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*Balaji*



ISO 9001:2015



www.tuv.com  
ID 01 100 058617

CIN : L24132MH1988PLC049387

**AMINES LIMITED**

*... A Speciality Chemical Company*

Regd. Off. : 'Balaji Towers' No. 9/1A/1,  
Hotgi Road, Aasara Chowk, Solapur - 413 224.  
Maharashtra. (India)

26<sup>th</sup> May, 2021

To,  
The General Manager-Department of  
Corporate Services,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001.  
Scrip Code:530999

The Manager-Listing Department,  
National Stock Exchange of India Limited,  
"Exchange Plaza", 5th Floor,  
Plot No. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (East), Mumbai - 400 051.  
Scrip Code: BALAMINES

Dear Sir,

**Subject: Investor Presentation**

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 we are enclosing herewith the Updated Investor Presentation.

The Investor Presentation is also being uploaded on the website of the Company at the URL <http://www.balajiamines.com/investor-relations>

Thanking you,

Yours Faithfully  
For Balaji Amines Limited

  
D. Ram Reddy  
Managing Director  
DIN: 00003864  
Encl: a/a



# Balaji Amines Limited



Investor Presentation – May 2021

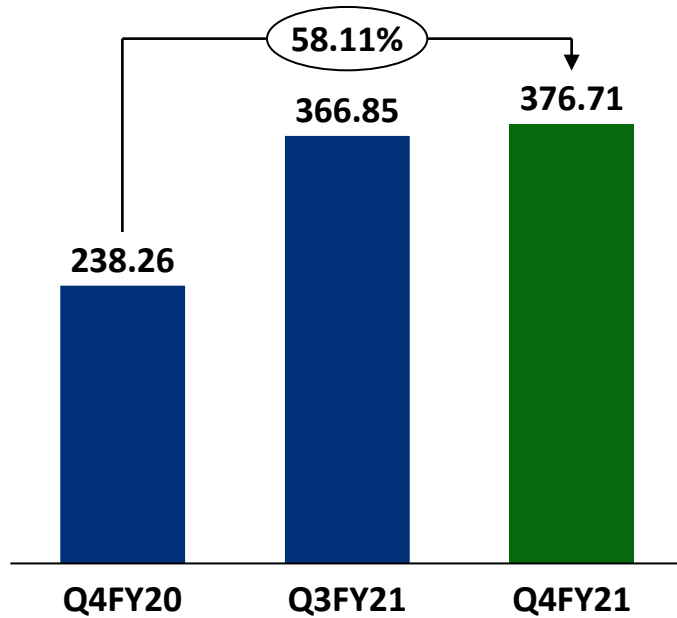
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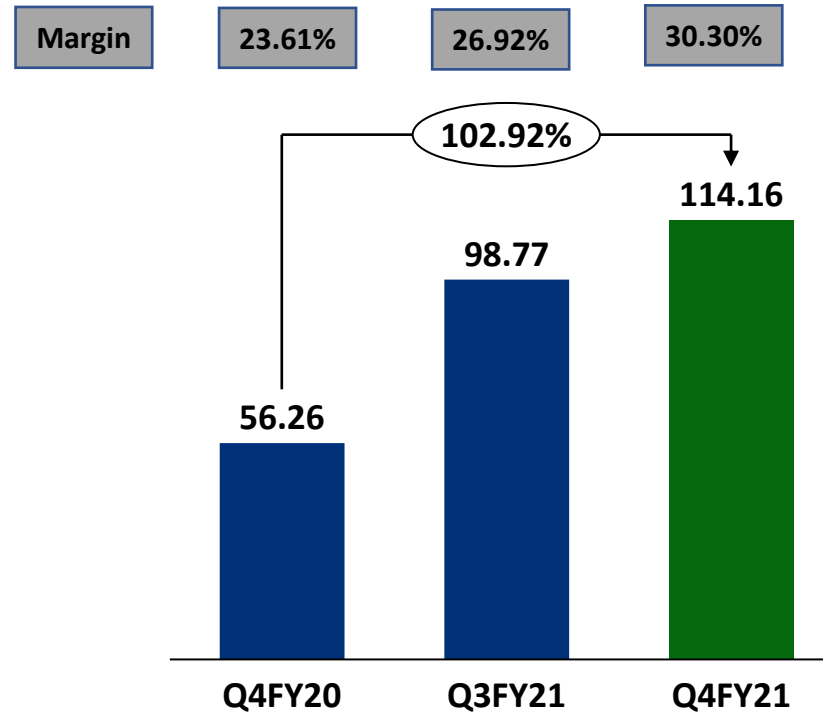
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

# Q4FY21: Standalone Performance Highlights

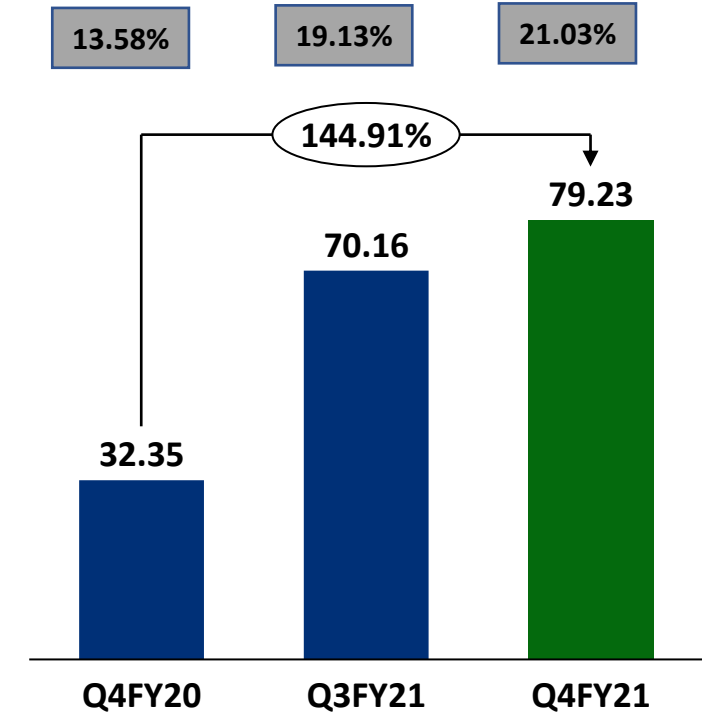
### Revenue (Rs. Crore)



