

INDIAN EMULSIFIERS LTD.

INVESTOR PRESENTATION



Indian Emulsifiers Ltd.



COMPANY OVERVIEW



IE

Founded in 2020, under the name “Indian Emulsifier Private Limited.”

One of the major manufacturers of Esters, Esterquats, Polyamides, Polymerized surfactants, Sulphates, Amphoteric, Phosphate esters, Imidazolines, Wax emulsions, Specialty emulsifiers and Formulated products

Supplies specialty chemicals to a diverse range of industries, including Personal Care, Food, Personal care, Textiles, Mining, Industrial and Institutional Cleaners, Metal Working, Oil & Gas Industry and Lubricants



Emulsification is the process of blending two liquids that normally don't mix—like oil and water—into a stable mixture using specialized agents.

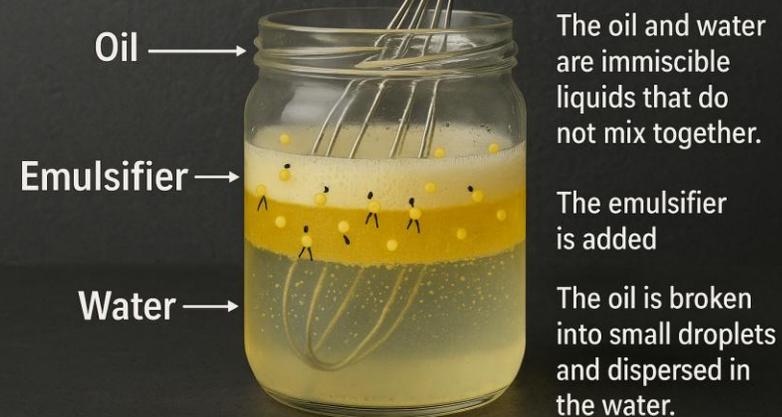
This is done using emulsifying agents, which help the liquids mix and stay blended by preventing them from separating.

In the specialty chemicals industry, emulsification plays a vital role in enhancing product performance, consistency, and usability.

By leveraging emulsification technology, companies can offer customized, high-value formulations that deliver improved functionality, product stability, and application efficiency.

It also supports sustainable product development by enabling water-based systems as alternatives to solvent-heavy formulations, aligning with global environmental and regulatory trends.

EMULSIFICATION PROCESS





The company continues to demonstrate strong operational momentum, **with new capacity which positions Indian Emulsifiers Ltd. for a robust growth of 150 - 200 % in revenue.** This expansion marks a key milestone in our journey toward becoming a leading specialty chemicals manufacturer with enhanced scale and operational efficiency.

Our wholly owned Australian subsidiary, **Southern Emulsifier Solutions Pty Ltd, has successfully executed its first order,** establishing a strong foothold in the high-potential mining emulsifier market. **The subsidiary is poised to deliver revenue of approximately ₹75 crore over the next 36 months,** underscoring our growing global reach and ability to cater to region-specific technical requirements.

In line with our long-term growth strategy, Indian Emulsifiers Ltd. has acquired additional land at Lote Parshuram MIDC for the establishment of a new state-of-the-art facility. This expansion will support the company's vision of scaling production and diversifying product offerings.

Further, the company has developed a new range of Polymers and Phosphonates, designed for the Industrial Water Treatment industry, marking its entry into a new vertical. This innovation-led initiative broadens our specialty chemical portfolio and enhances our capability to serve industrial clients across emerging application segments. With these strategic initiatives underway, the company is well-positioned to accelerate growth, strengthen global competitiveness, and deliver long-term value to all stakeholders.



(Managing Director)



To be a pioneer in specialty chemicals manufacturing, with a strong focus on delivering tailor-made solutions that address the diverse needs of its customers – driven by the belief that **Chemistry Drives Performance**.



To deliver high-performance specialty chemical solutions that enhance functionality, sustainability, and customer value across diverse industries, driven by cutting-edge R&D, ethical practices, and operational excellence

Ideology

To be a pioneer and leading manufacturer in the specialty chemicals industry, delivering superior service with integrity, ethics, and pride



Innovation

Innovating is key to industry success, leveraging in-house R&D and global technology alliances to deliver cutting-edge solutions to customers



Sustainability

Committed to sustainable development, the company uses biodiesel for boilers and thermo packs and recycles water to minimize environmental impact.



Quality Systems & Certifications

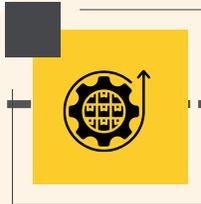
Strongly committed towards quality of its products, customer care and ultimately customer's satisfaction. Certification's includes ISO 9001, 14001, 18001, Kosher and Halal.



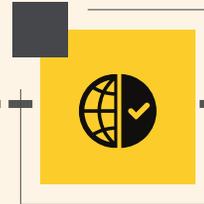
Key Facts & Figures



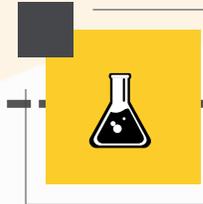
30+
Years of average team
experience.



