



Chemkart India Ltd

Investor Presentation - September 2025



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----- **Company Overview**



----- **Industry Overview**



----- **Strategic Overview**



----- **Historical Financial Performance**



----- **Investment Rationale**



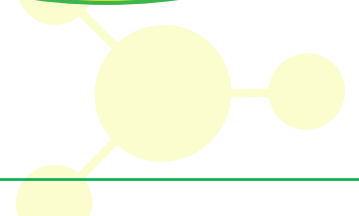


Mission

To drive growth and excellence in food and health ingredients through quality sourcing, trusted partnerships, and innovative, sustainable solutions that empower customer success.

Vision

To be a global leader in end-to-end CDMO solutions and trusted distribution of food, health, and specialty ingredients, delivering quality, trust, innovation, and sustainable growth across the value chain.





Company Snapshot

10+ Product Categories



150+ Ingredients



500+ Trusted Clients



30K Sq.Ft Warehouse



Certifications:
ISO 9001:2015 | FSSAI | ETC |



Pan-India
Distribution Network



(3 Year CAGR)
Revenue: **32.7%**
EBITDA: **67.1%**
PAT: **64.2%**



(FY25)
ROE: **46%**
ROCE: **49%**

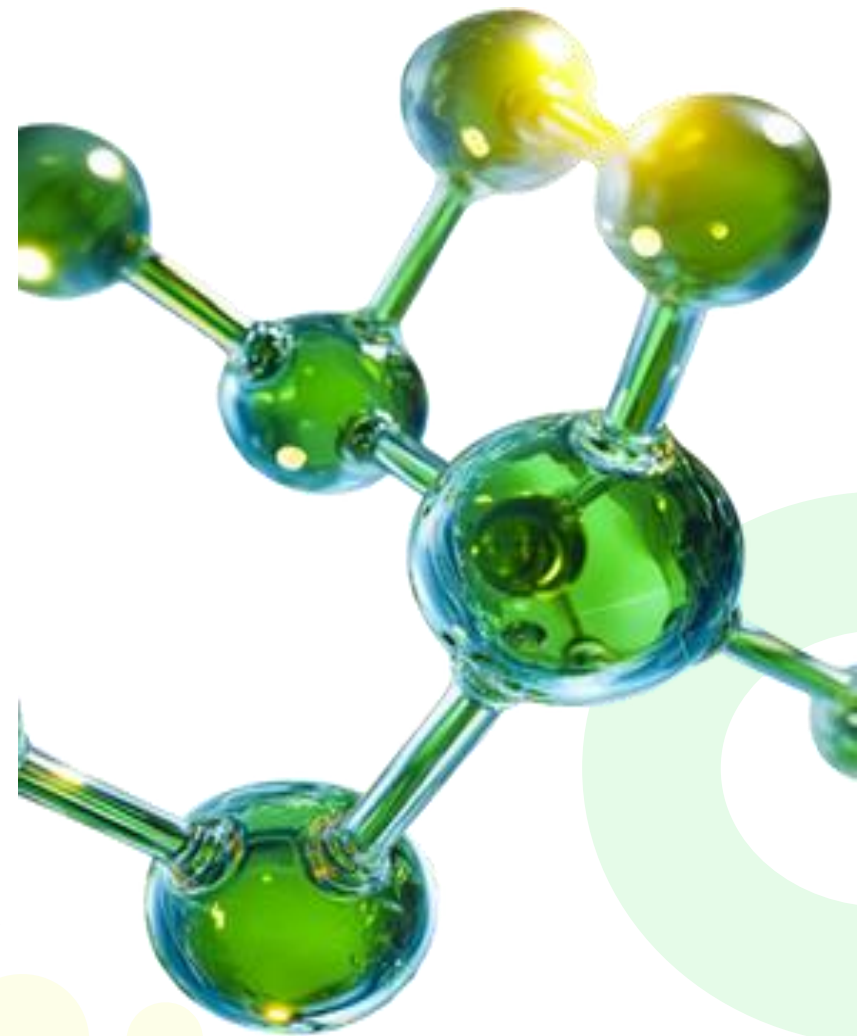


Chemkart India Limited, established in March 2015 and headquartered in Mumbai, is a B2B supplier of high-quality raw ingredients used in the manufacturing of nutritional, sports, and health supplements.

The company serves a broad spectrum of manufacturers across India, offering a diverse range of ingredients including amino acids like L-Leucine, L-Isoleucine, L-Valine, and L-Lysine HCL.

