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WEBSITE : http://www.balajiamines.com

Balaji



ISO 9001:2015



www.tuv.com
ID 9105038797

CIN : L24132MH1988PLC049387

AMINES LIMITED
REGD. OFF. : 'BALAJI TOWERS'
No. 9/1A /1, HOTGI ROAD,
AASARA CHOWK, SOLAPUR - 413 224.
MAHARASHTRA. (INDIA)

25th June, 2020

To,
The General Manager-Department of
Corporate Services,
BSE Limited,
PhirozeJeejeebhoy 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,

Sub : Investors 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 Investor Presentation.

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

Please take the same on record.

Thanking you,

Yours Faithfully,
For Balaji Amines Limited

Jimisha

Jimisha Parth Dawda
Company Secretary & Compliance Officer



Balaji Amines Limited



Investor Presentation – June 2020

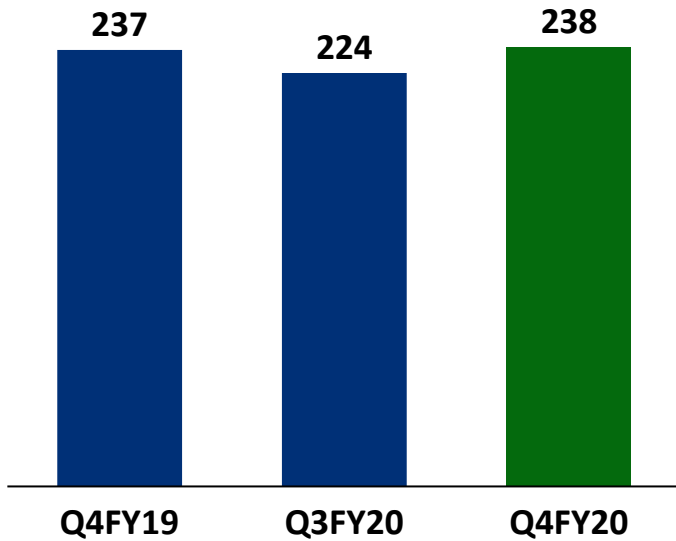
This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Balaji Amines Limited (the “Company”)**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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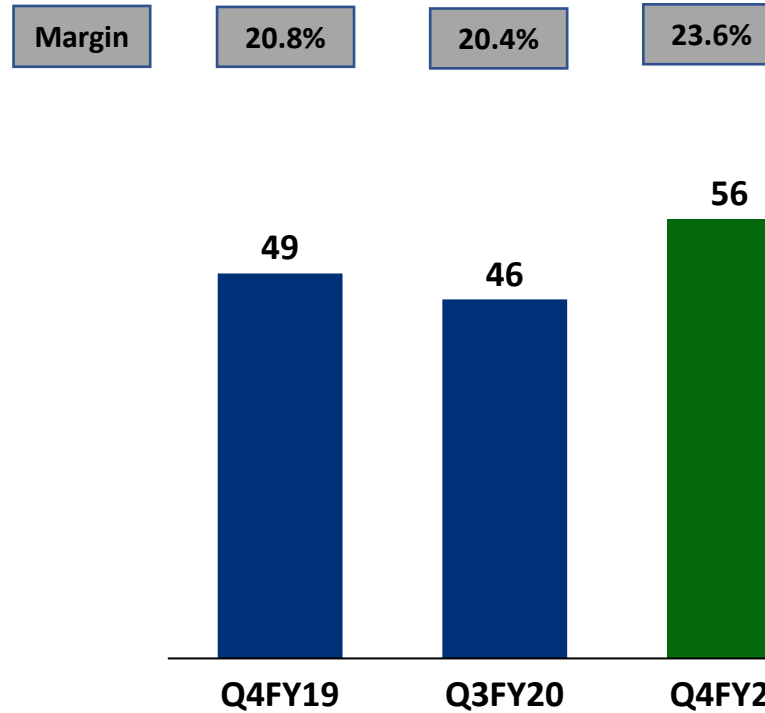
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks 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.

