Under the process strategy, the focus is on process optimization and continuous cost cutting on existing products. Attributes required are engineering skills and co-operation between R&D and production teams. A few examples of such companies are Eternis, Jayant Agro, UPL, and Laxmi Organics.
- The gap between India and the West in terms of knowledge has narrowed significantly. India has vast resources in terms of chemistry and chemical engineers. However, the risk taking capabilities are not high. Since technology development requires high risk appetite, most of the domestic companies have so far not ventured into that direction.

Three common highlights from the corporate sessions

- Capex is a key theme: Fine Organics is looking for a land in Gujarat for the next phase of expansion; their existing capacities would run out soon (by Mar'23). Aether Industries is planning a capex of INR4.5b. I G Petrochemicals is expanding its Phthalic and Maleic Anhydride capacities. Vishnu Chemicals is increasing its capacity for a capex of INR1.8-2.0b. Rossari Biotech expects to add more modules at Dahej. Alkyl Amines is expanding its amine capacity. Yasho is more than doubling its capacity while Ami is adding a new line for electrolytes.
- Import substitution guides product development: Aether is expanding its current basket of 16 products primarily based on import substitution. I G Petrochemicals' expansion also takes into account the huge import substitution of Phthalic and Maleic Anhydrides. Vishnu's expansion is also based on domestic demand-supply gap.

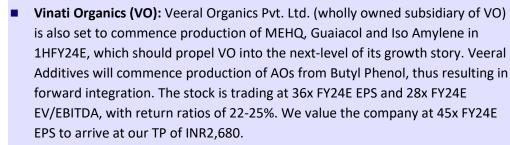
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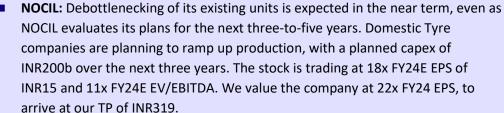
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Reliable alternate suppliers: The past few quarters have witnessed unseen volatility in freight and raw material costs. As a result, several suppliers have enforced force majeure. However, companies such as Fine Organics battled the uncertainties and even serviced the consumers who were facing issues with other suppliers. These would further help Indian companies establish themselves as reliable suppliers and take advantage of the China+1 strategy.

Valuation and recommendation from our coverage universe

Please note that Vinati Organics and NOCIL did not participate in the conference. However, we provide our view on the names on which we have a BUY rating in our coverage universe, namely, Vinati Organics, NOCIL and Galaxy Surfactants.





Galaxy Surfactants (GALSURF): Capex guidance was at INR1.5b each for FY23/FY24, similar to that in FY22. Expansion of products is expected to be across the board, but the focus will mainly be on Specialty Care Products. The stock is currently trading at 35x FY24E EPS and 23x FY24E EV/EBITDA. We value the company at 45x FY24 EPS, or INR89, to arrive at our TP of INR4,000.







Exhibit 1: Difference between product and process strategies, some companies follow both the strategies

Two Strategies of Chemical Manufacturers

Product Strategy

Focus on developing performance molecules with high margins.

Cost effective manufacturing secondary.

Process Strategy

Focus on manufacturing molecules with established markets

Molecule development secondary.

Source: Industry, MOFSL

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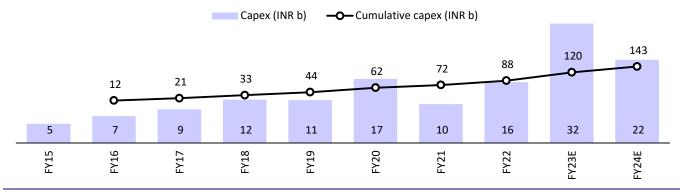
Exhibit 2: Valuation snapshot of companies that participated in MO Specialty Chemicals Day 3.0