12,000 MTPA
Production Capacity



Global Presence
across **9 Countries**



Portfolio of over **125+**
specialty chemicals

H1FY26

Revenue

76.98 Cr

EBITDA

15.32 Cr

PAT

10.26 Cr

H1FY25

Revenue

51.49Cr

EBITDA

11.38 Cr

PAT

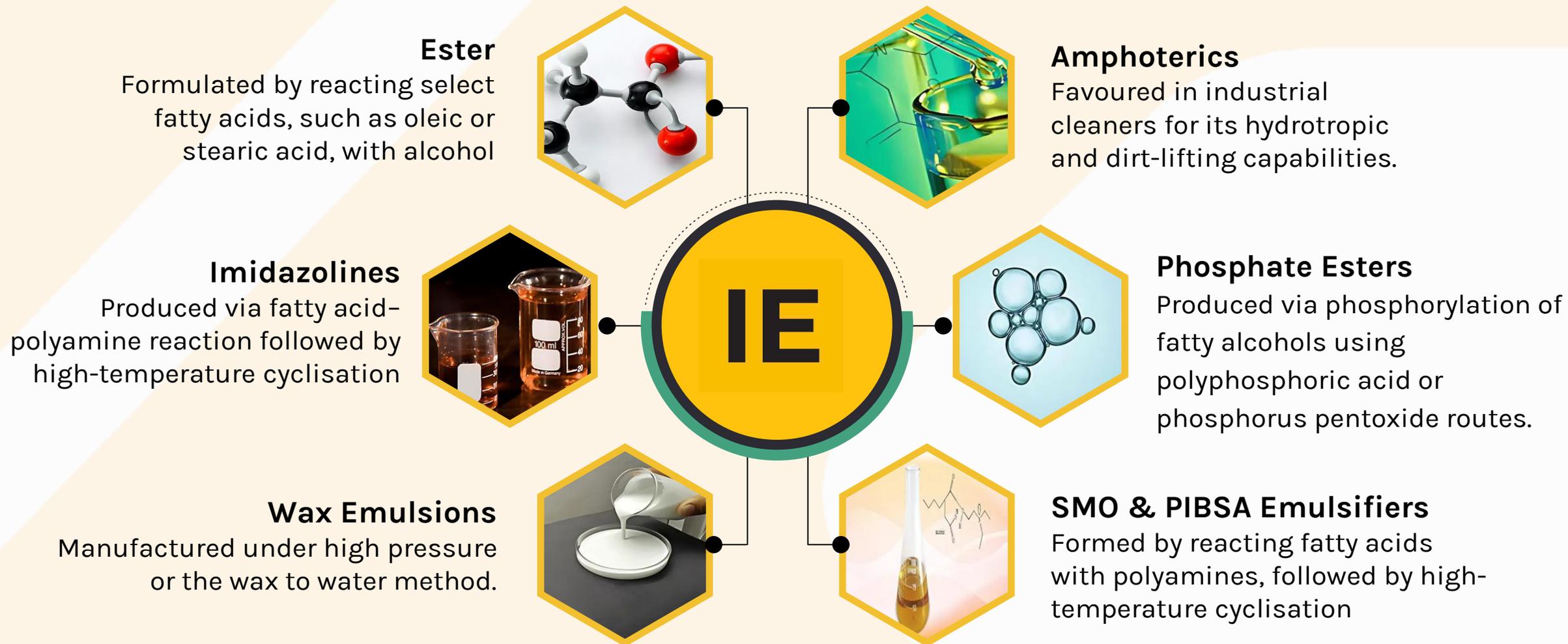
6.98 Cr



BUSINESS OVERVIEW

IE

Products Portfolio & It's Industrial Applications



Serving Key Industrial Verticals

Ester

Fragrances & Flavors: Esters enhance scent and taste in perfumes, cosmetics, and food.

Solvents: Essential in paints, coatings, and cleaners for effective dissolution.

Pharmaceuticals: Core ingredients in drug formulations and compound synthesis.

Imidazolines

Oil & Gas: Used as corrosion inhibitors in drilling fluids and pipelines.

Cleaning & Personal Care: Serve as surfactants in shampoos, cosmetics, and cleaners.

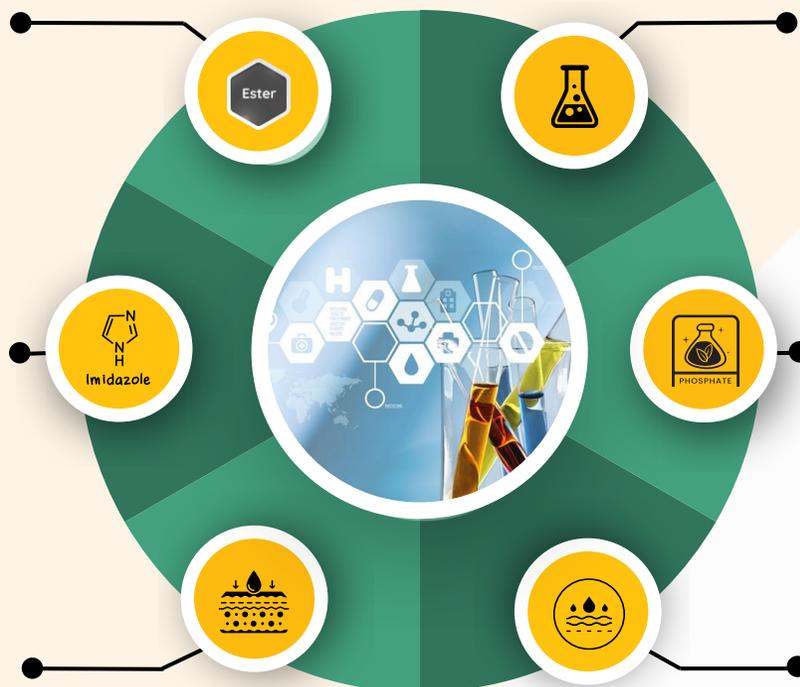
Agriculture & Biocides: Act as fungicides and antimicrobial agents in disinfectants and antiseptics.

Wax Emulsions

Oil & Gas: Corrosion inhibitors in drilling fluids and pipeline systems.

Cleaning & Personal Care: Surfactants in shampoos, cosmetics, and cleaning products.

Agriculture & Biocides: Used as fungicides and antimicrobials in disinfectants and antiseptics.



Amphoterics

Personal Care: Amphoteric offer mildness and skin/hair compatibility in cosmetics.

Cleaning & Detergents: Provide foaming, cleansing, and mildness in household and industrial cleaners.

Industrial Applications: Used in inks, coatings, textiles, and leather as functional additives.

Phosphate Esters

Flame Retardants: Enhance fire safety in plastics, textiles, electronics, and construction materials.

Lubricants: Provide high-temperature stability and effective lubrication in industrial machinery.

Detergents & Cleaners: Act as surfactants, improving foaming and cleaning performance.

SMO & PIBSA Emulsifiers

Industrial Processes: SMO aids emulsification; PIBSA provides corrosion protection and lubrication.

