

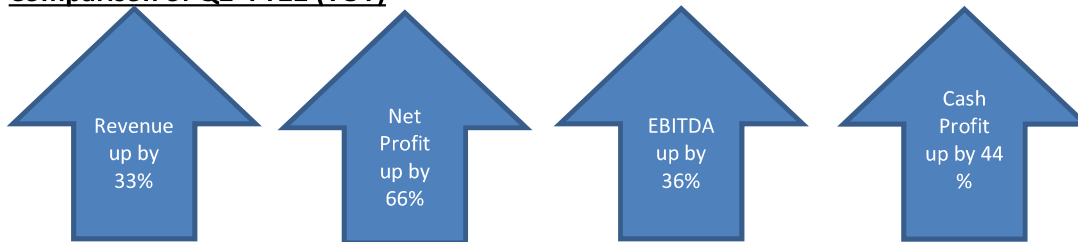
Never Stop Exploring

PRESS RELEASE

Delhi, Tuesday, November 9, 2021

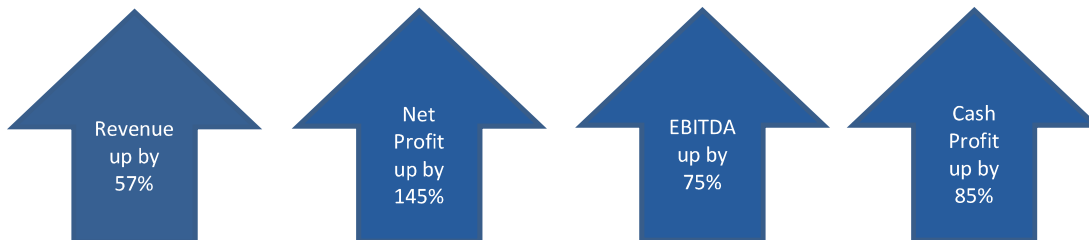
Gulshan Polyols Ltd. – Q2'FY22 RESULTS

➤ Comparison of Q2' FY22 (YOY)



- **Q2'FY22, Revenue from Operations stood at ₹ 27,728.36 Lakhs vs. ₹ 20,860.79 Lakhs in Q2'FY21, showing a decent growth of 33%, similarly, Net Profit at ₹ 2,847.93 Lakhs vs. ₹ 1712.53 Lakhs in Q2'FY21, showing a good growth of 66%.**

➤ Comparison of 6M' FY22 (YOY)



- **6M'FY22 Revenue from Operations stood at ₹ 51,583.87 Lakhs vs. ₹ 32,956.01 Lakhs in 6M'FY21, showing a notable growth of 57%, similarly, Net Profit at ₹ 5,466.95 Lakhs vs. ₹ 2230.71 Lakhs in 6M'FY21, which is 145 % with remarkable growth.**

The Board of Gulshan Polyols Limited (GPL) met today to approve Unaudited Financial Results for the Quarter and half year ended September 30, 2021.

Briefing by Dr. Chandra Kumar Jain, Chairman and Managing Director of Gulshan Polyols on the Company's performance:

"During the quarter, we worked diligently by assuring employees' safety while continuing to serve our customers by running our operations successfully. The Q2 results demonstrate that our business strategy is working well. We grew by 16% by recording Revenue from Operations in Q2'FY22 at ₹ 27728.36 Lakhs as compared to ₹ 23855.51 Lakhs in Q1'FY22.

*I thank our customers, partners, stakeholders, colleagues and employees as we are surpassing and moving ahead every quarter on quarter. I feel overjoyed to announce that **Environment Clearance of 500KLPD along with CO GEN Power Plant has been granted to your Company for the proposed project activity i.e Grain Based distilleries for Ethanol Blended Petrol.** This is achievable due to constant conviction and faith of all Stakeholders in the Company.*

*Additionally, **Gulshan Polyols Limited** has incorporated a Wholly Owned Subsidiary namely “**GULSHAN OVERSEAS – FZCO**” under Dubai Silicon Oasis Authority for the purpose of expanding the current business of the Company and exploring the business opportunities globally.*

“I shall say that your Company is on a roller coaster ride to achieve all its planned milestones one by one due to our focus strategies and dedication of our management, employees and the trust of our customers. We have grown and growing ahead at the fastest pace ever in a decade, constantly.”