### EBITDA (Rs. Crore)

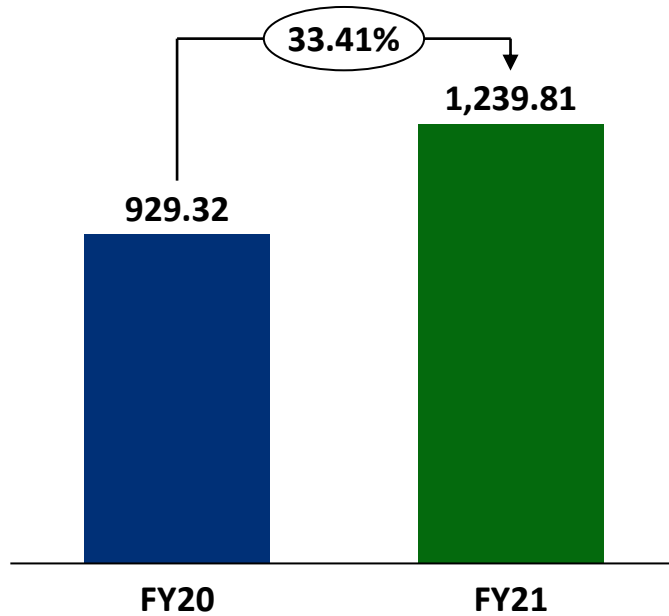


### PAT (Rs. Crore)

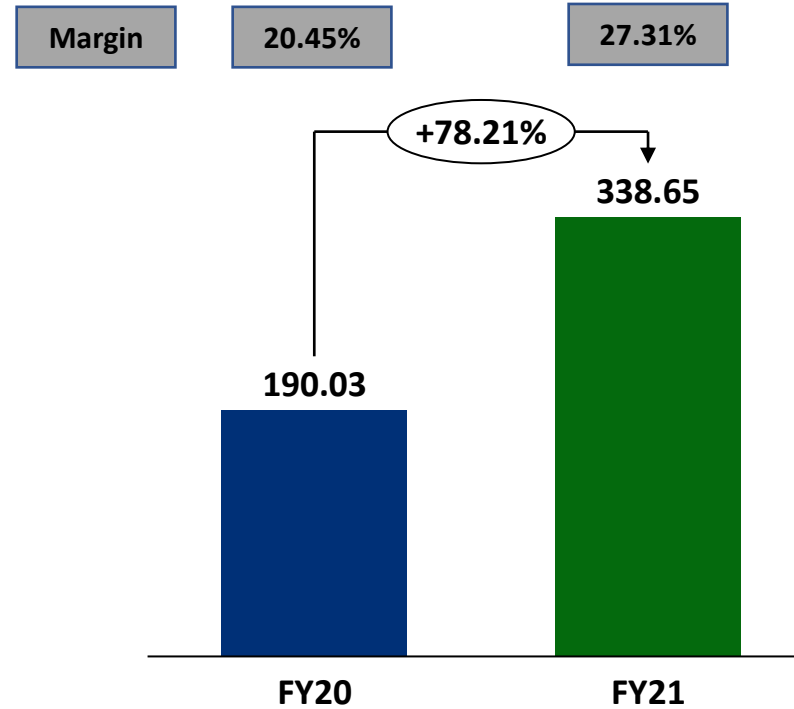


# FY21: Performance Highlights

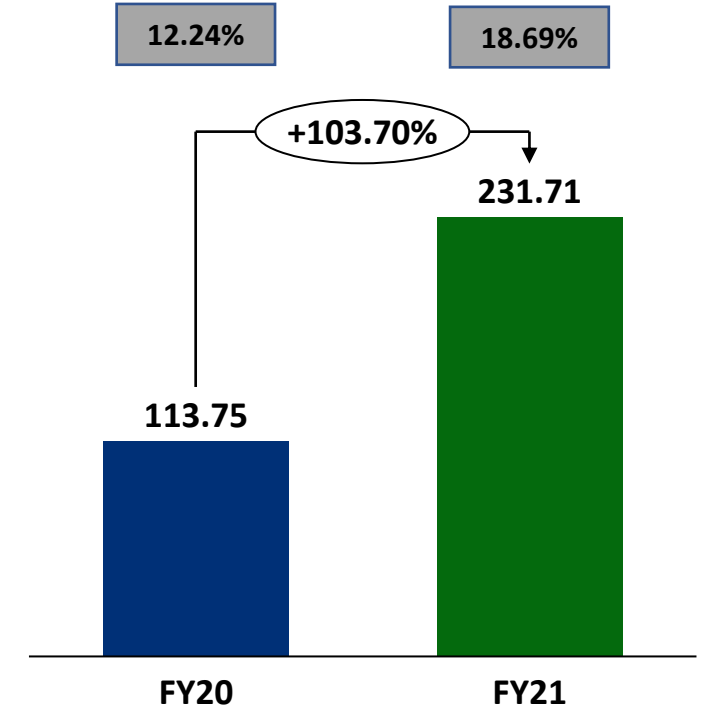
## Revenue (Rs. Crore)



## EBITDA (Rs. Crore)



## PAT (Rs. Crore)



# Q4FY21 Performance Highlights

Sales volumes were up by 12.34% from 22,146 MT in Q4FY20 to **24,878 MT in Q4FY21**. We witnessed **improved demand and price realizations across most of our product portfolio**, leading to much improved operating leverage and better margins. However, pandemic related disruptions of both inbound and outbound logistics support as well as lack of adequate supply of industrial oxygen resulted in lower than optimal production

- Amines volumes stood at 4,529 MT
- Amines Derivatives volumes stood at 9,852 MT
- Specialty Chemicals volumes stood at 10,497 MT

Our **state-of-the-art new plant of Ethylamines, having installed capacity of 50 tons per day (16,500 tons per annum)**, which is part of the Phase 1 of our 90-acre Greenfield Project (Unit IV) at Solapur has **commenced operations** from last week. Now, along with the pre-existing capacity of 6,000 tons of Ethylamines, the **company has the largest installed capacity of Ethylamines in India at 22,500 tons per annum**. The new plant of Ethylamines at Unit IV will lead to lower cost of production due to new technology

**Capacity utilization** of our Dimethylformamide (DMF) plant has **improved to 48%** in Q4FY21. However, from mid-April onwards, due to diversion of oxygen supply, our DMF production was briefly disrupted. However, **from 26<sup>th</sup> May onwards, the production of DMF has restarted**, as supply of industrial oxygen has been restored

The **de-bottlenecking of our Acetonitrile plant has been delayed** on account of lack of skilled manpower due to pandemic led restrictions. The construction of new plant for Di-methyl Carbonate (DMC), in Phase I of Greenfield Project (Unit IV), is undergoing as envisaged and we hope to **commence production of DMC by the end of FY22**

Our subsidiary company – **Balaji Specialty Chemicals Private Ltd.** – **witnessed substantial ramp up in capacity utilization due to increase in demand for Ethylenediamine (EDA)**. The company is **currently manufacturing 1,300-1,500 tons per month**, which will be further ramped up going forward, once the supply of raw material eases

## Acetonitrile

- ❑ Have installed capacity of 9,000 ton per annum (TPA). Currently manufacturing about 9 tons per day (TPD)
- ❑ The process of de-bottlenecking of the plant is to be undertaken, post which the **production will be ramped up to about 18-20 TPD** (from earlier 9 TPD)
- ❑ The demand for Acetonitrile is expected to be elevated, as it has **emerged as user-friendly solvent and is being preferred by many end-users over other solvents**
- ❑ We have already got environment clearance of 18,000 TPA

## Di-methyl Carbonate

- ❑ Under the phase-1 of Greenfield Project (Unit IV), **construction is going on as planned to install capacity of 9,900 TPA of Di-methyl Carbonate (DMC)**. Manufacturing is expected to commence by end of FY22
- ❑ Capex of **Rs. 4.15 crore** (out of the proposed capex of Rs. 75 crore) already undertaken for DMC plant

## Methylamines

- ❑ Market Leader in Methylamines production in India with installed capacity of 48,000 TPA
- ❑ Methylamines is a key raw material and the base product for value-added derivatives. 80% of our Methylamines production is captively used
- ❑ **Pharmaceutical application segment and agrochemicals are expected to drive significant demand for Methylamines and related value-added products**
- ❑ To meet our increasing captive requirements, we plan to set up a **separate plant for Methylamines with capacity of 40,000 to 50,000 TPA under Phase-2 expansion of Greenfield Project (Unit IV)** for which the company has already received environmental clearances

## Dimethyl Formamide

- ❑ Market Leader in Dimethyl Formamide (DMF) production in India with installed capacity of 30,000 TPA
- ❑ Looking into the current scenario which indicates the growth of API and Pharmaceutical Industries under “Atmanirbhar Bharat Package”, we plan to set up a **separate plant for DMF with a capacity of 30,000 TPA under Phase-2 expansion of Greenfield Project (Unit IV)**
- ❑ Demand for DMF in India is witnessing a growth in the range of 7% to 10% per annum
- ❑ Currently we are witnessing increased demand and reduced imports, which is a **major positive for the company** as it will lead to increased capacity utilization (since DMF capacity historically has been underutilized)
- ❑ **Demand-supply mismatch is also resulting in healthy price realizations**

# Standalone Statement of Profit & Loss

Particulars (in Rs. Crore)	Q4FY21	Q4FY20	Y-o-Y	FY21	FY20	Y-o-Y
<b>Total Revenue</b>	<b>376.71</b>	<b>238.26</b>	<b>58.11%</b>	<b>1,239.81</b>	<b>929.32</b>	<b>33.41%</b>
Raw Material	174.17	122.07		622.69	511.17	
Employee expense	21.10	13.41		65.68	49.62	
Other expenses	67.28	46.52		212.79	178.50	
<b>EBITDA</b>	<b>114.16</b>	<b>56.26</b>	<b>102.92%</b>	<b>338.65</b>	<b>190.03</b>	<b>78.21%</b>
<b>EBITDA Margin</b>	<b>30.30%</b>	<b>23.61%</b>		<b>27.31%</b>	<b>20.45%</b>	
Depreciation	5.50	7.72		23.34	24.18	
<b>EBIT</b>	<b>108.66</b>	<b>48.54</b>	<b>123.86%</b>	<b>315.31</b>	<b>165.85</b>	<b>90.12%</b>
<b>EBIT Margin</b>	<b>28.84%</b>	<b>20.37%</b>		<b>25.43%</b>	<b>17.85%</b>	
Finance Cost	0.88	2.79		5.34	12.13	
<b>Profit before Tax</b>	<b>107.78</b>	<b>45.75</b>	<b>135.58%</b>	<b>309.97</b>	<b>153.72</b>	<b>101.65%</b>
<b>PBT Margin</b>	<b>28.61%</b>	<b>19.20%</b>		<b>25.00%</b>	<b>16.54%</b>	
Tax	28.55	13.40		78.26	39.96	
<b>Profit after Tax</b>	<b>79.23</b>	<b>32.35</b>	<b>144.91%</b>	<b>231.71</b>	<b>113.75</b>	<b>103.70%</b>
<b>PAT Margin (%)</b>	<b>21.03%</b>	<b>13.58%</b>		<b>18.69%</b>	<b>12.24%</b>	
<b>EPS (in Rs.)</b>	<b>24.45</b>	<b>9.98</b>		<b>71.52</b>	<b>35.11</b>	



# Standalone Balance Sheet Statement

ASSETS (Rs. Crs.)	Mar-21	Mar-20
<b>(1) NON-CURRENT ASSETS</b>		
(a) Property, plant & equipment	344.34	363.40
(b) Capital work-in-progress	173.27	46.27
(i) Investments	66.00	66.00
(ii) Loans	77.35	46.35
(iii) Other Financial Assets	133.80	162.50
(e) Deferred Tax Asset	-	-
(f) Other Non - current assets	10.81	26.94
<b>Sub Total (A)</b>	<b>805.57</b>	<b>711.46</b>
<b>(2) CURRENT ASSETS</b>		
(a) Inventories	95.93	92.18
(b) Financial Assets		
(i) Investments	0.00	47.50
(ii) Trade receivables	272.35	190.85
(iii) Cash and cash equivalents	15.37	2.83
(iv) Bank Balances other than (iii) above	2.29	4.43
(v) Other Financial Assets	-	-
(c) Current tax assets (net)	73.76	40.05
(d) Other current assets	26.52	15.18
<b>Sub Total (B)</b>	<b>486.22</b>	<b>393.02</b>
<b>Total Assets (A+B)</b>	<b>1,291.79</b>	<b>1,104.48</b>