Oil & Gas: PIBSA used for corrosion inhibition in equipment and infrastructure.

Personal Care & Pharma: SMO ensures stable formulations through effective emulsification.

Building a Competitive Moat

Experienced Promoter & Management Team

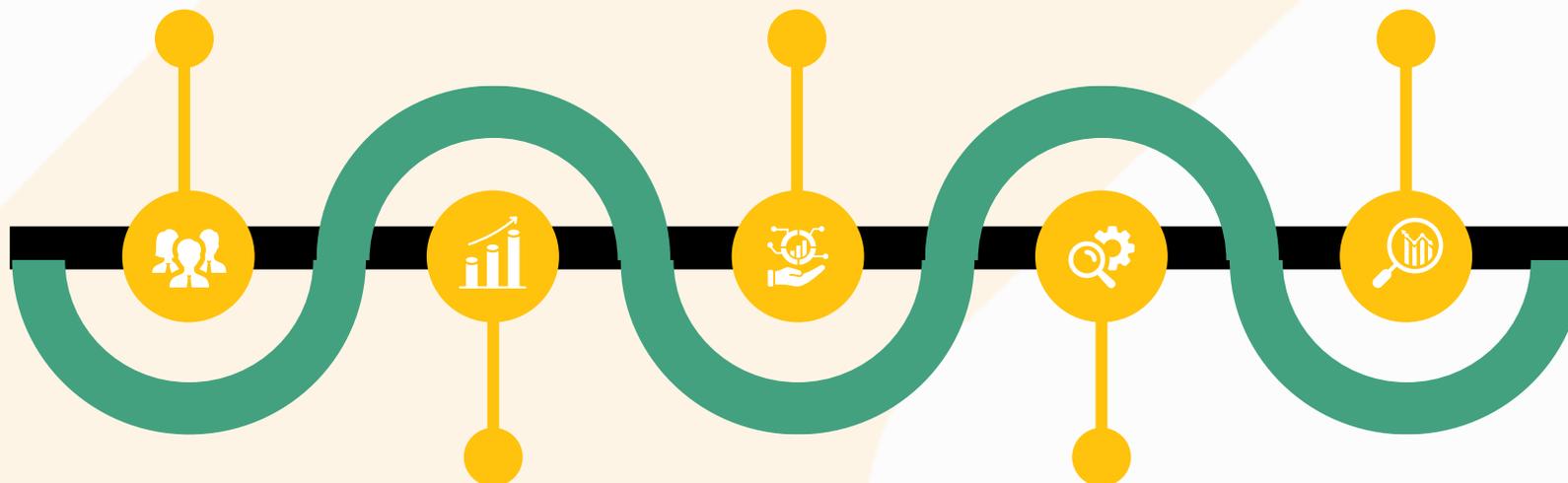
Led by a proven Promoter and experienced management team, the company leverages deep industry expertise to drive growth, manage risks, and expand into new markets.

Diverse Product Portfolio

Wide portfolio of over 125 specialty chemicals serving multiple industries.

Competitive Pricing

Delivers strong customer value by maintaining high product quality and cost competitiveness, supporting sustainable growth and market positioning.



Scalable Business Model

Customer-centric, order-driven model focused on efficient resource use, quality supply, and economies of scale along with development of new markets and products on domestic and international front

Integrated Manufacturing & R&D Facility

State-of-the-art facility with 7,800 MTPA capacity, featuring advanced process controls, in-house R&D innovation center, quality control, and application labs—driving consistent performance and product innovation.



Location: MIDC Lote Parshuram, 225 km from Mumbai, Ratnagiri District, Maharashtra

Strategic Advantage: Close proximity to ports ensures logistical efficiency

Capacity Expansion: Increased from 7,800 MT to 12,000 MT per annum with additional reactors

Infrastructure:

- Advanced process control systems
- In-house R&D center
- Quality Control & Application Laboratories

Team: Operated by a highly qualified and motivated technical team

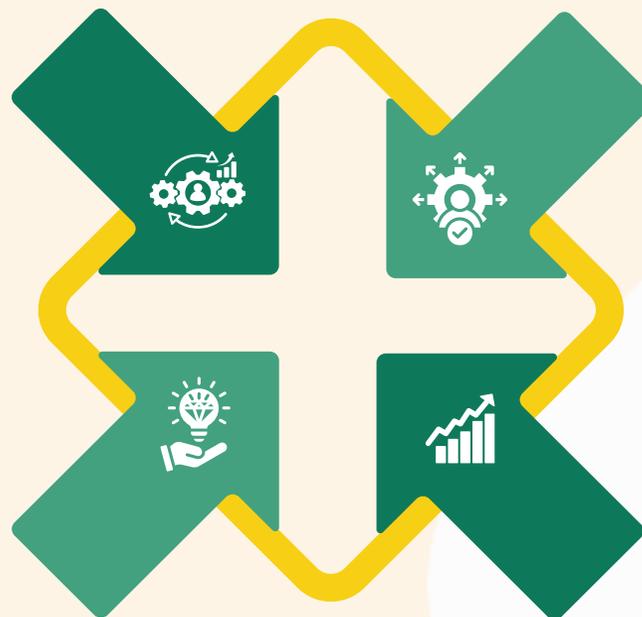
Flexibility: Multipurpose setup designed to meet diverse customer needs

Equipment Capability:

- Multiple high-pressure stainless-steel reactors
- Batch sizes ranging from 100 kg to 8,000 kg
- Operating temperature range: 10°C to 250°C
- Pressure range: 5-8 kg/cm²
- Equipped with condensers, vacuum systems, receivers, and high-speed stirrers

Increasing Operational Efficiency:

Ongoing investments in operational efficiency and technical capabilities aim to boost production, enhance margins, and ensure optimal resource utilization.



Focus on Contract & Exclusive Manufacturing Through Innovation and Value Engineering:

Focusing on strengthening customer ties through new molecule manufacturing, value engineering, and early-stage process innovation to unlock cross-selling and global growth opportunities.