Since inception, the company has built strong relationships with both customers and suppliers and operates on a scalable distribution model, supported by effective inventory forecasting and supply chain responsiveness.

- **Incorporated in 2020** as a private company; became *Chemkart India Limited* in 2024.
- **B2B supplier** of raw ingredients for nutritional, sports, and health supplements.
- **Processes key amino acids & ingredients** like L-Leucine, L-Isoleucine, L-Valine, L-Lysine HCL, and more.
- **In-house blending & grinding facility** ensures product customization and quality control.
- **Strong customer & supplier relationships** built since inception.
- **Focus on operational efficiency**, inventory forecasting, and responsive supply chain management.
- **Serves manufacturers** of finished dietary and wellness supplements across India.
- The Company's business operations are further supported by its subsidiaries: **Easy Raw Materials Private Limited** and **Vinstar Biotech Private Limited**.





Path to Nutraceutical Leadership

Chemkart commenced operations as a proprietorship, laying the foundation for its growth.

2015

Transitioned into Chemkart India Private Ltd, evolving from a proprietorship to a private limited company to strengthen operations.

2020

Established EZRM as a Subsidiary to tap into new market segments & strengthen Chemkart presence.

2021

Expanded logistics footprint with new 30,000 sq. ft. warehouse facility in Bhiwandi to strengthen storage and distribution capabilities.

2022

- Launched Vinstar Biotech as a subsidiary to diversify and broaden business horizons.
- Established presence in SEZ with a dedicated sales unit to scale operations.

2023

Listed on the BSE SME Platform under the name Chemkart India Limited.

2025

New manufacturing unit to be completed and **operational in FY27**, driving mutifold growth for the company

E2027

Chemkart India Limited (CIL) announced the commencement of full-scale construction of a greenfield facility at its wholly owned subsidiary, **Easy Raw Materials Pvt. Ltd. (EZRM)**, located in the *JNPT Special Economic Zone (SEZ)*, Maharashtra.

This next-generation nutraceutical CDMO facility is designed for global-scale manufacturing, packaging, and export of health supplements with a strong focus on novel ingredient technologies such as microencapsulation, liposomal delivery systems, and enhanced bioavailability formats.

The nutraceutical formulations from our upcoming SEZ-based facility at JNPT, Maharashtra, are primarily aimed at export markets.

Following the Bhumi Pujan held on July 19, 2025, civil and infrastructure work is now in full swing. The SEZ-based facility is strategically positioned near India's largest container port, offering seamless access to global markets and duty-free benefits under SEZ policy.

Highlights of the EZRM SEZ Facility:

- 4,120 sq.m plot leased for 60 years at JNPA SEZ, Raigad
- Integrated CDMO operations: Formulation, packaging, and global dispatch
- Dosage formats: Tablets, capsules, jars, sachets
- Built-in export readiness: SEZ-compliant labelling, documentation & logistics
- Novel technologies: Microencapsulation, liposomal ingredients, and enhanced bioavailability systems
- Modern infrastructure: QC labs, warehousing, utilities, admin block, and sustainability features



Construction in progress



Estimated Operational FY27



Ankit Shailesh Mehta
Chairman & Managing Director

He holds a Bachelor's degree in (Chemical Engineering) & MBA in (Technology Management). With over 11 years of entrepreneurial experience including 4 years dedicated to the nutraceutical industry, he plays a pivotal role in steering Chemkart's strategic direction and long-term growth. He also oversees group companies such as Profoods Nutrition, Easy Raw Materials, and Vinstar Biotech.



Parul Shailesh Mehta
Promoter & Executive Director

With 9 years of experience in the nutraceutical sector, she brings strong operational and strategic expertise. A science graduate with a Medical Laboratory Technology certification, she has led key functions including procurement, sales, logistics, compliance, and quality. She also plays leadership roles in group companies Profoods Nutrition, Easy Raw Materials, and Vinstar Biotech driving brand strategy, marketing, partnerships, and product line expansion.



Shailesh Vinodrai Mehta
Promoter & Executive Director

A commerce graduate from the University of Bombay, he brings over 30 years of experience in the chemical sector through his proprietorship, Atul Chemicals, where he has led business expansion, quality control, and operational strategy. Appointed to the Board in July 2024 and regularized in September 2024, he also contributes his expertise to the nutraceutical and food supplement sector.