| Company | CMP | Mkt Cap | E | PS (INF | ₹) | | P/E (x) | | | P/BV (x | :) | EV/ | EBITDA | \ (x) | | ROE (% |) |
|-------------------|-------|---------|------|---------|-------|------|---------|-------|------|---------|-------|------|--------|-------|------|--------|-------|
| Company | (INR) | (NR b) | FY22 | FY23E | FY24E | FY22 | FY23E | FY24E | FY22 | FY23E | FY24E | FY22 | FY23E | FY24E | FY22 | FY23E | FY24E |
| Fine Organic | 6,100 | 187 | 84.7 | 146.4 | 134.1 | 47.3 | 41.7 | 45.5 | 12.8 | 14.4 | 11.6 | 33.2 | 28.5 | 31.8 | 30.7 | 39.2 | 27.7 |
| Alkyl Amines | 2,945 | 150 | 44.0 | 59.5 | 75.5 | 64.9 | 49.5 | 39.0 | 14.7 | 12.3 | 9.8 | 44.6 | 33.8 | 26.6 | 25.2 | 27.4 | 27.9 |
| Galaxy Surfact. | 3,152 | 112 | 74.1 | 92.3 | 102.1 | 38.6 | 34.2 | 30.9 | 6.5 | 6.2 | 5.4 | 26.2 | 22.8 | 20.7 | 18.3 | 19.3 | 18.7 |
| Aether Industri.* | 859 | 107 | 9.7 | | | | | | | | | | | | 38.8 | | |
| Rossari Biotech | 915 | 50 | 17.8 | 26.5 | 35.8 | 51.2 | 34.6 | 25.5 | 6.2 | 5.2 | 4.4 | 27.1 | 18.9 | 15.2 | 16.1 | 16.5 | 18.9 |
| Ami Organics | 960 | 35 | 19.7 | 26.2 | 35.1 | 50.8 | 36.7 | 27.4 | 7.0 | 5.7 | 4.7 | 33.8 | 24.7 | 18.4 | 20.9 | 16.5 | 18.6 |
| Vishnu Chemicals | 1,802 | 22 | 68.1 | 106.8 | 141.1 | 23.5 | 16.9 | 12.8 | 6.9 | 5.3 | 3.8 | 14.5 | 10.8 | 8.7 | 34.4 | 31.5 | 29.4 |
| I G Petrochems | 616 | 19 | 85.9 | 79.0 | 68.6 | 8.2 | 7.8 | 9.0 | 2.0 | 1.6 | 1.4 | 5.2 | 4.9 | 5.5 | 28.1 | 20.9 | 15.7 |
| Yasho Industries* | 1,450 | 17 | 47.3 | | | 40.7 | | | 12.7 | | | 25.3 | | | 41.8 | | |

^{*}Estimates not available on Bloomberg

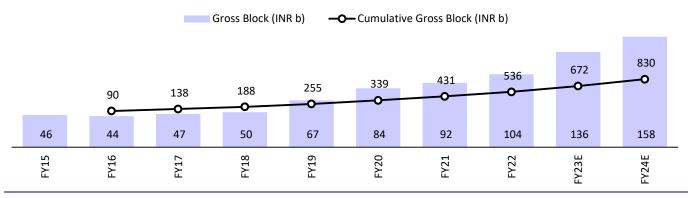
Source: Bloomberg, MOFSL

Exhibit 3: Capex investments by our universe have been robust over the past eight years, which are set to continue



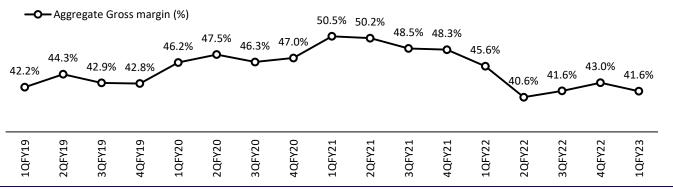
Source: Companies, MOFSL

Exhibit 4: Gross block for our universe has posted a 12% CAGR over FY15-22 and is likely to post a 23% CAGR over FY22-24E



Source: Companies, MOFSL

Exhibit 5: Gross margin profile for our coverage universe



Source: Companies, MOFSL

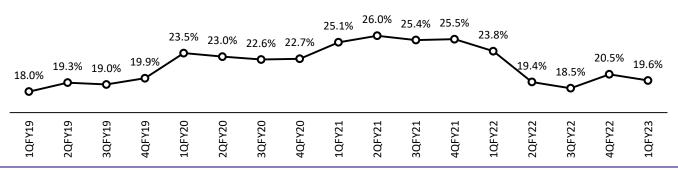
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Exhibit 6: EBTIDAM profile for our coverage universe