Q4FY20: Standalone Performance Highlights

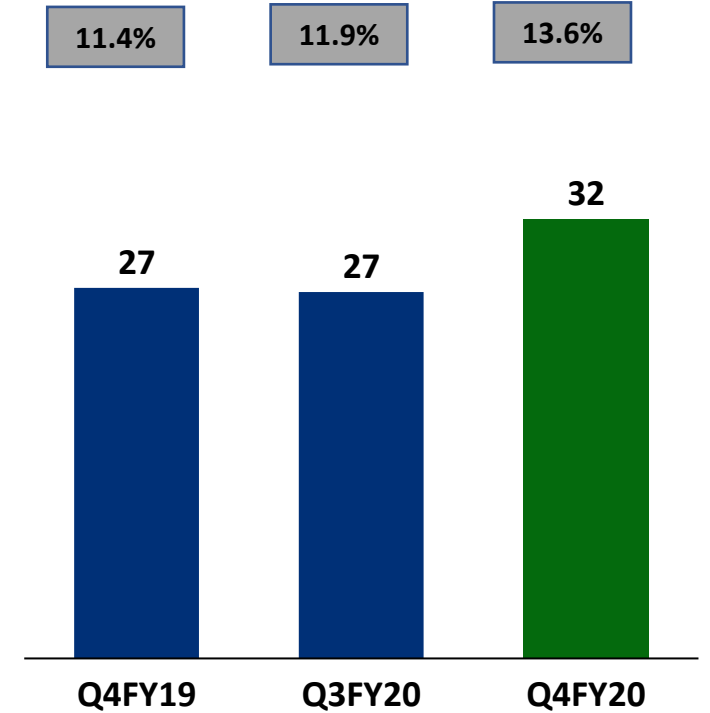
Revenue (Rs. Crore)



EBITDA (Rs. Crore)

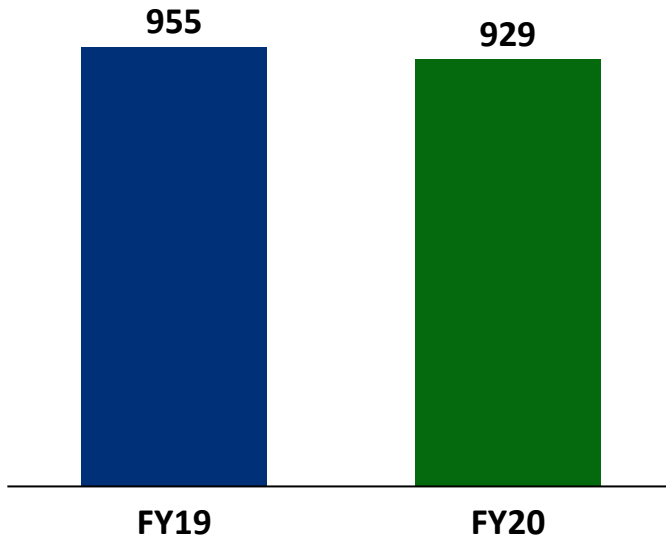


PAT (Rs. Crore)