Our Leading Product Portfolio

Glycine

Creatine Monohydrate 200 Mesh

Inositol

BCAA 2:1:1 (Leucine, Isoleucine, Valine)

L-Glutamine

L-Carnitine

N-Acetyl L-Cysteine (NAC)

Taurine

L-Glutathione (Reduced)

Whey Protein Concentrate 80%

Clientele at a Glance





Domestic Stronghold with Emerging Global Reach



■ Export ■ Domestic



Warehousing facility in Bhiwandi, Maharashtra spans 28,259 sq. ft. across three floors, fully equipped for blending, grinding, packing, labelling, and sealing operations.



Robust Storage & Processing Capabilities



150+
Ingredients



30000 Sq.ft
Warehouse



50+
Employee
Strength



1.8MT/Day
Grinding
Capacity



1.5MT/Day
Blending
Capacity



Vinstar Biotech Limited

Supports science-led platforms in biotech, life sciences, and chemicals. Its involvement aligns with Chemkart's vision of building high-impact, sustainable manufacturing capacity in India.



Easy Raw Materials Pvt. Ltd

Focused on the manufacturing & export of high-quality nutraceutical and wellness products, driven by sustainability, automation & cutting-edge formulation technologies.



Certifications

ISO 9001:2015 Certified



FSSAI License



ISO 22000:2018 Certified



HALAL Certified



KOSHER Certified





----- **Company Overview**



----- **Industry Overview**



----- **Strategic Overview**



----- **Historical Financial Performance**



----- **Investment Rationale**





Powering India's \$76 Billion Health Revolution



India's nutraceutical market is **growing at 10% CAGR**, projected to reach USD 76 billion by 2033, backed by rising health-conscious consumer spending.



A wellness-focused middle class and expanding elderly population are driving **sustained demand** for functional and personalized nutrition.

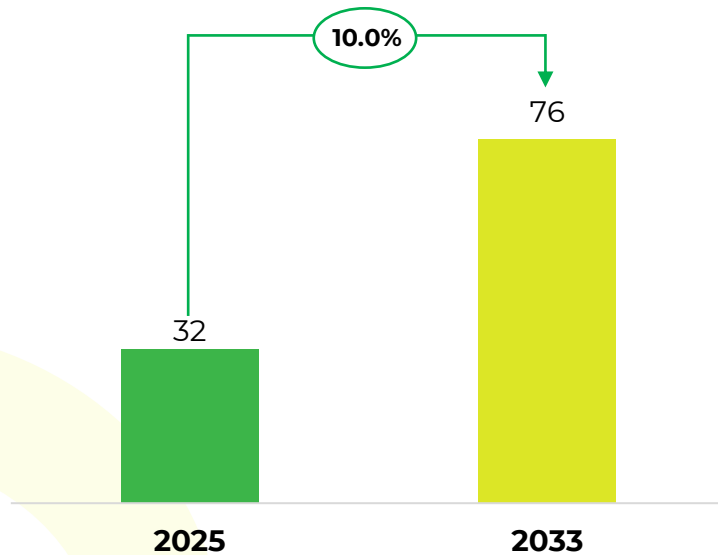


Government incentives like PLI schemes and FSSAI regulations are **boosting confidence** in domestic manufacturing and industry scalability.

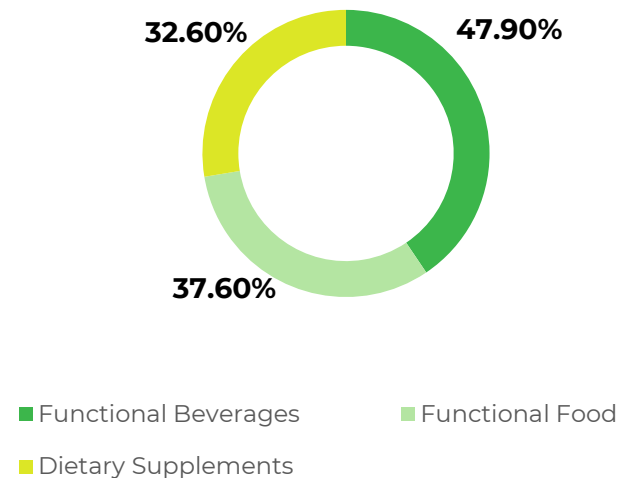


India's Ayurvedic legacy and rising global demand for natural ingredients are positioning it as a **leading nutraceutical export hub**.