Expanding existing manufacturing capacities to capitalize on industry opportunities:

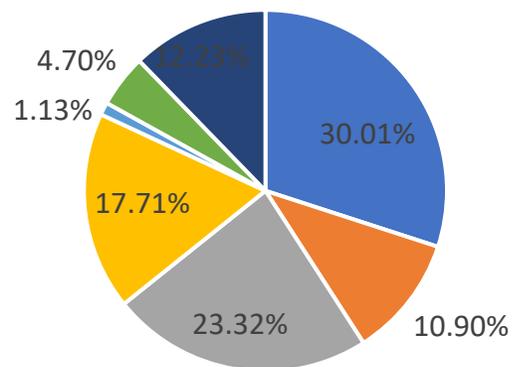
Continues to scale manufacturing capabilities, backed by experienced leadership, to capture growth in specialty chemicals and meet rising demand with improved efficiency and profitability.

Continue to focus on innovation and grow business across customer segments:

Focuses on innovation, sustainability, and rapid customization to deliver high-performance specialty chemicals tailored to diverse customer needs. Strong customer engagement and dedicated technical support drive differentiation and deepen market reach.

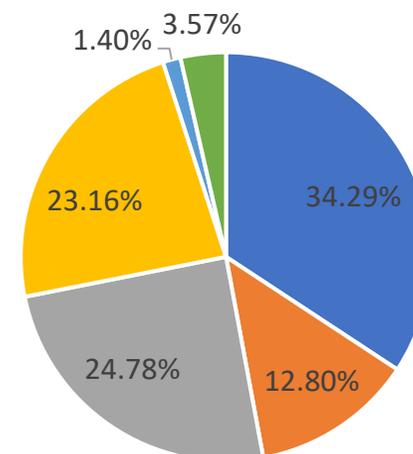
Industry Wise Revenue Breakup

FY25



- MINING EXPLOSIVES / LUBRICANTS
- METAL WORKING / OIL & GAS
- PERSONAL CARE / COSMETICS / OTHERS
- TEXTILES / OTHERS
- CLEANING
- PRESERVATIVES
- CLEANING / TEXTILES

FY24



- MINING EXPLOSIVES / LUBRICANTS
- METAL WORKING / OIL & GAS
- PERSONAL CARE / COSMETICS / OTHERS
- TEXTILES / OTHERS
- CLEANING
- PRESERVATIVES

Establishment of Southern Emulsifiers: Expanding into Australia's Mining Explosives Market

Significance of Strategic Entry into the Australian Mining Explosives Market

- **Market Entry & Expansion:** Establish a direct footprint in Australia's high-potential mining emulsifier market.
- **Customer Proximity:** Serve major mining clients locally, ensuring faster lead times and on-time delivery.
- **Supply Chain Optimization:** Reduce logistics bottlenecks by local warehousing and future domestic manufacturing



Why Australia ?

- Top 3 Global Mining Economy with AUD \$400B+ in annual mining exports.
- Explosives industry heavily reliant on stable, high-performance emulsifiers.
- Mining sector contributes ~10-11% to GDP – large and consistent end-user base.



Market opportunity

- Only two key emulsifier suppliers currently dominate – clear supply gap.
- Challenges in logistics from East to West – localized presence provides a competitive edge.
- Immediate demand: Field trials underway; first order expected imminently.



Strategic Benefits

- Revenue diversification through international market access.
- Strengthened relationships with global mining explosive manufacturers.
- Supports long-term vision to become a leading global emulsifier supplier.

Financial Outlook: Australian Subsidiary Growth Trajectory

Australian subsidiary is expected to generate **approximately INR 75 Crores** in revenue over the next three years, marking a significant step in our international growth strategy

Key Growth Drivers:

- Ability to offer customized emulsifier solutions tailored to client-specific formulations and performance requirements.
- Low competition in the Australian emulsifier segment, with only a few players serving the mining and industrial sectors.
- Strong customer validation and technical approvals driving repeat business and deeper client integration.

Profitability Outlook :

Margins are expected to be in the range of **10–15%**, with **annual improvement of 200–300 basis points** driven by product optimization, operating leverage, and premium positioning.

This strategic foothold strengthens our global positioning, enhances revenue diversification, and reinforces our ambition to become a leading specialty chemical partner in the global mining and industrial sectors.

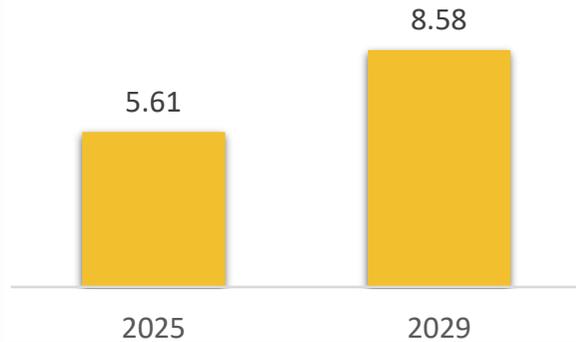
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INDUSTRY OVERVIEW

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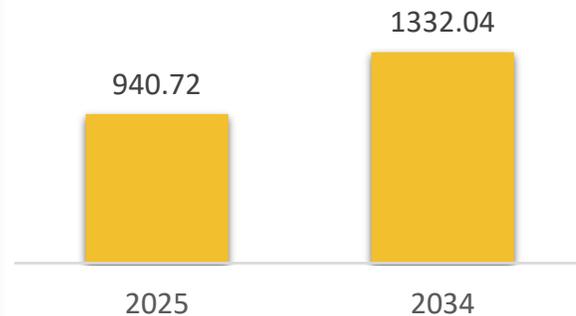
Global Industry Trends: Chemicals & Specialties

Global Chemical Industry
In USD Trillions



- The global chemical Markets which is currently at \$5.61 trillion currently will grow to \$6.15 trillion in 2025 which is further estimated to reach \$8.58 trillion by 2029 at a CAGR of 8.6%.
- The growth in the forecast period can be attributed to stringent environmental regulations, shift in consumer preferences, renewable and bio-based materials, geopolitical factors, health and safety prioritization.
- Major trends in the forecast period include sustainability and green chemistry, digital transformation, circular economy, advanced materials and nanotechnology, supply chain resilience, digitalization and industry 4.0.
- Various factors contribute to this expansion, including technological advancements, increased productivity, and improved transportation systems.
- Asia-Pacific was the largest region in the chemicals market in 2024 followed by North America which was the second-largest region in the chemicals market.

