

**PONDY OXIDES AND CHEMICALS LTD (SCRIP CODE: 532626)**

**DISCUSSION IN ZEE BUSINESS NEWS CHANNEL**  
**WITH MR. ASHISH BANSAL, MANAGING DIRECTOR OF THE COMPANY**  
**ON 16TH SEPTEMBER 2022**

**FINAL TRANSCRIPT**

**Mr. Anil Singhvi:**

Pondy Oxides and Chemicals Limited is country's one of the biggest Lead & Lead Alloys and Plastic additives manufacturing company. It was incorporated in the year 1995 as a Public Limited Company, which has partnered with almost 200 entities across globe and has 3 manufacturing plant. Let's welcome Mr. Ashish Bansal, Managing Director of the Company to Zee Business News Channel.

He is a qualified MBA and has been associated with the Company since 2009. In 2015, he was appointed as the Managing Director of the Company. Thank you so much for joining Mr. Bansal.

You have been associated with the Company for the past 12 to 13 years and have been a Managing Director since last 7 years. So, first please let us know about your Company, what does your company do, what type of products are manufactured, who uses your products and to whom it is sold?

**Mr. Ashish Bansal:**

Good Morning, Mr. Anil. Sir, basically our Company's main focus is on Recycling. Our main products are Lead and Lead specialized Alloys. We are also into Plastic Recycling, Copper. Our lead products are maximum used in battery segment i.e., Telecom batteries, Railway batteries, Automotive batteries, all kinds of batteries and also some quantity in cable, electrical and electronic industries.

Apart from that, Copper products are used in power industry and Plastics again goes to automotive and furniture industry and lot of other such manufacturing industries.

In this 35 to 40% are domestic sales and 60 to 65% are export sales. The products are exported to various countries like Japan, Korea, South Korea, Thailand, across Southeast Asia, Middle East and some quantities are exported to USA as well.

**Mr. Anil Singhvi:**

So, these are your products. Now please tell me that, in your previous financial year, the Company has showcased good performance with extraordinary growth in Sales, Profit and whether will this become a trend in the coming years?

**Mr. Ashish Bansal:**

Sir I would like to go 1 to 2 years back, where we had COVID lockdowns we have seen a heavy demand, also the same time our company was also on an expansion stage and our expansion got little delayed due to the corona lockdowns and once the lockdown opened, all our verticals started functioning at full capacities and further we are also adding new verticals in our business. With this reason you will see the trend would continue and both our topline, bottom line would grow consistently.

**Mr. Anil Singhvi:**

Okay. The profit, in the year 2020 was Rs. 16 crores, in the year 2021 it was Rs. 11 crores, by the year 2022 it increased to Rs. 48 crores. Also, the Sales, in the year 2020 was 1220 crores, in the year 2021 it was 1004 crores, by the year 2022 it increased to 1455 crores. Now please tell me what are your next plans? Whether are you bringing any expansion plans or any increase in capacities or whether the current capacity is sufficient?

**Mr. Ashish Bansal:**

Our current lead and lead alloys capacity is 1,32,000 Metric Tonnes. Apart from this, we have copper and Plastic plant which was recently started. Further we are also adding other Non-ferrous metals. We will be concentrating on e-waste and lithium ion as well going forward. Lithium Ion is in R & D stage and probably in the next year initial pilot plants would be commenced and shortly our entry to other Non-ferrous metals will also be announced.

**Mr. Anil Singhvi:**

Okay. These are your plans for expansion in future. Mr. Bansal please tell me one more thing. With respect to margin, there is volatility which is probably because of your type of business. Can you please let us know what are the reasonable margins which you should have and held us with approximate insights on it?

**Mr. Ashish Bansal:**

Sir, our margin in the current business portfolio in lead and lead alloys should be about 5 to 6% and the other businesses which we are looking forward to get into for example plastics, lithium ion and e-waste, we are targeting margin of about 10 to 15%.

**Mr. Anil Singhvi:**

Thank you so much sir for giving us your time and letting us know about your Company's growth and expansion.

**Mr. Ashish Bansal:**

Thank you Sir.

**Mr. Anil Singhvi:**

Pondy Oxides and Chemicals Limited which manufactures Lead and Lead Alloys and the performance of the Company in the previous year was exceptional and going forward the management is quite confident in sustaining the growth.

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