*Our stellar performance and robust growth outlook continue to demonstrate our strategic focus on recording more volumes and minimizing operational cost. As we are witnessing strong market opportunities in our **Grain and Ethanol (Bio-Fuel)/Distillery Segment**, our sustained investments in expanding capabilities including our determination and strategies, positioned us to continue snowballing and gain market share and emerge us as a growing Company with increasing market share.*

Given this continued momentum we have further increased our revenue growth for 6M’ FY22 (YOY) by 57% . Growth continues accelerating in Q2 with resilient operating margins and a sequential double digit growth in Net Profits. Simultaneously, we continue to strengthen employee value proposition including health and wellness measures, reskilling programs, appropriate compensation interventions and enhanced career growth opportunities.

“Our operating margins for Q2 were resilient; the impact of enhanced employee value proposition initiatives was offset by strong operating parameters, cost optimization and operating leverage. We will continue to invest in our employees to remain a preferred employer-of-choice and seamlessly fulfill our customers’ demand and stakeholders’ values. We are proud, that our strengthened Boardroom and Executive team have demonstrated expert leadership, and our employees are demonstrating resilience and commitment in delivering higher volumes. We are setting up and expanding your Company for its next phase of growth and are confident to deliver superior value to our stakeholders in a sustainable manner.

Among multiple segments; the Grain Processing business has grown significantly as it has contributed to a revenue growth by ₹ 13633.33 Lakhs in 6M'FY22 vs. 6M'FY21, up by 57% of comparative total revenue growth, due to good demand and improved pricing of selective products.

Further, the Distillery segment is continuously doing exceptionally well in processing and supply of 'Ethanol' to 'Public Sector Companies'. It has also contributed into revenue growth by ₹ 4652.70 Lakhs in 6M'FY22 vs. 6M'FY21, which is almost 93 %.

*The recovery in demand is higher than pre-Covid levels, credible resumption of supply chain and logistics, cost & cash management and a vigorous boost in production has helped us to deliver profitability. The Initial two quarters or say half year of FY22, delivered a strong performance, reflecting a sequential growth, signaling an awe-inspiring year ahead for the company which would definitely built us in achieving our vision of becoming a **1000 Crore Company**.*

I wish to extend my gratitude to all employees, customers, suppliers, bankers, investors and other stakeholders who has equally contributed in the exceptional growth of your Company....."

Q2'FY22 (YOY) Other Financial Highlights

- *Reported EBITDA at ₹ 4,750.86 Lakhs as compared with ₹ 3,498.96 Lakhs in Q2'FY21, grown by 36 %.*
- *EBITDA to Revenue is stands at 17 % in Q2'FY22.*
- *Net Profit to Revenue grown from 8% in Q2'FY21 to 10% in Q2'FY22.*
- *The quarter reflected the strong positive free cash flows at ₹ 3,647.95 Lakhs versus ₹ 2,527.76 Lakhs in Q2'FY21, grown by ₹ 1,120.19 Lakhs which is almost 44 %.*
- *Finance costs reduced to ₹ 115.90 Lakhs as compared to ₹ 179.76 Lakhs in Q2'FY21.*
- *EPS improved to ₹ 6.07 from ₹ 3.65 in Q2'FY21.*

6M'FY22 (YOY) Other Financial Highlights

- *Reported EBITDA at ₹ 9,105.95 Lakhs as compared with ₹ 5,191.71 Lakhs in 6M'FY21, grown by 75 %.*
- *EBITDA to Revenue is grown at 18 % in 6M'FY22 vs 16 % in 6M'FY21.*
- *Net Profit to Revenue grown from 7% in 6M'FY21 to 11% in 6M'FY22.*
- *This half year reflected the strong positive free cash flows at ₹ 7,023.47 Lakhs versus ₹ 3,801.31 Lakhs in 6M'FY21, grown by ₹ 3,222.16 Lakhs which is almost 85 %.*
- *Finance costs reduced to ₹ 197.89 Lakhs as compared to ₹ 398.36 Lakhs in 6M'FY21.*
- *EPS improved to ₹ 11.65 from ₹ 4.75 in 6M'FY21.*

Business/Future Outlook

- *Company has been shortlisted as a potential bidder for signing long term bipartite agreement for supply of 12.89 crore litres per annum of Denatured Anhydrous Ethanol to Oil Marketing Companies.*
 - *Company has acquired a 25 acre land in Industrial Growth Centre, Matia, in District Goalpara, Assam to set up Grain Based Ethanol Plant.*
 - *The Company has kicked off the process of expanding its Grain based Ethanol Manufacturing Facility at its existing site at Chhindwara, Madhya Pradesh. Orders for Major Plant and Machinery have already been placed and construction activity is at full swing!*
 - *Company is on track of expansions in its Grain Processing Segment.*
 - *Company is seeing substantial improvement in demand quarter by quarter including Q2'22. Overall, it expects robust performance in all its segments in upcoming quarters too.*
-