Global Speciality Chemical
Industry
In USD Billions



Specialty Chemicals:

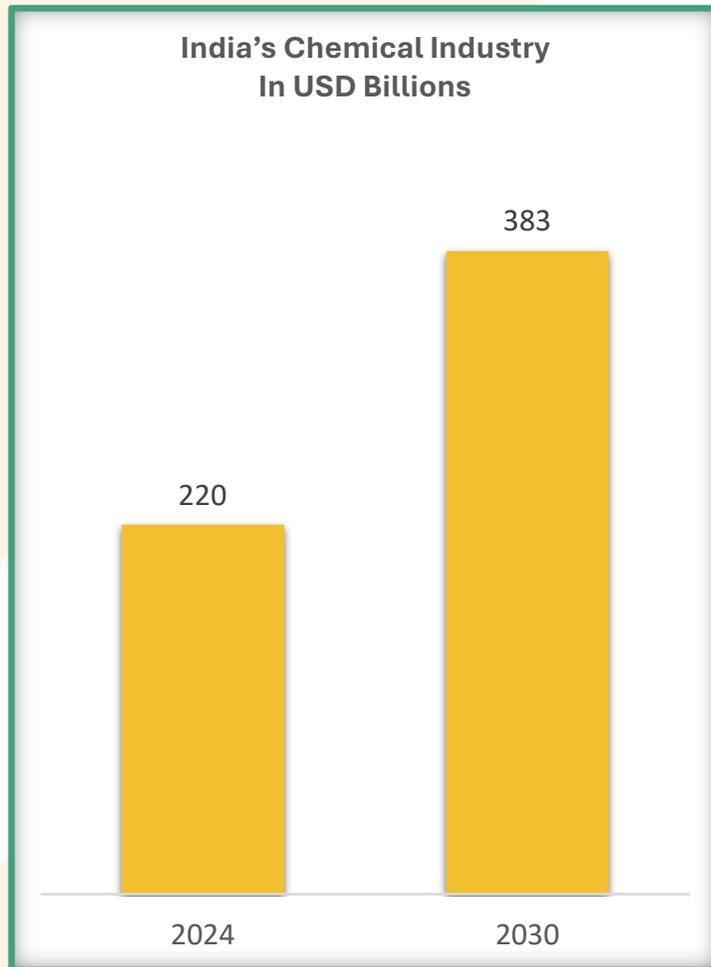
The global specialty chemicals market valued at USD 904.45 billion in 2024 and is predicted to increase from USD 940.72 billion in 2025 to approximately USD 1,332.04 billion by 2034, expanding at a CAGR of 3.94% from 2025 to 2034.

Asia Pacific dominated the global market with the largest share of 41.05% in 2024.

Market Growth Factors::

Increased demand of specialty chemicals among various industries
Technology developments
Research & developments
Growing construction & infrastructures

Source: <https://www.researchandmarkets.com/reports> & [Specialty Chemicals Market Size to Hit USD 1,332.04 Bn by 2034](#)



- India's chemical industry is valued at \$220 billion in 2024 and is anticipated to contribute \$383 billion to India's GDP by 2030.
- Increase is expected due to the rise in demand in the end-user segments for specialty chemicals and petrochemicals segment.
- It's a cornerstone of the country's industrial and economic development.
- It is estimated that the Indian chemical industry will grow by 11-12% during 2021-27 and by 7-10% during 2027-40—increasing its global market share by three times by 2040.
- The chemical and petrochemical sector contributes over 9% to manufacturing gross value added and 7% to total exports.
- India ranks 6th in chemical production and 14th in exports globally, and is among the top global players in dyes, polymers, and agrochemicals.
- Covers around 80,000 commercial products and makes up 3.4 percent of the global chemical industry.
- India accounts for 2.5 percent of the world's global chemical sales and exports to more than 175 countries worldwide.
- The major export destinations are the United States, China, and new destinations—Turkey, Russia, and Northeast Asia

Source: <https://www.investindia.gov.in/team-india-blogs/chemical-industry-growth-drivers-and-investment-opportunities-india> & <https://www.india-briefing.com/>

Key Growth Drivers

Rapid Urbanization

India's rapid industrialization in sectors like agriculture, pharmaceuticals, and automotive is driving demand for specialty chemicals crucial to manufacturing and product development.

Technological Advantage

Technological advancements are driving innovation in specialty chemicals, enabling new products with better performance, functionality, and sustainability, thereby fueling market growth.

Export Growth

Indian specialty chemical manufacturers have a strong opportunity to grow globally by leveraging cost-effective production, a skilled workforce, and adherence to quality standards



Growing end-user industries

End-user Industries like healthcare, personal care, and construction are boosting demand for specialty chemicals used in formulations, coatings, and additives.

Government Initiatives

Government initiatives like 'Make in India' and 'Atmanirbhar Bharat' are promoting domestic manufacturing and reducing import dependency, boosting specialty chemicals production and consumption in India.

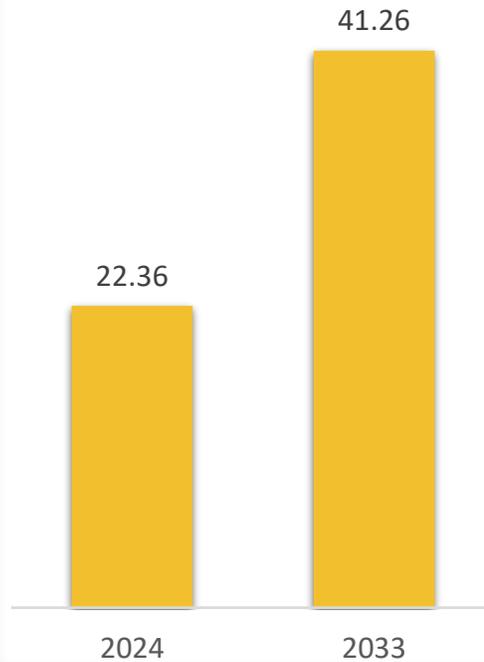
Green Chemistry

Rising focus on sustainability offers companies a chance to invest in green chemistry, create eco-friendly products, and meet the growing demand for environmentally responsible chemicals, driving growth in a niche market.