─O Aggregate EBITDA margin (%)



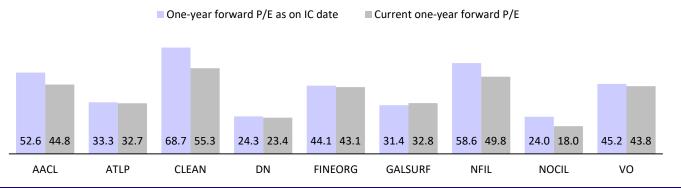
Source: Companies, MOFSL

Exhibit 7: Peer comparison for our coverage universe

| Company | Reco | TP (INR) | EPS (INR) | | | P/E (x) | | | P/BV (x) | | | EV/EBITDA (x) | | | ROE (%) | | |
|------------------|---------|-------------|-----------|-------|-------|---------|-------|-------|----------|-------|-------|---------------|-------|-------|---------|-------|-------|
| | | | FY22 | FY23E | FY24E | FY22 | FY23E | FY24E | FY22 | FY23E | FY24E | FY22 | FY23E | FY24E | FY22 | FY23E | FY24E |
| Alkyl Amines | Neutral | 2,968 | 44.0 | 58.8 | 74.2 | 68.5 | 51.3 | 40.6 | 15.6 | 12.7 | 10.3 | 47.5 | 35.6 | 28.0 | 25.2 | 27.2 | 27.9 |
| Atul | Neutral | 8,991 | 198.7 | 242.7 | 256.9 | 46.1 | 37.7 | 35.6 | 6.1 | 5.4 | 4.7 | 30.4 | 25.7 | 23.6 | 14.3 | 15.2 | 14.1 |
| Clean Science | Neutral | 1,659 | 21.5 | 30.6 | 41.5 | 81.1 | 57.0 | 42.1 | 24.1 | 17.7 | 13.1 | 61.3 | 42.8 | 31.5 | 34.9 | 35.9 | 35.7 |
| Deepak Nitrite | Neutral | 1,887 | 78.2 | 80.6 | 85.8 | 26.1 | 25.3 | 23.8 | 8.3 | 6.5 | 5.3 | 18.1 | 17.7 | 16.3 | 37.5 | 28.9 | 24.5 |
| Fine Organic | Neutral | 5,577 | 81.8 | 112.5 | 111.5 | 75.1 | 54.5 | 55.0 | 19.6 | 15.7 | 13.1 | 54.7 | 39.1 | 39.1 | 29.5 | 32.0 | 25.9 |
| Galaxy Surfact. | Buy | 4,000 | 74.1 | 91.7 | 88.9 | 42.0 | 33.9 | 35.0 | 7.0 | 6.1 | 5.4 | 29.0 | 22.6 | 22.9 | 18.3 | 19.2 | 16.2 |
| Navin Fluo.Intl. | Neutral | 4,324 | 53.8 | 80.0 | 108.1 | 79.9 | 53.7 | 39.7 | 11.4 | 9.8 | 8.2 | 61.4 | 40.8 | 30.1 | 15.2 | 19.6 | 22.4 |
| NOCIL | Buy | 319 | 10.6 | 13.3 | 14.5 | 25.1 | 19.9 | 18.3 | 3.1 | 2.8 | 2.6 | 15.8 | 12.9 | 11.7 | 13.0 | 14.8 | 14.7 |
| Vinati Organics | Buy | 2,680 | 33.7 | 44.8 | 59.6 | 65.2 | 49.0 | 36.9 | 12.4 | 10.3 | 8.4 | 51.9 | 37.8 | 28.5 | 20.6 | 22.9 | 25.0 |

Source: MOFSL

Exhibit 8: One-year forward P/E for our sector was 42.5x as on our IC date, while currently the sector is trading at a multipl of 38.2x on one-year forward basis



Source: Bloomberg, MOSL

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| Explanation of Investment Rating | |
|----------------------------------|--|
| Investment Rating | Expected return (over 12-month) |
| BUY | >=15% |
| SELL | <-10% |
| NEUTRAL | < - 10 % to 15% |
| UNDER REVIEW | Rating may undergo a change |
| NOT RATED | We have forward looking estimates for the stock but we refrain from assigning recommendation |

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