EQUITY AND LIABILITIES (Rs. Crs.)	Mar-21	Mar-20
<b>EQUITY</b>		
(a) Equity Share capital	6.48	6.48
(b) Other equity	890.93	661.16
<b>Sub Total (C)</b>	<b>897.41</b>	<b>667.64</b>
<b>LIABILITIES</b>		
(1) Non-Current Liabilities		
(a) Financial Liabilities	-	-
(i) Borrowings	-	-
(ii) Trade Payables	12.28	3.16
(iii) Other Financial Liabilities excl. provisions	132.62	160.79
(b) Provisions	-	-
(c) Deferred Tax Liabilities (Net)	48.67	49.99
(d) Other Non-Current Liabilities	0.97	0.24
<b>Sub Total (D)</b>	<b>194.54</b>	<b>214.18</b>
(2) Current Liabilities	-	-
(a) Financial liabilities		
(i) Borrowings	0.00	102.36
(ii) Trade Payables	73.52	56.19
(iii) Other Financial Liabilities	2.38	0.00
(b) Other current liabilities	3.60	3.47
(c) Provisions	38.99	20.64
(d) Current Tax Liabilities (Net)	81.35	40.00
<b>Sub Total (E)</b>	<b>199.85</b>	<b>222.66</b>
<b>Total Equity &amp; Liabilities (C+D+E)</b>	<b>1,291.79</b>	<b>1,104.48</b>

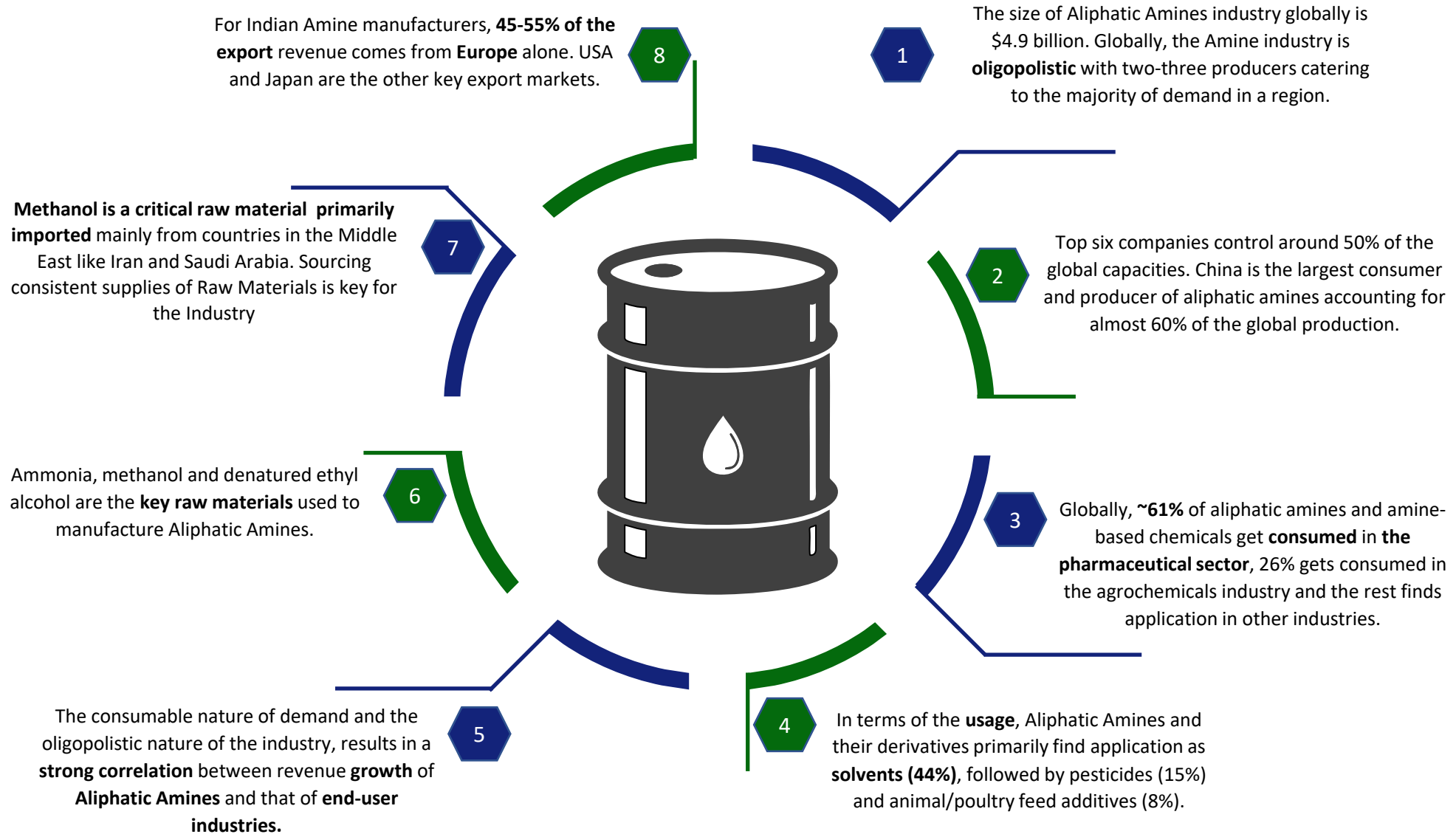
# Standalone Cash Flow Statement

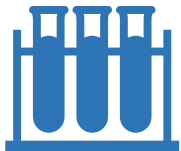
Cash Flow Statement for twelve months ended (in Rs. Crore)	FY21	FY20
Profit before interest and tax	315.31	165.85
Other income considered	-12.03	-10.26
Depreciation	23.34	24.18
<b>Operating profit before working capital changes</b>	<b>326.62</b>	<b>179.77</b>
Changes in working capital	-194.46	19.47
<b>Cash generated from operations</b>	<b>132.16</b>	<b>199.24</b>
Income tax paid (net of refund)	38.23	51.72
<b>Net Cash from Operating Activities</b>	<b>93.93</b>	<b>147.52</b>
<b>Net Cash from Investing Activities</b>	<b>-86.55</b>	<b>-129.78</b>
<b>Net Cash from Financing Activities</b>	<b>3.02</b>	<b>-30.84</b>
<b>Net Change in cash and cash equivalents</b>	<b>10.40</b>	<b>-13.10</b>
Cash and cash equivalents (beginning of the year)	7.26	20.36
<b>Cash and cash equivalents (end of the year)</b>	<b>17.66</b>	<b>7.26</b>



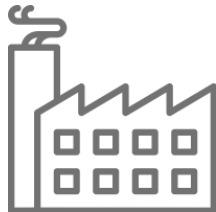
## About Us

# Amines Industry – Unique but Critical Industry with growth potential

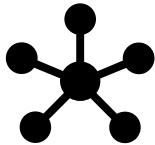




**Largest manufacturer of Aliphatic Amines in India**



**State-of-the-art manufacturing facilities fully equipped with latest DCS technology**



**25+ Product basket**



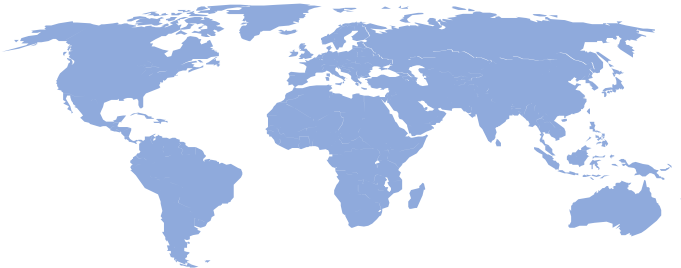
**Zero Liquid Discharge facilities**

**Only Company to develop an Indigenous Technology to manufacture Amines**



**Stringent Domestic & International Quality Standards**

- ISO 9001: 2015 certified Company
- REACH certified products to regulated markets in Europe
- WHO-GMP certificate to export its products to regulated international markets



**Strong Global presence**

**INDIAN MULTINATIONAL**



**Forward integrated suite of products**

Downstream products added based on strength of amine manufacturing which have value addition and cost advantage