Policy Support:

- **PLI Scheme:** The PLI Scheme, with an outlay of ₹1.97 lakh crore, focuses on 14 key end-user sectors and offers incentives to boost the country's production capacity and reduce import dependency.
- **PCPIRs:** PCPIRs are SEZs focused on petroleum and petrochemical production, aiming to boost investment and manufacturing through shared infrastructure. The government targets ₹10 lakh crore in investments by 2025 under the new policy.
- **Chemical Promotion Development Scheme (CPDS):** The CPDS supports the chemical and petrochemical industry by developing research, surveys, data banks, and promotional content. It enables the Department of Chemicals and Petrochemicals to collaborate with various bodies and offers grants for workshops and seminars on key policy reforms.

India's Specialty Chemical Industry
In USD Billions



Specialty Chemicals:

- The India specialty & fine chemicals market size reached **USD 22.36 Billion** in 2024.
- The market is estimated to reach **USD 35.41 Billion** by 2033, exhibiting a growth rate (CAGR) of **5.24%** during 2025-2033.
- Rising product demand in the pharmaceuticals, agrochemicals, and personal care sectors, favorable government incentives, increasing research and development (R&D) investments, and the shift towards eco-friendly formulations are among the key factors bolstering the market growth.

Market Trends:

- **Increased Investments and Policy Support:** The Production-Linked Incentive (PLI) scheme is designed to attract substantial investments, foster innovation, and scale up manufacturing capacity within the chemical sector.
Set to receive USD 87 Billion in petrochemical investments over the next decade to meet the growing demand for petrochemical products, further strengthening the specialty chemicals segment.
- **Sustainability and Green Initiatives:** Sustainability is emerging as a core priority in India's specialty chemicals industry, driven by increasing environmental concerns and shifting consumer preferences.

Leading manufacturers are investing in renewable energy and green hydrogen production, aligning with the rising demand for eco-friendly solutions in both domestic and global markets..

Source: [India Specialty & Fine Chemicals Market Size, Analysis 2033](#)



MANAGEMENT OVERVIEW



IE

Mr. Yash Tikekar

Managing Director

An Economics graduate with a Master's in business administration and PGDM in Financial Management has been a part of the Specialty Chemical Industry for the last 15 years. He has extensive experience in Sales and Marketing of Specialty Chemical Products having catered to customers in export markets such as USA, UK, Brazil, Argentina, Columbia, Peru, Chile, Germany, France, Greece, Russia, India, Pakistan, Thailand, Singapore and Australia in his past position.

Mrs. Vaishali Dipen Tarsariya

Independent Director

Completed Masters in Commerce degree from the University of Mumbai and boast 7 years of extensive experience in Accounting & Taxation. Her professional career includes advising to various client on accounts and taxation perspective.

Mr. Rajaram Gordhanlal Agarwal

Independent Director

Professional post graduate with a Institute of Chartered Accountants and has been a part of the Specialty Chemical Industry for the last over 30 years.

Mr. Abhay Tikekar

Whole Time Director

Graduated with B.Com.(Hons.) degree, from Delhi University. He also completed his diploma studies in Marketing and Sales Management discipline from Bhartiya Vidya Bhavan. His professional career spans 4 decades plus in the Specialty Chemicals Industry, primarily as a Marketing, Sales and Business Manager.

Mrs. Rajesh Madhukar Joshi

Non-Executive Director

A Lawyer by profession completed his LLB From ILS College Pune. He has wide experience in the field of law and procedural law. Started independent practice as a lawyer, handled all types of criminal, civil, environment, Revenue, Insurance, Consumer cases/suits / Appeals etc

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WAY FORWARD

IE

Pharmaceutical Formulation Additives

Global pharma market is anticipated to reach USD 15.71 Billion at a CAGR of 8-15%

Opportunity for the Company : Potential for esters, phosphate esters, and wax emulsions as they are used in formulation stabilizers, excipients, and delivery systems

Source: [Mordor Intelligence - Pharma Excipients Market](#)



Personal Care & Cosmetics

Beauty & Personal Care market in India projected to generate a revenue of US\$33.08bn in 2025.

Opportunity for the company: Esters and amphoteric help blend ingredients smoothly and improve the texture and feel of products like creams, shampoos, and lotions

Source: [Statista - India Personal Care Market](#)

Agrochemical Industry

₹10 lakh crore investment targeted in PCPIRs by 2025

The PCPIRs are special economic zones (SEZs) designed to facilitate petroleum and petrochemical production.

Opportunity for the company: IEL imidazolines and phosphate esters support crop protection and biocide formulations

[Invest India - Chemical Industry Growth](#)

Diversified Industrial Expansion:

Targeting industrial segments to unlock growth opportunities over the next 3 years.

Geographic Footprint Enhancement:

Expanding customer base across new international markets to drive growth.

Increasing Domestic Market Penetration:

Strengthening presence in Lubricants, Cleaning, and Personal Care segments to fuel domestic growth.



Evaluating Inorganic Growth

Opportunities: Evaluating synergistic acquisitions in India and abroad to enhance product portfolio, technologies, and market access—key to delivering the 5-year strategic plan.

Transnational Vision:

Long-term ambition to evolve into a transnational enterprise and tap into global opportunities over the next decade.

Financial Outlook: Poised to achieve growth driven by an expanding product portfolio, broader sales channels, and growing market share.