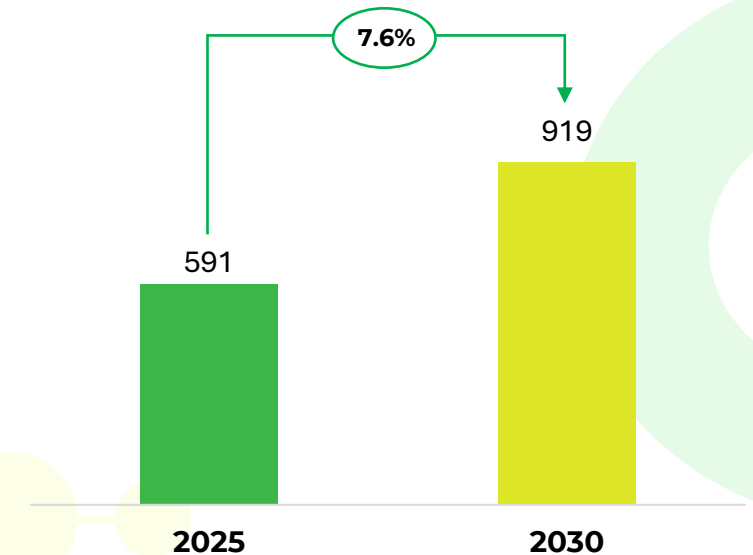
Indian Nutraceuticals Market Size (USD Billions)



Indian Nutraceuticals Product Share



Global Nutraceuticals Market Size (USD Billions)



SOURCE: Grand View Research



Trends Fueling the Next Wave of Nutraceutical Growth

01

AYURVEDA 2.0

India's 1,700+ medicinal plants are fueling demand for standardized herbs like turmeric, tulsi, and ashwagandha. Backed by modern extraction and global clinical validation, Ayurvedic blends are gaining popularity, with growing exports.

02

CLEAN LABEL & PLANT BASED.

Consumers prefer additive-free, transparent, and vegan products. This drives demand for natural ingredients in formats like herbal teas and gummies, prompting companies to meet global clean-label standards.

03

PERSONALISED NUTRITION

Tailored supplements based on genetics, lifestyle, and health data are rising. Microbiome, hormone, and age-specific solutions are growing, supported by wearables and health tech.

04

R&D & BIOAVAILABILITY

Focus is shifting to better absorption and delivery via nano emulsions and liposomal formats. Partnerships with research bodies are driving innovation in taste, stability, and efficacy.

SOURCES: Fortune Business Insights, IMARC Group, Grand View Research, Statista, ASSOCHAM-EY & IBEF



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Present Edge & Future Focus:

Strategic Advantages



Experienced Team:

Strong leadership with deep industry knowledge.



Cost-Efficient Operations:

Lean inventory system reduces cost and improves delivery.



Strong Relationships:

Long-term ties with global suppliers and customers.



High-Margin Focus:

Specializes in profitable specialty and performance chemicals.



Diverse Industry Reach:

Serves pharma, agrochemicals, and personal care sectors.

Path Ahead



Product Expansion:

Our new manufacturing facility marks strategic entry into CDMO, expanding capabilities and offerings.



Vertical Integration:

Enabling scalable growth and margin leadership through in-house, integrated manufacturing.



Enhanced R&D:

Developing customized solutions for diverse client needs.



Policy Advantage:

Benefiting from “Make in India” and PLI schemes to boost manufacturing and exports.



Global Reach:

Expanding client base globally while strengthening existing partnerships.



Driving Growth Through Strategic Outreach



Some of the Pictures of Exhibitions & Interactions



Strengthening Digital B2B Presence

By leveraging online B2B platforms, we've expanded nationwide visibility, generated high-quality leads, and strengthened our presence across chemical and nutraceutical industries.



Customer-Centric Market Alignment

Our sales team actively engages with clients to gather insights and feedback on emerging industry trends, enabling us to tailor our product procurement to meet evolving market demands.



Expanding Reach Through Social Media

We actively leverage platforms like Facebook, Instagram, and YouTube to connect with a broader audience, enhance customer engagement, and strengthen brand presence across digital touchpoints.



Boosting Brand Presence through Exhibitions

We actively participate in industry exhibitions and fairs, leveraging these platforms to showcase our products and enhance brand visibility.