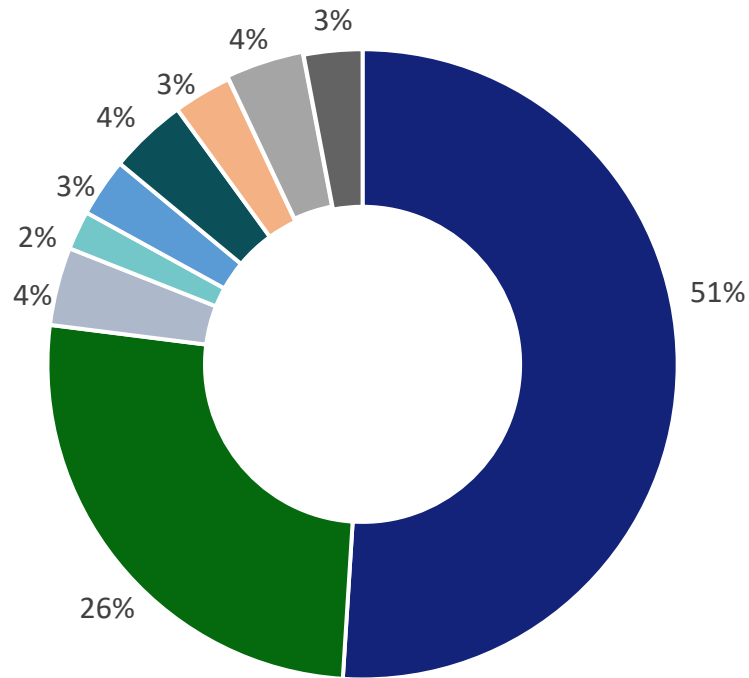


**Installed Capacity**

**2,01,000 MTPA**

# Our Products are supplied to India's fast-growing Industries

## INDUSTRY WISE – REVENUE BREAKUP



- Pharma
- Agrochem
- Paints & Resins
- Animal Feeds
- Oil & Gas
- Rubber Cleaning Chemicals
- Water Treatment Chemicals
- Dye and Textiles
- Others



**PHARMA**



**AGRO-CHEMICALS**



**ANIMAL FEEDS**



**PAINTS & RESINS**



**OIL & GAS**



**RUBBER CLEANING CHEMICALS**



**WATER TREATMENT CHEMICALS**



**DYES & TEXTILES**

# Highly Experienced Management Team



**Mr. A. Srinivas Reddy**

**Whole Time Director**

- Post Graduate in Computer Science and completed Executive Management Programme at ISB Hyderabad.
- More than 25 years experience in multiple Project Management Roles
- He is presently responsible for projects

**Mr. D. Ram Reddy**

**Managing Director**

- 35 years of experience across various businesses.
- Focused on establishing customer and supplier's relationship with leading buyers and suppliers
- Responsible for the supply chain, sales and marketing

**Mr. A. Pratap Reddy**

**Executive Chairman**

- Civil Engineer by Education. Incorporated BAL in 1988
- BAL's continuing success is a testimony to his entrepreneurial skills.
- His vision has made BAL today as one of the leading players in chemical industry.

**Mr. N. Rajeshwar Reddy**

**Joint Managing Director**

- B. Com. Over 45 years of experience across industries
- Instrumental in project commissioning with indigenous approach to improve return profile
- Responsible for operations in Solapur

**Mr. G. Hemanth Reddy**

**Whole Time Director & CFO**

- Post Graduate in management with Finance and Marketing as specialization.
- More than 30 years of experience
- Responsible for finance, operations & administration along with Hyderabad Operations

## Amines

## Amine Derivatives

## Specialty & Other Chemicals

### Description

- Aliphatic Amines find increasing consumption and applications in a Chemically mature Industry such as India, Europe, US, China and Japan
- The Aliphatic Amines industry is expected to grow at a CAGR of 5%-7%

- Amine Derivatives are used to make further salts and other complex chemical Intermediates and API's
- In derivatives, Di-Methyl Amine Hydrochloride (DMA HCL) is one of BAL's key product offerings.

- Albeit a small and fastest growing segment
- Within specialty chemicals, is the single-largest product in specialty chemicals.

### Products

- Mono Methyl Amine (MMA)
- Di-Methyl Amine (DMA)
- Tri-Methyl Amine (TMA)
- Mono-Ethyl Amine (MEA)
- Di-Ethyl Amine (DEA)
- Tri-Ethyl Amine (TEA)
- Di-Methyl Amino Ethanol (DMAE)
- Di-Ethyl Amino Ethanol (DEAE)

- Di-Methyl Acetamide (DMAC)
- Di-Methyl Amine Hydrochloride (DMA HCL)
- Tri-Methyl Amine Hydrochloride (TMA HCL)
- Mono-Methyl Amine Hydrochloride (MMA HCL)
- Di-Ethyl Amine Hydrochloride (DEA HCL)
- Tri-Ethyl Amine Hydrochloride (TEA HCL)
- Mono-Ethyl Amine Hydrochloride (MEA HCL)
- Di-Methyl Urea (DMU)
- Choline Chloride

- Morpholine
- Acetonitrile
- Dimethylformamide (DMF)
- N-Ethyl-2-Pyrrolidone (NEP)
- 2-Pyrrolidone (2-P)
- Gamma Butyrolactone,
- N-Methyl-Pyrrolidone (NMP)
- Pharmapure Povidone (PVP K30 & PVP K25)

### Application

- Pharma
- Agro
- Photographic chemicals
- Rocket fuel
- Dyestuff intermediates
- Rubber chemicals, etc

- Pharma
- Pesticides
- Performance chemicals
- Specialty chemicals
- Animal/poultry feed additive etc.

- Production of Water Treatment chemicals and pesticide formulations
- Solvents across industries like pharmaceuticals, petrochemicals, dyes, Agro and paint industries