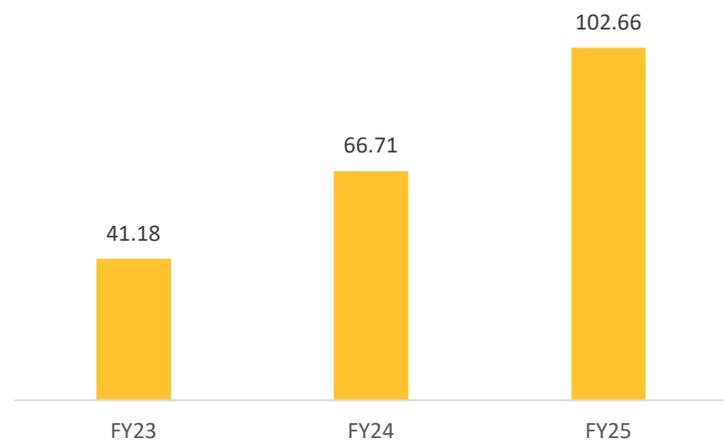


FINANCIAL OVERVIEW

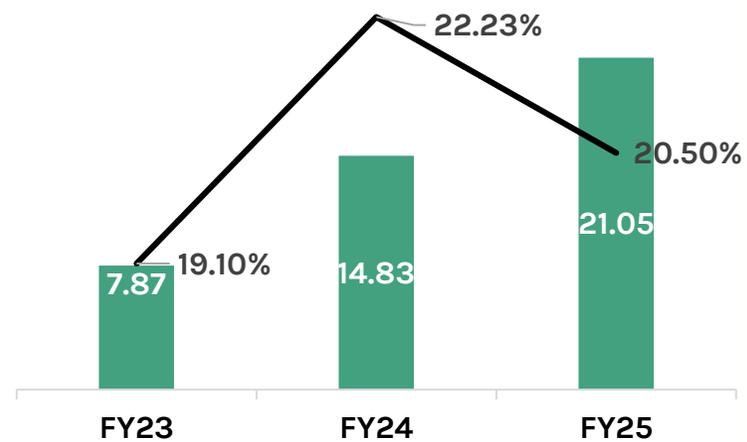
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Key Financial Metrics

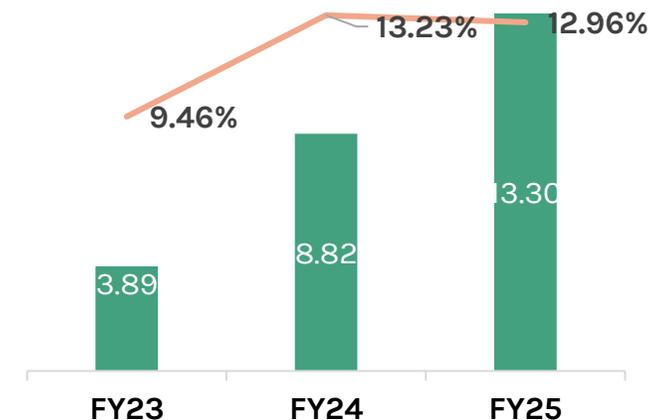
Total Income (In INR Crs)



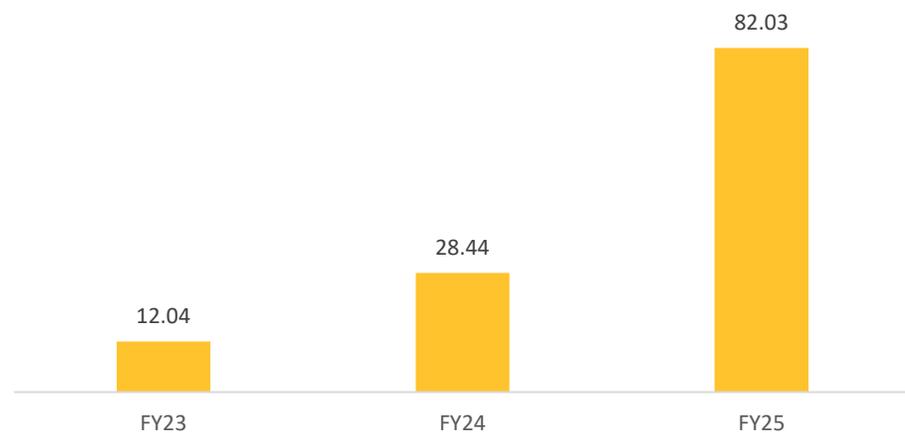
EBITDA (INR Cr) & EBITDA Margins (%)



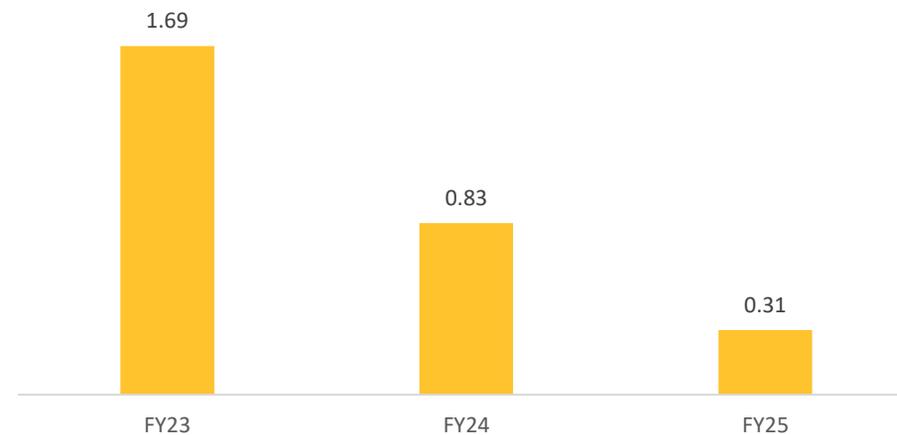
PAT (INR Cr) & PAT Margins (%)



Net Worth (In INR Crs)



Net Debt / Equity (X)