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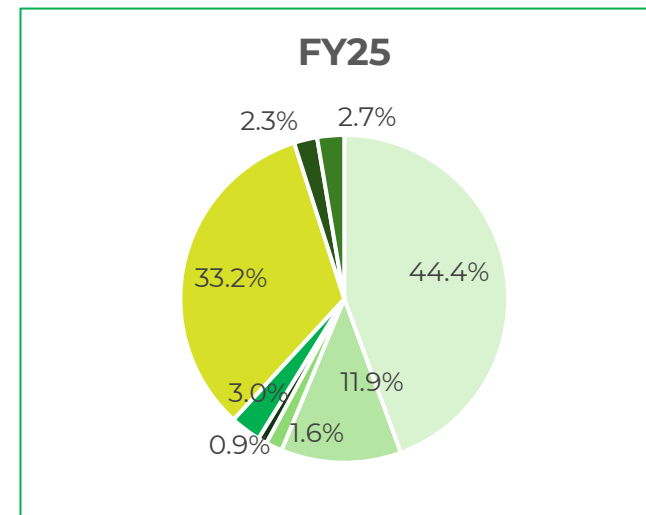
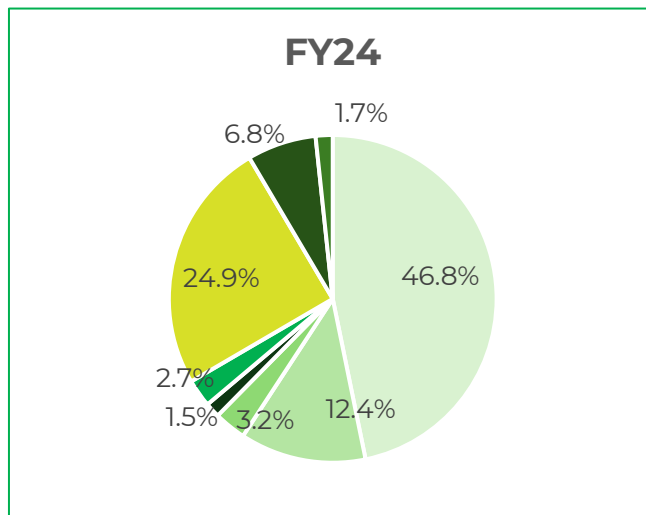
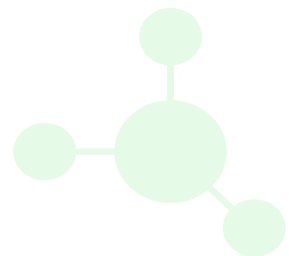


----- **Historical Financial Performance**



----- **Investment Rationale**





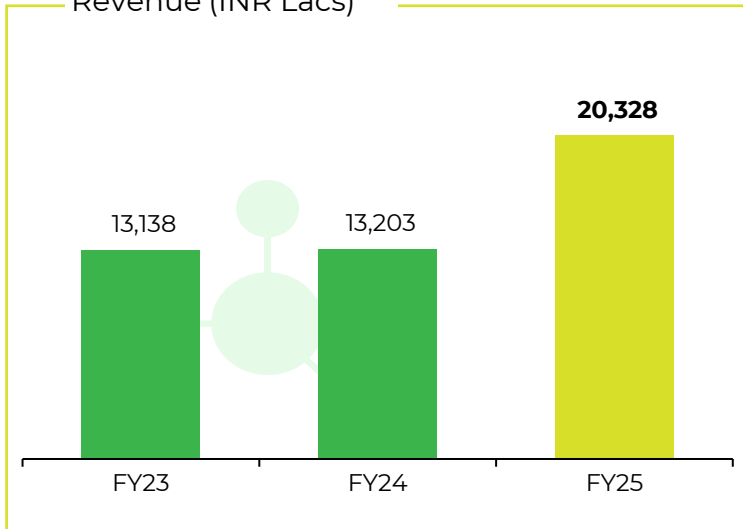
Amino Acids
 Health Supplement
 Herbal Extract
 Nucleotide
 Protein
 Sports Nutrition
 Vitamin
 Other

Product Category	FY24	FY25
Amino Acids	6176.68	9025.45
Health Supplement	1642.95	2410.53
Herbal Extract	416.83	331.78
Nucleotide	194.43	179.31
Protein	361.21	618.82
Sports Nutrition	3289.13	6755.84
Vitamin	899.91	465.28
Other	221.55	540.84
Total	13202.69	20327.85