## Amines



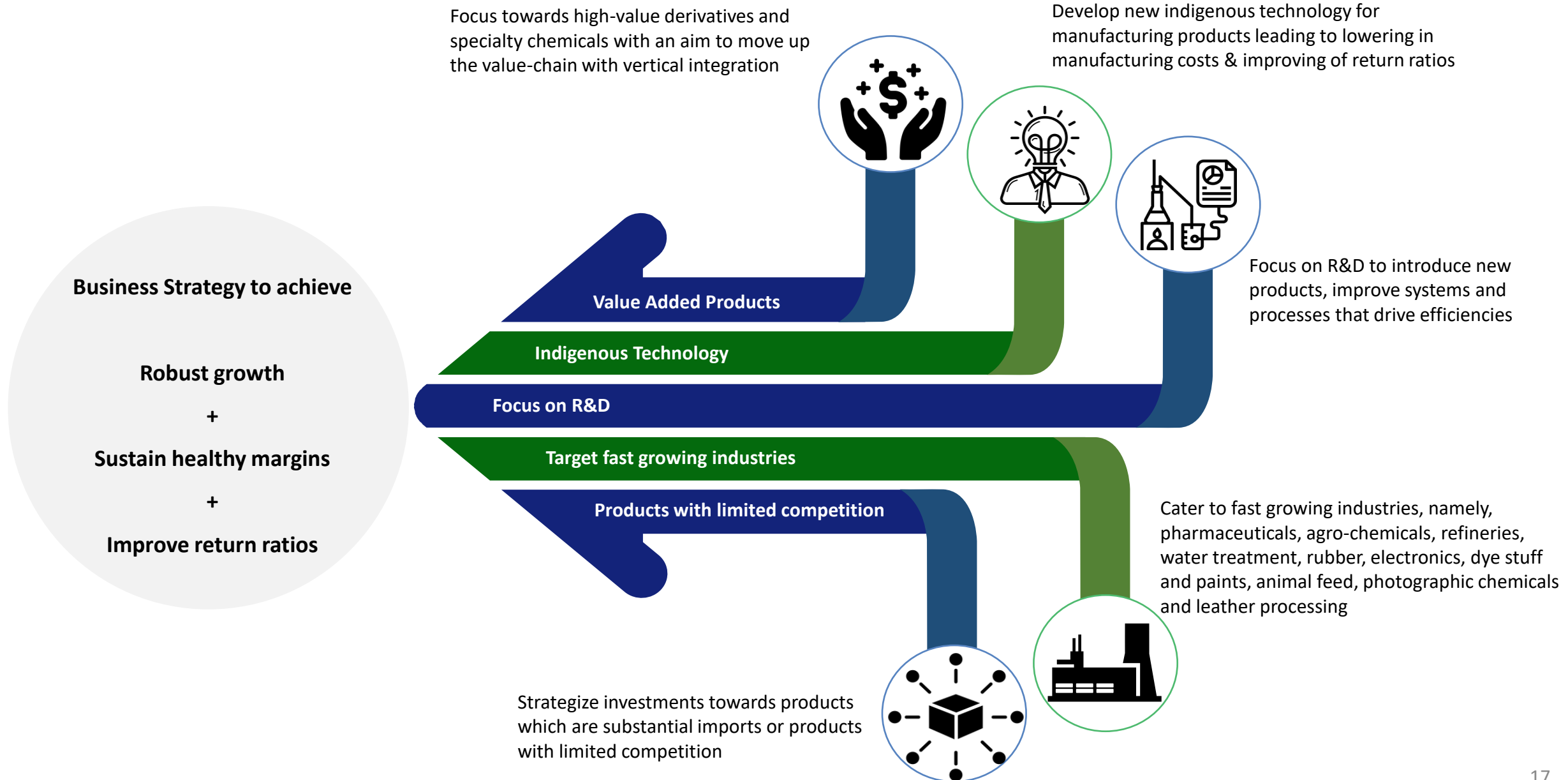
## Amine Derivatives



## Specialty & Other Chemicals



# Well positioned Business Model aimed at Sustainable growth



# Key Products (Current & Proposed) in Portfolio

## Balaji Amines

In MTPA

Product	Installed Capacity	Future Capacity	Application Areas
Methyl Amine	48,000	50,000	Pharma, Agro, Dye & Rubber
Ethyl Amine	22,500	-	Pharma, Agro, Dye & Rubber
DMAHCL	25,000	7,500	Pharma
DMAC	6,000	-	Pharma API
Choline Chloride 60% (Corn Cob)	6,000	-	Animal Feed
Choline Chloride 75% & 98%	6,000	-	Animal Feed
2P / NEP	33,000	-	Pharma, Agro, Petro, Dyes, Paints
NMP		-	Pharma, Agro, Petro, Dyes, Paints
GBL		-	Pharma, Agro, Petro, Dyes, Paints
DMU	2,000	-	Pharma, Textile, Agro
DMAE / DEAE	2,000	-	Cosmetics
Morpholine	10,000	-	Pharma, Agro, Dyes, Paints, Textile, Rubber
Other HCL'S	750	-	Animal Feed
DMF	30,000	30,000	Pharma, Agro, Polymers, Petro, Dyes, Paints
Acetonitrile	9,000	9,000	Pharma, Petro, Textile, Plastics
PVP K-30	750	-	Pharma, Agro, Cosmetics
Tetra Hydro Furan	-	8,000	Pharma API Agro
Di-methyl Carbonate (DMC)	-	9,900	Pharma, Polycarbonate, Automobiles
<b>Total</b>	<b>2,01,000</b>	<b>1,05,400</b>	

## Balaji Speciality Chemicals

In MTPA

Product	Installed Capacity	Application Areas
Ethylenediamine	37,350	Pesticides, Polymers
Piprazine	4,050	Pharma, Oilfield
Diethyltriamine	3,150	Coatings, Polymers, Pharma
Mixture of Amines (Aminoethylpiperzine / Hydroxyethylpiperzine / Aminoethylethanolamine, etc.)	780	Multiple Industries
<b>Total</b>	<b>45,330</b>	

**Proven Product Portfolio with few products manufactured for the 1<sup>st</sup> time in India**

## OUR CUSTOMER SPREADS ALL OVER THE WORLD



UK • USA • KLAIPEDA • ARGENTINA • LATIN AMERICA • CANADA • ISRAEL • PAKISTAN • BANGLADESH  
OMAN • GERMANY • ITALY • EGYPT • SOUTH AFRICA • KOREA • TAIWAN • SPAIN • FRANCE • BELGIUM  
THE NETHERLANDS • NORWAY • POLAND • UKRAINE • MEXICO • BRAZIL • AUSTRALIA • CHINA • JAPAN  
TURKEY • FINLAND • INDONESIA • SWITZERLAND • SRI LANKA • RUSSIA • MALAYSIA • SINGAPORE  
BAHREIN • JORDAN • GUATEMALA • COLOMBIA • COSTA RICA • THAILAND • PUERTO RICO • MOROCCO  
PERU • VENEZUELA • PHILLIPPINES • SAUDI ARABIA • VIETNAM • IRELAND • SOUTH AMERICA

**14.96% of the Total Revenue for FY21 i.e. Rs. 185.44 Crore is generated from exports spanning across continents**

# Awards & Certificates – A Testimony of our capabilities (1/2)



ISO Certificate



Two Star Export House



ISO Certificate



ISO 9001 : 2015 Certificate



Certificate of Merit – CHEMEXCIL



First Award – CHEMEXCIL

# Awards & Certificates – A Testimony of our capabilities (2/2)



**Product Innovator of the Year in Chemicals – 2018**



**Distinguished Contribution in the Indian Chemicals Industry**



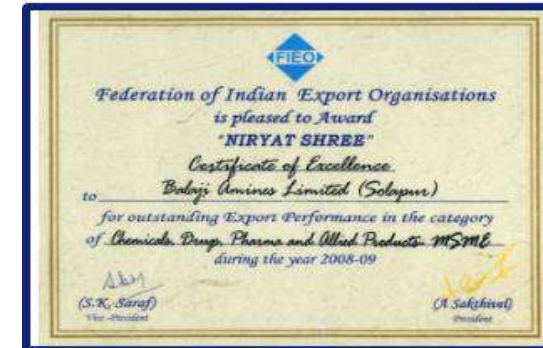
**Excellent CSR in Water Conservation**



**WHO GMP Certificate**



**REACH Pre-Registration**



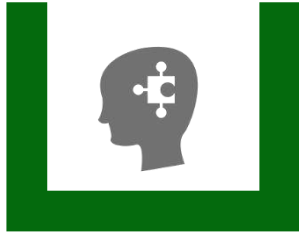
**Niryat Shree Award by FIEO**



**“Long-Term Issuer Rating affirmed at ‘IND AA-’ by India Ratings and Research (Ind-Ra) .” The ratings process highlighted the following factors:-**

- Largest manufacturer of aliphatic amines and their derivatives in India
- Increased product offtake and meaningful contribution from BSCPL from FY21 onwards
- New project capex undertaken to add new products and drive growth
- Sole producer for a few specialty chemicals insulates company from the competition
- Ability to maintain healthy and stable EBITDA margins
- Ability to pass on raw material price volatility to its customers
- End product selection policy based on import substitution, and to be the first or second domestic manufacturers of products
- Diversified portfolio of over 25 products
- Ability to generate operating cash flow to remain strong in the medium term

# High entry barrier Business – Paving way for Sustainable growth



## Complex Manufacturing

Complex manufacturing process requiring high levels of technological know-how. Efficient producers with wide product range emerge winners



## High Lead time

Niche product offering with high lead time in customer approvals



## Capex Heavy Business

High fixed costs, with fixed asset turns hovering in the range of 1.5-2x. Optimum capacity utilization is paramount to sustain profitability over a long period of time



## R&D led Innovation is key

R&D focus to introduce new products for import substitutes for Indian market



## High Volume Continuous Process

Continuous process ensures better efficiencies as compared to batch process but adds to complexity that cannot be easily replicated



## Stringent Government Regulations

Hazardous nature of the Process requires environmental clearances



# Well positioned Business Model aimed at Sustainable growth



## Value-Added Products

Capex towards high-value derivatives and specialty chemicals will materialize into higher revenue and enhanced margins

01



## Applicability in Solvents segment

Solvents account for 80%-90% of the mass utilised in a typical pharmaceutical chemical operation

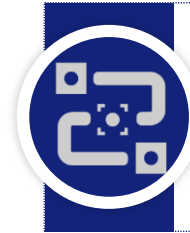
05



## Specialization in logistics

Aliphatic Amines have huge handling risk and hence it is difficult to transport them, which reduces the threat of imports

02



## Consumed by bulk drug companies

Methyl Amines and derivatives, utilized by bulk drugs players, are expected to continue to see a surge in demand

06



## Preference for Local Sourcing

Safety is a critical factor and hence end-users prefer to work with only local 2-3 credible suppliers

03



## Huge potential in agrochemical markets

The agrochemicals market in India is expected to be a \$10.6 bn market by FY2020 with nearly 55% exports – Aliphatic Amines to be key beneficiary

07



## Exposure to pharma sector

Extensive usage in solvents led to significant exposure of Aliphatic Amines in the pharma segments; Growth of Pharma sector to benefit Amines Industry

04



## Vertical and Horizontal Integration

Vertical and horizontal integration has enabled BAL to maintain a dominant position in a majority of its products through the dual advantage of cost competitiveness and product switching flexibility

08

# Greenfield Project to fuel growth and add Revenue Visibility



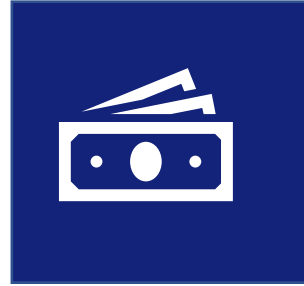
## Strategically Located Plant

**Environmental clearance received for Greenfield Project** on a **90-acre land** in Solapur, Maharashtra. Strategically located to customers in western & southern India



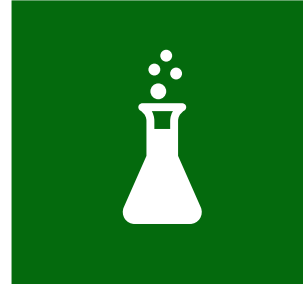
## Mega Project Status

**Ethylamines plant** in Phase-1 of Greenfield Project has **commenced operations in May 2021**; DMC plant to commence operations by end of FY22; Project accorded Mega Project Status



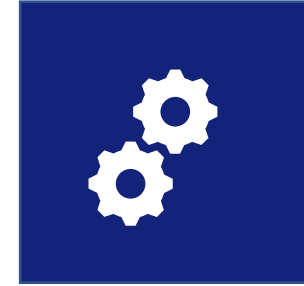
## Project Capex

**Project cost of Rs. 225 Crore** of Phase-1 to be funded entirely by Internal Accruals. **We have already undertaken capex of about Rs. 156 Crore as on 31<sup>st</sup> March 2021**