Historical Financial Performance- Consolidated

Particulars (In INR Cr)	FY23	FY24	FY25
Revenues	41.18	66.68	101.23
Other Income	0.00	0.04	1.43
Total Income	41.18	66.71	102.66
Raw Material Expenses	30.14	47.29	71.87
Employee Benefits Expense	0.51	0.72	1.24
Other Expenses	2.66	3.87	8.50
Total Expenditure	33.32	51.89	81.61
EBITDA	7.87	14.83	21.05
EBIDTA Margin (%)	19.10%	22.23%	20.50%
Finance Costs	2.05	2.32	2.41
Depreciation & Amortisation Expenses	1.18	1.69	2.23
PBT	4.64	10.82	16.41
Tax	0.74	2.00	3.11
PAT	3.89	8.82	13.30
PAT Margin (%)	9.46%	13.23%	12.96%
Total Comprehensive Income	3.89	8.82	13.33

Consolidated Balance Sheet

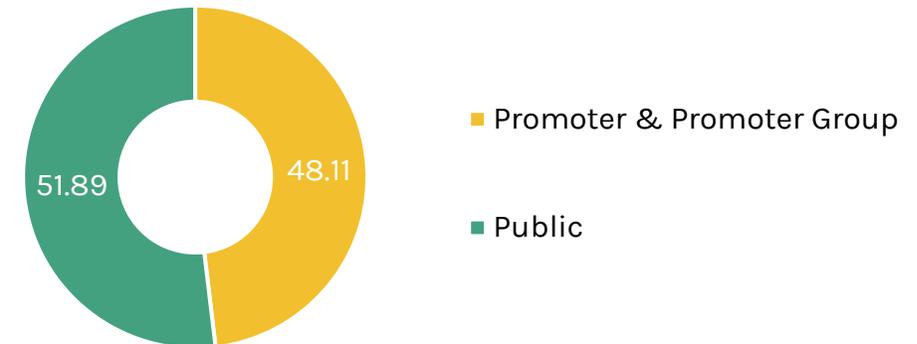
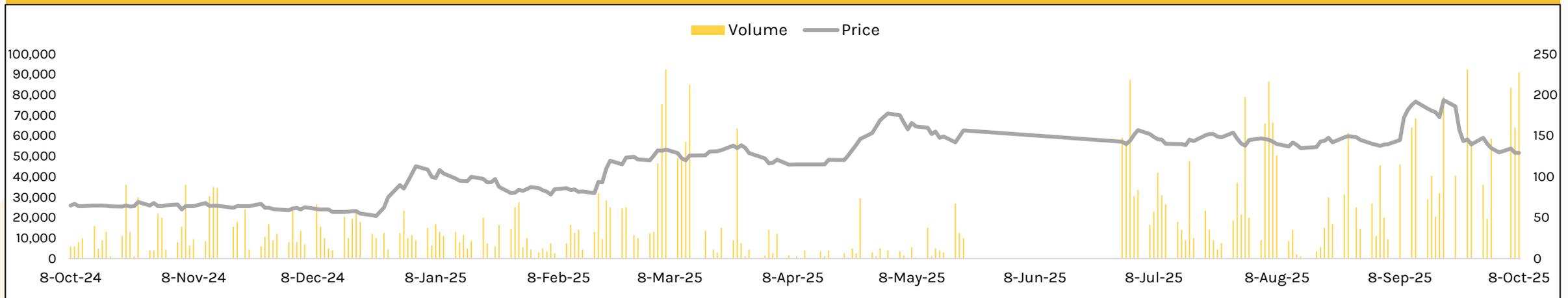
Equities & Liabilities (In INR Cr)	FY23	FY24	FY25
Equity	8.11	9.01	12.22
Reserves and Surplus	3.93	19.43	69.81
Net Worth	12.04	28.44	82.03
Non Current Liabilities			
Long-Term Borrowings	11.63	13.24	6.74
Deferred Tax Liabilities	0.07	0.10	0.11
Long Term Provision	0.02	0.04	0.03
Total Non Current Liabilities	11.72	13.39	6.89
Current Liabilities			
Short-Term Borrowings	8.68	10.36	18.85
Trade Payables	0.91	8.93	6.41
Short Term Provisions	0.71	1.92	2.72
Other Current Liabilities	0.26	0.83	0.51
Total Current Liabilities	10.56	22.05	28.48
Total Liabilities	34.32	63.87	117.41

Assets	FY23	FY24	FY25
Non Current Assets			
Fixed Assets	12.72	19.97	40.37
Deferred Tax Assets	0.00	0.00	0.00
Other Non Current Assets	0.08	0.84	0.92
Total Non Current Assets	12.80	20.81	41.28
Current Assets			
Cash & Bank Balance	0.03	0.09	0.07
Inventories	8.75	20.99	36.41
Trade receivables	8.05	18.53	30.61
Short-Term Loans and Advances	0.00	0.00	0.06
Other Current Assets	4.69	3.46	8.97
Total Current Assets	21.52	43.06	76.12
Total Assets	34.32	63.87	117.41

Price Data (As of 08th Oct 2025)

Share Price ₹	129.25
Market Capitalization ₹ Cr	157.97
No. of Share Outstanding	1.22
Face Value ₹	10.00
52 Week High ₹	309.85
52 Week Low ₹	98.45

Shareholding Pattern

Share Performance From 08th Oct 2024 Till 08th Oct2025

Source: BSE

THANK YOU

The logo consists of the letters 'IE' in a bold, dark blue font, centered within a yellow square.

Indian Emulsifiers Ltd.

Indian Emulsifiers Limited

Registered Office: 206, Sumer Kendra,
Behind Mahindra Tower,
Pandurang Budhkar Marg, Worli, Mumbai -
400018

Factory: E-10 Lote Parashuram Industrial
Zone MIDC, Maharashtra - India. Tal -Khed,
Ratnagiri 415722.

Phone: 022-47838021.

Email: sales@indianemulsifiers.com

Website: indianemulsifiers.com

The logo features a stylized blue figure with arms raised, followed by the text 'ConfideLeap Partners' in a blue sans-serif font.

Confideleap Partners

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The logo consists of the letters 'IE' in a bold, dark blue font, centered within a yellow square.