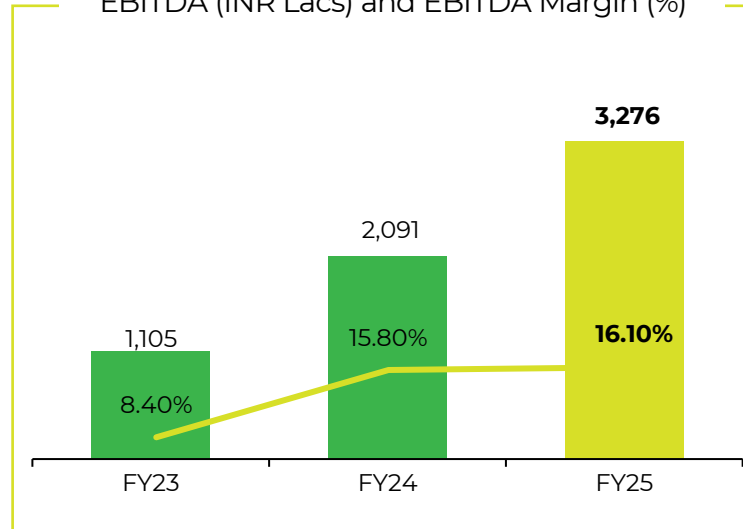


Key Financial Highlights

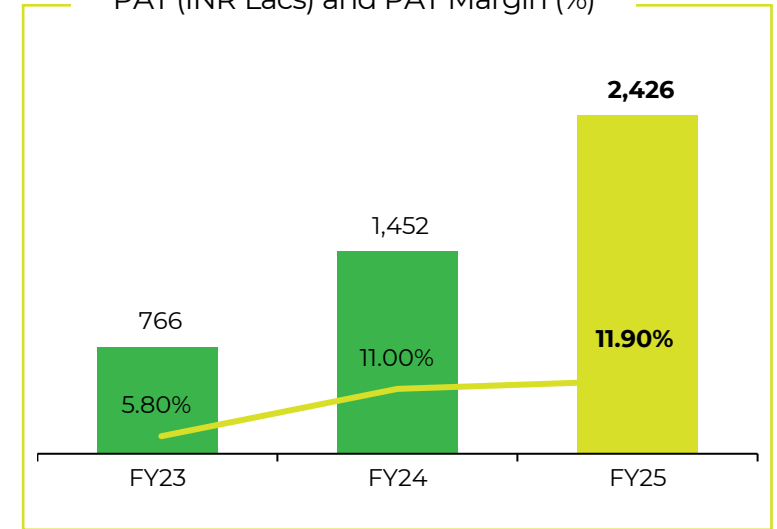
Revenue (INR Lacs)



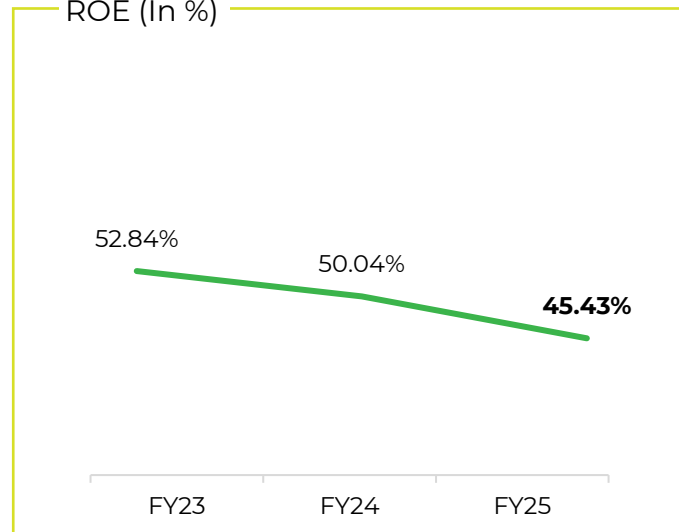
EBITDA (INR Lacs) and EBITDA Margin (%)