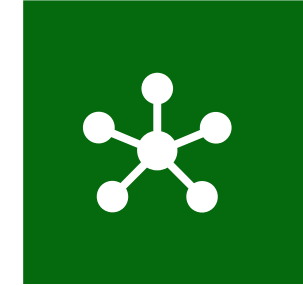
## Product Profile

Capacity installed to manufacture **50 TPD of Ethyl Amines. Capacity to manufacture 30 TPD of Di-methyl Carbonate (DMC)** to come up by end of FY22



## Indigenous Technology

Plan to deploy Indigenous technology resulting in higher Asset Turns; Established customer base for products leading to faster break-even



## New Products = 1<sup>st</sup> mover advantage

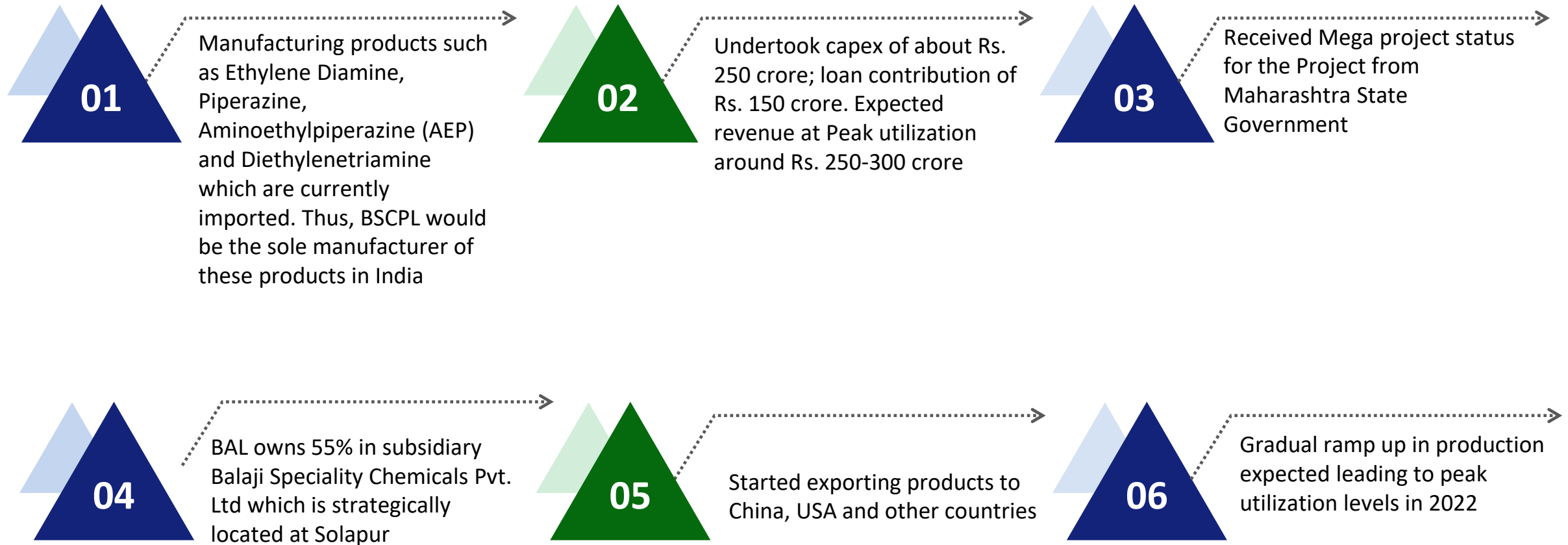
Significant opportunity exists to introduce new products & gain 1<sup>st</sup> mover advantage



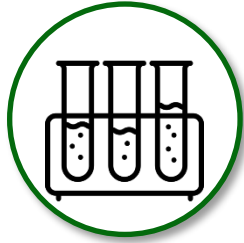
## High Demand for Products

**We will be able to address the short supply of Ethylamines in India, which is set to increase to 15,000 tons by FY23. High demand** exists for **DMC** which is currently fully met by imports. **Exports opportunity for both products also exists.**

# Balaji Speciality Chemicals – Production commenced in H2FY20

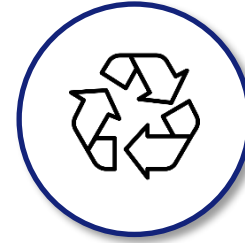


# R&D led Investments to provide significant early mover advantage



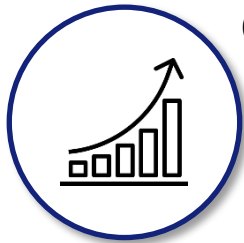
## New Products

Identification of new products and development of latest process technologies



## Environment Conscious

Waste water treatment and minimization of effluents by adopting Industry best practices for effluent treatment.



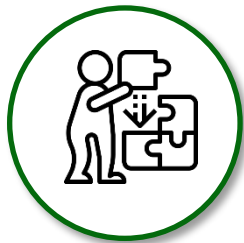
## Optimization

Continuous efforts to optimize utilization of energy, utilities & raw materials consumption and alternate routes to drive efficiencies



## Efficiency

Continuous efforts in all plants have delivered lowest consumption coefficients in the Industry for BAL products



## Integration

Backward and forward integration of products to improve value chain and better utilization of all the resources



## Sustainability

Through Continuous efforts For sustainable usage of natural resources, the Company has initiated various models in reducing, reusing and recycling of various natural resources



## Hotel Division

# Balaji Sarovar Premiere – Best in class Business Hotel in Solapur



## Balaji Sarovar Premiere (Solapur)

# Balaji Sarovar Premiere – At a Glance

- Commenced Operations in October 2013 Hotel Balaji Sarovar Premier is the only 5 star hotel in Solapur
- Invested Rs. 110 crore in the Hotel Project via mix of Debt and Equity
- Tied up with Sarovar Group for the Management of the Hotel on Management Fee + Revenue Share model
- Solapur is an important Tourist hub owing to its close proximity to Pandharpur, Tuljapur, Siddeshwar Temple, Ganagapur, Bijapur and Akkalkot
- Solapur attracts millions of Tourists and pilgrims every year



**Hotel project has resulted in substantial cash flow savings**

# Balaji Sarovar Premiere – Operating Matrix (FY21)



**129 Rooms**



**Constitutes 0.59%  
of Total Revenue**



**Rs. 3,634 ARR**



**23% Occupancy Rate**



**Negligible Routine  
Capex incurred**



**RS. 830 RevPAR**



**Renowned Five Star  
Hotel In the City of  
Solapur**

**Balaji  
Sarovar  
Premiere**

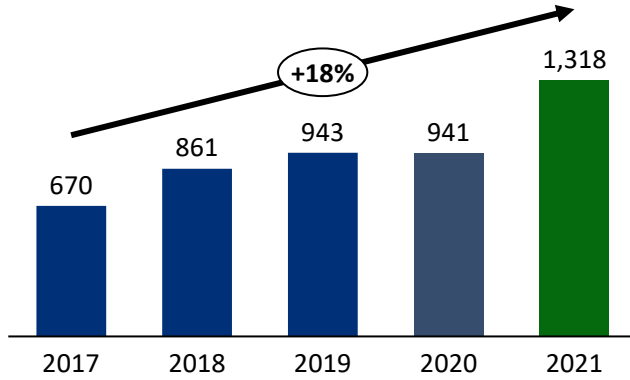




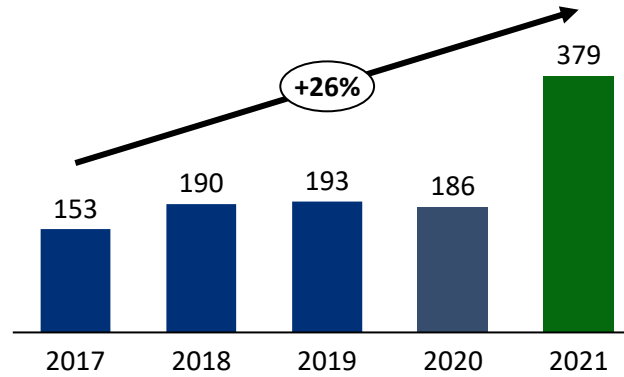
# Financial Performance

# Consolidated Performance Highlights

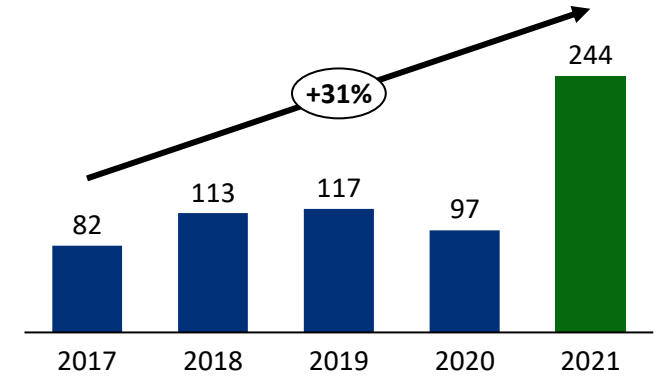
### Revenue (Rs. Crs.)