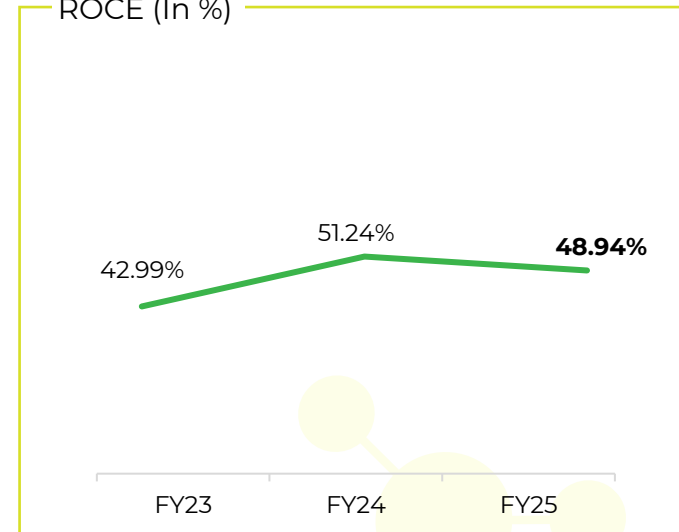
PAT (INR Lacs) and PAT Margin (%)



ROE (In %)



ROCE (In %)



Consolidated Numbers



Consolidated Income Statement

Particulars (Rs. Lacs)	FY24	FY25
Revenue from Operations	13,202.7	20,327.9
Cost of Materials Consumed	10.4	748.6
Purchase of Stock in Trade	10,701.6	17,123.4
Changes in Inventories in Stock in Trade	-7.6	-1,469.5
Employee Expenses	115.2	212.6
Other Expenses	291.9	436.5
EBITDA	2,091.2	3,276.3
EBITDA Margin (%)	15.8%	16.1%
Other Income	80.1	217.8
Depreciation	41.5	53.1
EBIT	2,129.8	3,441.1
EBIT Margin (%)	16.1%	16.9%
Finance Cost	134.4	181.9
Profit before Tax	1,995.4	3,259.2
Tax	543.6	833.4
Profit After Tax	1,451.8	2,425.8
PAT Margin (%)	11.0%	11.9%
EPS (As per Profit after Tax)	15.28	25.54



Standalone Income Statement

Particulars (Rs. Lacs)	FY24	FY25
Revenue from Operations	13,202.7	20,327.9
Cost of Materials Consumed	10.4	748.6
Purchase of Stock in Trade	10,580.5	17,123.4
Changes in Inventories in Stock in Trade	-7.6	-1,469.5
Employee Expenses	80.7	214.7
Other Expenses	507.8	410.6
EBITDA	2,030.9	3,300.1
EBITDA Margin (%)	15.4%	16.2%
Other Income	80.1	218.9
Depreciation	32.6	61.2
EBIT	2,078.3	3,457.9
EBIT Margin (%)	15.7%	17.0%
Finance Cost	132.2	186.7
Profit before Tax	1,946.1	3,271.1
Tax	552.4	795.6
Profit After Tax	1,393.8	2,475.5
PAT Margin (%)	10.6%	12.2%
EPS (As per Profit after Tax)	14.67	26.06



Consolidated Balance Sheet

Particulars (Rs. Lacs)	Mar-24	Mar-25
Non - Current Assets		
a)Property, plant and equipment and Intangible Assets		
i)Property, plant and equipment	532.2	867.5
ii) Intangible Assets	-	1.2
b)Non-current investments	0.0	16.0
c)Loans and advances	5.0	24.6
Total Non - Current Assets	537.2	909.2
Current Assets		
a) Inventories	779.8	2,249.4
b) Trade receivables	3,161.1	4,579.9
c) Cash and cash equivalents	6.7	283.1
d) Short term loans and advances	866.5	545.6
e) Other current assets	-	44.5
Total Current Assets	4,814.0	7,702.4
Total Assets	5,351.2	8,611.6

EQUITY AND LIABILITIES (Rs. Lacs)	Mar-24	Mar-25
Shareholders Funds		
(a) Equity share capital	135.7	949.9
(b)Reserves and Surplus	2,765.8	4,378.7
(c) Minority Interest		-0.4
Total Equity	2,901.5	5,328.2
Non - Current Liabilities		
a) Long Term Borrowings	19.8	10.2
b) Deferred tax liabilities (net)	6.3	9.0
c) Long term provision	3.8	5.9
Total Non - Current Liabilities	29.9	25.1
Current Liabilities		
a) Short Term Borrowings	1,235.0	1,692.6
b) Trade payables		
(i)Total Outstanding dues of Micro & Small Enterprises	-	-
(ii) Total Outstanding dues Creditors other than Micro & Small Enterprises	953.9	1,047.0
c)Other current liabilities	119.5	132.7
d)Short Term Provisions	111.5	386.1
Total Current Liabilities	2,419.8	3,258.3
Total Equity and Liabilities	5,351.2	8,611.6