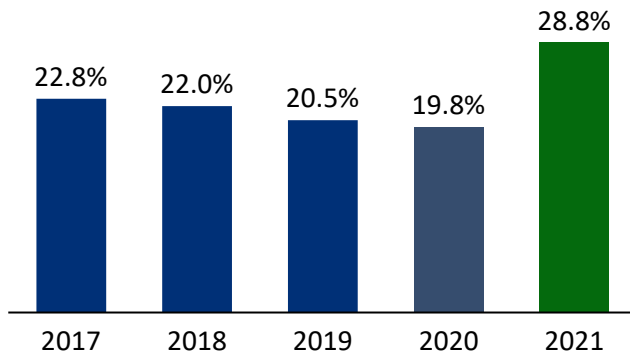
### EBITDA (Rs. Crs.)



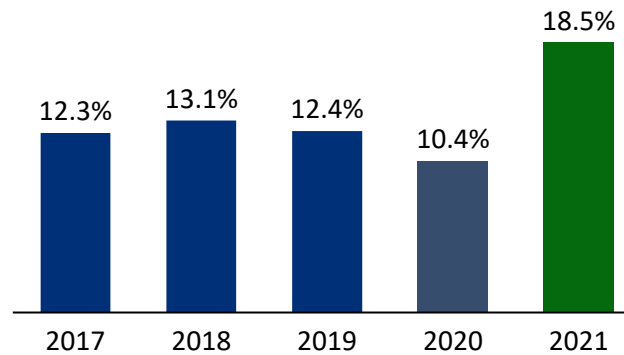
### PAT (Rs. Crs.)



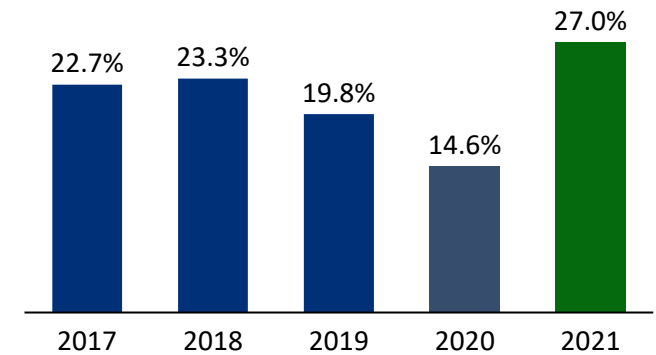
### EBITDA Margin (%)



### PAT Margin (%)



### RoE (%)



# Strong Core RoCE Profile

Particulars (Rs. Crs.)	FY20	FY21
Consolidated Debt	259.57	127.07
Consolidated Networth	668.37	909.92
<b>Total Capital Employed</b>	<b>927.94</b>	<b>1,036.99</b>
Less: Investment in Hotel Balaji Sarovar & CFL Lamps	133.32	133.39
Add: Loss in Hotel Balaji Sarovar & CFL Lamps	46.64	67.46
Less: Investments/Loan in Balaji Speciality	112.35	-
Less: Investments in Greenfield project (Unit 4)	69.14	155.57
<b>Core Chemical Business Capital Employed (A)</b>	<b>659.77</b>	<b>815.49</b>
EBIT on Consolidated Basis	154.14	344.89
Add: EBIT Loss Specific to Hotel Balaji Sarovar & CFL Lamps	1.93	11.11
<b>Core Chemical Business EBIT (B)</b>	<b>156.07</b>	<b>356.00</b>
<b>ROCE for Core Chemical Business (B/A)</b>	<b>23.66%</b>	<b>43.65%</b>
<b>ROCE at Consolidated Entity Level</b>	<b>16.61%</b>	<b>33.26%</b>

- For FY20, investments made to the tune of Rs. 112.35 crore in subsidiary company of Balaji Amines not considered, as the volume offtake was very limited
- For FY21, investments made to the tune of Rs. 155.57 crore in Phase 1 of Greenfield Project not considered, as the operations has just commenced in the month of May 2021
- Core Chemical Business RoCE is significantly higher, depicting the inherent strength of the business and capabilities developed in product manufacturing
- Capex in Greenfield project (Unit 4) to start substantially contributing to Revenues and profitability from FY22 onwards

# Standalone Statement of Profit & Loss

Particulars (in Rs. Crore)	Q4FY21	Q4FY20	Y-o-Y	FY21	FY20	Y-o-Y
<b>Total Revenue</b>	<b>376.71</b>	<b>238.26</b>	<b>58.11%</b>	<b>1,239.81</b>	<b>929.32</b>	<b>33.41%</b>
Raw Material	174.17	122.07		622.69	511.17	
Employee expense	21.10	13.41		65.68	49.62	
Other expenses	67.28	46.52		212.79	178.50	
<b>EBITDA</b>	<b>114.16</b>	<b>56.26</b>	<b>102.92%</b>	<b>338.65</b>	<b>190.03</b>	<b>78.21%</b>
<b>EBITDA Margin</b>	<b>30.30%</b>	<b>23.61%</b>		<b>27.31%</b>	<b>20.45%</b>	
Depreciation	5.50	7.72		23.34	24.18	
<b>EBIT</b>	<b>108.66</b>	<b>48.54</b>	<b>123.86%</b>	<b>315.31</b>	<b>165.85</b>	<b>90.12%</b>
<b>EBIT Margin</b>	<b>28.84%</b>	<b>20.37%</b>		<b>25.43%</b>	<b>17.85%</b>	
Finance Cost	0.88	2.79		5.34	12.13	
<b>Profit before Tax</b>	<b>107.78</b>	<b>45.75</b>	<b>135.58%</b>	<b>309.97</b>	<b>153.72</b>	<b>101.65%</b>
<b>PBT Margin</b>	<b>28.61%</b>	<b>19.20%</b>		<b>25.00%</b>	<b>16.54%</b>	
Tax	28.55	13.40		78.26	39.96	
<b>Profit after Tax</b>	<b>79.23</b>	<b>32.35</b>	<b>144.91%</b>	<b>231.71</b>	<b>113.75</b>	<b>103.70%</b>
<b>PAT Margin (%)</b>	<b>21.03%</b>	<b>13.58%</b>		<b>18.69%</b>	<b>12.24%</b>	
<b>EPS (in Rs.)</b>	<b>24.45</b>	<b>9.98</b>		<b>71.52</b>	<b>35.11</b>	

# Standalone Balance Sheet Statement

ASSETS (Rs. Crs.)	Mar-21	Mar-20
<b>(1) NON-CURRENT ASSETS</b>		
(a) Property, plant & equipment	344.34	363.40
(b) Capital work-in-progress	173.27	46.27
(i) Investments	66.00	66.00
(ii) Loans	77.35	46.35
(iii) Other Financial Assets	133.80	162.50
(e) Deferred Tax Asset	-	-
(f) Other Non - current assets	10.81	26.94
<b>Sub Total (A)</b>	<b>805.57</b>	<b>711.46</b>
<b>(2) CURRENT ASSETS</b>		
(a) Inventories	95.93	92.18
(b) Financial Assets		
(i) Investments	0.00	47.50
(ii) Trade receivables	272.35	190.85
(iii) Cash and cash equivalents	15.37	2.83
(iv) Bank Balances other than (iil) above	2.29	4.43
(v) Other Financial Assets	-	-
(c) Current tax assets (net)	73.76	40.05
(d) Other current assets	26.52	15.18
<b>Sub Total (B)</b>	<b>486.22</b>	<b>393.02</b>
<b>Total Assets (A+B)</b>	<b>1,291.79</b>	<b>1,104.48</b>

EQUITY AND LIABILITIES (Rs. Crs.)	Mar-21	Mar-20
<b>EQUITY</b>		
(a) Equity Share capital	6.48	6.48
(b) Other equity	890.93	661.16
<b>Sub Total (C)</b>	<b>897.41</b>	<b>667.64</b>
<b>LIABILITIES</b>		
(1) Non-Current Liabilities		
(a) Financial Liabilities	-	-
(i) Borrowings	-	-
(ii) Trade Payables	12.28	3.16
(iii) Other Financial Liabilities excl. provisions	132.62	160.79
(b) Provisions	-	-
(c) Deferred Tax Liabilities (Net)	48.67	49.99
(d) Other Non-Current Liabilities	0.97	0.24
<b>Sub Total (D)</b>	<b>194.54</b>	<b>214.18</b>
(2) Current Liabilities	-	-
(a) Financial liabilities		
(i) Borrowings	0.00	102.36
(ii) Trade Payables	73.52	56.19
(iii) Other Financial Liabilities	2.38	0.00
(b) Other current liabilities	3.60	3.47
(c) Provisions	38.99	20.64
(d) Current Tax Liabilities (Net)	81.35	40.00
<b>Sub Total (E)</b>	<b>199.85</b>	<b>222.66</b>
<b>Total Equity &amp; Liabilities (C+D+E)</b>	<b>1,291.79</b>	<b>1,104.48</b>

# Consolidated Profit & Loss Account

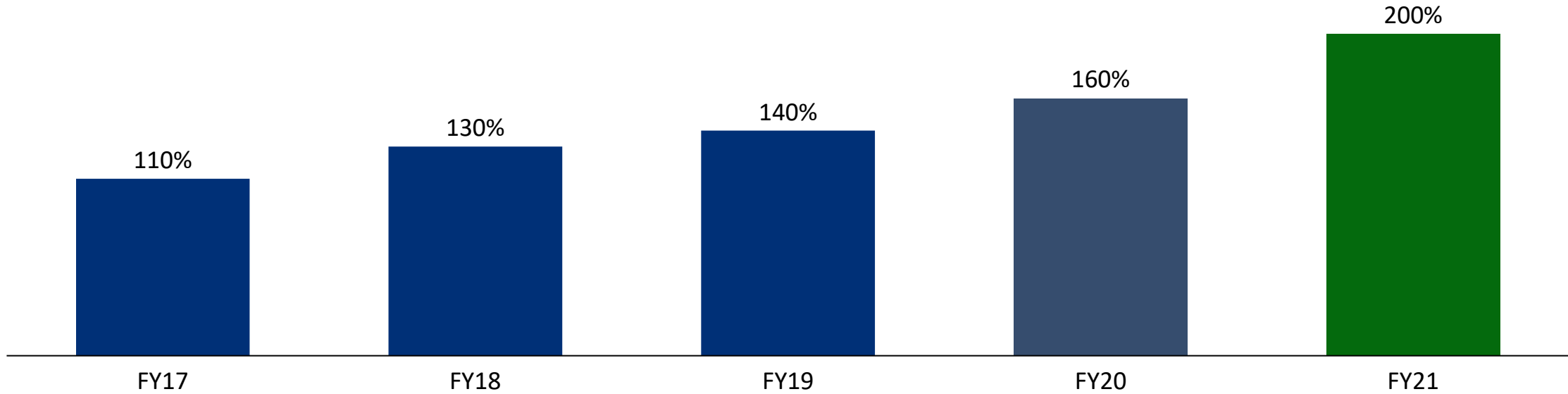
Particulars (in Rs. Crore)	FY20	FY19	YoY
<b>Total Revenue</b>	<b>1,317.53</b>	<b>940.79</b>	<b>40.05%</b>
Raw Material	630.26	513.83	
Employee Cost	67.82	50.99	
Other Expenses	240.15	190.21	
<b>EBITDA</b>	<b>379.30</b>	<b>185.76</b>	<b>104.19%</b>
<b>EBITDA Margin</b>	<b>28.79%</b>	<b>19.75%</b>	
Depreciation	34.41	31.62	
<b>EBIT</b>	<b>344.89</b>	<b>154.14</b>	<b>123.75%</b>
<b>EBIT Margin</b>	<b>26.18%</b>	<b>16.38%</b>	
Finance Cost	18.29	23.04	
<b>Profit before Tax</b>	<b>326.60</b>	<b>131.10</b>	<b>149.12%</b>
<b>PBT Margin</b>	<b>24.79%</b>	<b>13.94%</b>	
Tax	83.10	33.63	
<b>PAT</b>	<b>243.50</b>	<b>97.47</b>	<b>149.82%</b>
<b>PAT Margin %</b>	<b>18.48%</b>	<b>10.36%</b>	
<b>EPS (in Rs.)</b>	<b>73.52</b>	<b>32.34</b>	

# Consolidated Balance Sheet Statement

ASSETS (Rs. Crore)	Mar-21	Mar-20
<b>(1) NON-CURRENT ASSETS</b>		
(a) Property, plant & equipment	542.92	573.00
(b) Capital work-in-progress	173.28	46.26
(c) Intangible Asset	-	-
(d) Financial assets		
(i) Investments	-	-
(ii) Loans	-	-
(iii) Other Financial Assets	5.91	5.85
(e) Deferred Tax Asset	-	-
(f) Other Non - current assets	11.14	27.38
<b>Sub Total (A)</b>	<b>733.25</b>	<b>652.49</b>
<b>(2) CURRENT ASSETS</b>		
(a) Inventories	109.94	108.81
(b) Financial Assets		
(i) Investments	0.00	47.50
(ii) Trade receivables	305.66	207.44
(iii) Cash and cash equivalents	17.32	4.31
(iv) Bank Balances other than (iii) above	2.32	4.50
(v) Other Financial Assets		-
(c) Current tax assets (net)	75.21	40.06
(d) Other current assets	66.63	47.99
<b>Sub Total (B)</b>	<b>577.08</b>	<b>460.61</b>
<b>Total Assets (A+B)</b>	<b>1,310.33</b>	<b>1,113.10</b>

EQUITY AND LIABILITIES (Rs. Crore)	Mar-21	Mar-20
<b>EQUITY</b>		
(a) Equity Share capital	6.48	6.48
(b) Other equity	887.91	651.66
(c) Non-Controlling Interest	15.53	10.23
<b>Sub Total (C)</b>	<b>909.92</b>	<b>668.37</b>
<b>LIABILITIES</b>		
<b>(1) Non-Current Liabilities</b>		
(a) Financial Liabilities		
(i) Borrowings	88.85	119.91
(ii) Trade Payables	17.67	11.75
(iii) Other Financial Liabilities excl. provisions	2.87	2.43
(b) Provisions	-	-
(c) Deferred Tax Liabilities (Net)	47.24	43.73
(d) Other Non-Current Liabilities	0.97	2.57
<b>Sub Total (D)</b>	<b>157.60</b>	<b>180.39</b>
<b>(2) Current Liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	10.95	121.48
(ii) Trade Payables	76.80	59.36
(iii) Other Financial Liabilities excl. provisions	30.08	18.92
(b) Other current liabilities	3.61	3.52
(c) Provisions	40.02	21.06
(d) Current Tax Liabilities (Net)	81.35	40.00
<b>Sub Total (E)</b>	<b>242.81</b>	<b>264.34</b>
<b>Total Equity &amp; Liabilities (C+D+E)</b>	<b>1,310.33</b>	<b>1,113.10</b>

# Consistent Dividend Payout



Particulars (Rs. per share)	FY17	FY18	FY19	FY20	FY21
Consolidated Book Value	111.87	149.71	182.71	206.28	280.84
Consolidated EPS	25.42	34.93	36.27	32.34	73.52
Dividend	2.20	2.60	2.80	3.20	4.00





Moving towards Growth  
Prospects

### Capex Phase

Capex for Phase 1 of Greenfield  
Capex to be completed till FY22  
which will result in 50% increase in  
revenue base by 2022-23

### Brownfield Expansion

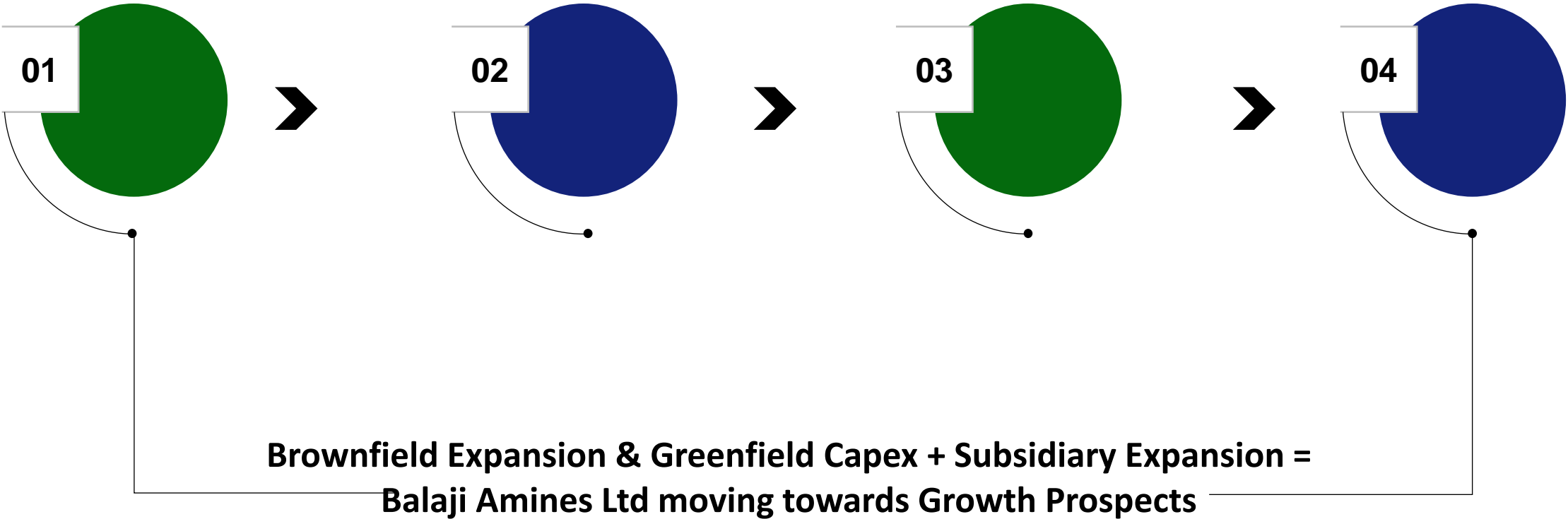
Moving to higher margin niche  
products will result in stable to  
positive up move in Margin profile

### Subsidiary Expansion

Manufacturing of new products such  
as Ethylene Diamine, Piperazine and  
Diethylenetriamine in Balaji  
Speciality Chemicals to provide  
strong boost to product profile

### Greenfield

Expansion and commercialization of  
90-acre project in MIDC Chincholi to  
focus on manufacturing new  
products to address the increasing  
demand for value added amine  
derivatives



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