Standalone Balance Sheet

Assets (Rs. Lacs)	Mar-24	Mar-25
Non - Current Assets		
a)Property, plant and equipment and Intangible Assets		
i)Property, plant and equipment	549.4	519.52
ii) Intangible Assets	-	2.0
b)Non-current investments	-	-
c)Loans and advances	5.0	5.0
Total Non - Current Assets	554.4	526.5
Current Assets		
a) Inventories	779.8	2,249.4
b) Trade receivables	3,191.9	4,610.9
c) Cash and cash equivalents	6.7	278.3
d) Short term loans and advances	868.0	936.5
e) Other current assets	-	46.7
Total Current Assets	4,846.4	8,121.6
Total Assets	5,400.8	8,648.1

EQUITY AND LIABILITIES (Rs. Lacs)	Mar-24	Mar-25
Shareholders Funds		
(a) Equity share capital	135.7	949.9
(b)Reserves and Surplus	2,739.6	4,400.9
(c) Minority Interest	-	-
Total Equity	2,875.3	5,350.8
Non - Current Liabilities		
a) Long Term Borrowings	-	10.2
b) Deferred tax liabilities (net)	6.6	9.0
c) Long term provision	-	5.9
Total Non - Current Liabilities	6.6	25.1
Current Liabilities		
a) Short Term Borrowings	1,224.1	1,692.6
b) Trade payables		
(i)Total Outstanding dues of Micro & Small Enterprises	-	-
(ii) Total Outstanding dues Creditors other than Micro & Small Enterprises	1,001.3	1,157.9
c)Other current liabilities	149.9	46.2
d)Short Term Provisions	143.7	375.6
Total Current Liabilities	2,518.9	3,272.3
Total Equity and Liabilities	5,400.8	8,648.1



Consolidated Cashflow Statement

Particulars (Rs. Lacs)	Mar-24	Mar-25
Cash Flow from Operating Activities		
Profit before Tax	1,995.4	3,259.2
Adjustment for Non-Operating Items	149.6	199.7
Operating Profit before Working Capital Changes	2,145.0	3,458.9
Changes in Working Capital	-1,650.0	-2,451.2
Cash Generated/Used from Operations	495.0	1,007.7
Less: Direct Taxes paid	-497.4	-610.7
Net Cash from Operating Activities	-2.3	396.9
Cash Flow from Investing Activities	-18.8	-425.1
Cash Flow from Financing Activities	15.4	304.6
Net Increase/(Decrease) in Cash and Cash equivalents	-5.7	276.5



Standalone Cashflow Statement

Particulars (Rs. Lacs)	Mar-24	Mar-25
Cash Flow from Operating Activities		
Profit before Tax	1,393.8	3,271.1
Adjustment for Non-Operating Items	717.2	215.9
Operating Profit before Working Capital Changes	2,110.9	3,487.0
Changes in Working Capital	-1,544.9	-2,901.8
Cash Generated/Used from Operations	566.0	585.2
Less: Direct Taxes paid	-544.9	-610.7
Net Cash from Operating Activities	21.1	-25.6
Cash Flow from Investing Activities	-18.8	-33.3
Cash Flow from Financing Activities	-8.0	330.4
Net Increase/(Decrease) in Cash and Cash equivalents	-5.7	271.6



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----- **Industry Overview**



----- **Strategic Overview**



----- **Historical Financial Performance**



----- **Investment Rationale**





Profitable Product Mix

Specialty chemicals and nutraceuticals across pharma, personal care, and B2B segments, offering strong profit potential.



Strong Customer Network

Focused on B2B, building trusted relationships to expand customers and drive sustainable nutraceutical growth.



Greenfield Expansion

Investing in EZRM's greenfield manufacturing project to improve margins, reduce dependency, and support CDMO operations.



China Plus One Strategy

Expanding manufacturing into microencapsulation, liposomal, and bioavailability systems to diversify supply and drive innovation.



Policy Support

Capitalizing on "Make in India" and Production Linked Incentive (PLI) schemes to accelerate domestic manufacturing and expand exports.



Expanding Globally

Expanding presence in existing markets and entering new geographies to boost growth and diversify risks.

Company



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Thank You!

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