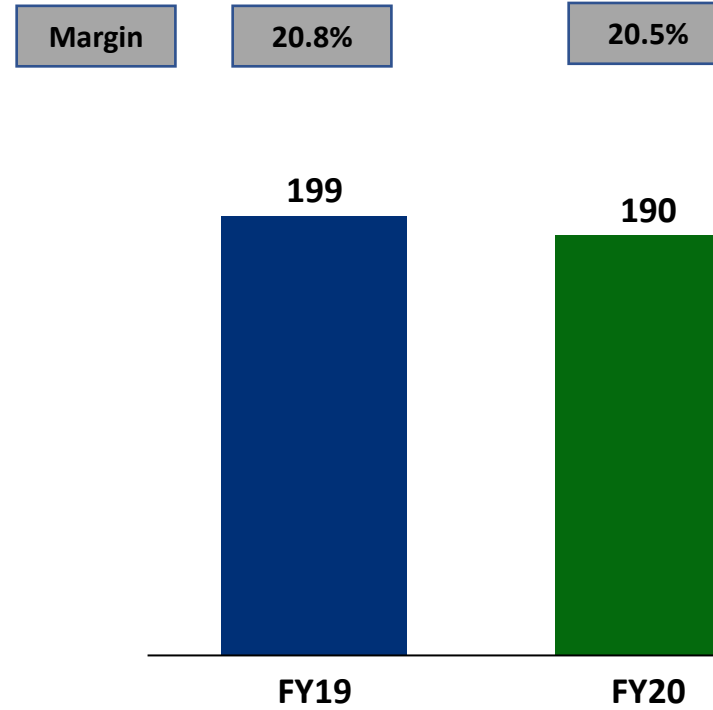


FY20: Standalone Performance Highlights

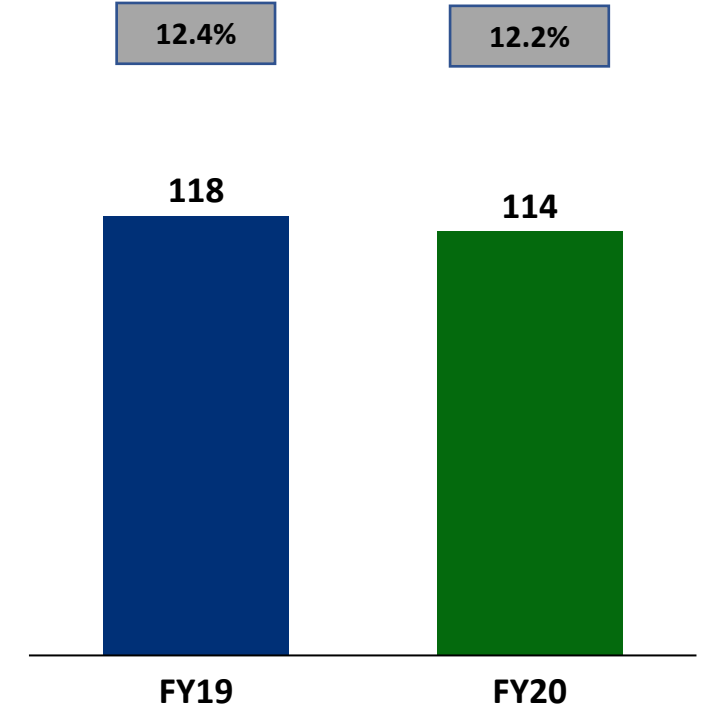
Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Q4FY20 Result Update - Updated

Total volumes stood at 22,146 MT for Q4FY20 as against 21,543 MT in Q4FY19 on back of improved demand across all product categories

- Amines volumes stood at 4,525 MT
- Amines Derivatives volumes stood at 9,030 MT
- Specialty Chemicals volumes stood at 8,591 MT

Q4FY20 EBITDA margins improved viz-a-viz Q3FY20 margins, on account of marked increase in volume offtake with improved price realizations largely across all products and benign raw material prices

COVID-19 related lockdown had little impact on our Q4FY20 earnings given that most of our products fall under category of essential commodities which act as intermediates for pharmaceutical and agrochemical companies as well as given the B2B nature of our business. All our plants during the lockdown in the last ten days of March '20 were running at capacity utilization of about 70%

Agrochemical sector's prospects are likely to brighten on account of highest storage across reservoirs over last 5 years coupled with the recent price hike in minimum support price of key kharif crops and initial indications of normal monsoon expected in 2020

Volume offtake from the subsidiary plant has gradually increased and witnessed the best performance in Q4FY20, despite the initiation of lockdown in later half of March 2020. Have signed contracts with leading Indian agrochemical companies for their requirements in Q1FY21 and envisage to sign long-term contracts with them going ahead

Likely impact of COVID-19 on business operations



Since the situation is still fluid and is changing dynamically, it is difficult to provide any guidance with absolute certainty about the future impact of COVID-19 on the company's operations.

- In Q1FY21, the lockdown has resulted in **lower capacity utilization of about 70%**, primarily due to logistical issues like delays in port clearances, limited availability of trucks & tankers for movement of raw material and finished goods and unavailability of manpower
- However, we have swiftly ramped up our **capacity utilization levels to about 85-90% now**
- We are largely ringfenced from risk of reduction in demand, as our **product portfolio largely caters to the non-cyclical and more defensive end-user segments** like pharmaceuticals, agrochemicals, home care and personal care markets, animal nutrition and water treatment applications
- We are likely to witness **spill over in demand to forthcoming quarters** for some certain end-user applications like dyes, paints, coatings, textiles, polymers & refinery. However they constitute only about 20% of our total revenue
- The completion timelines of the Greenfield project is likely to get delayed as various suppliers have delayed the supply of machineries and equipments
- **With expected delay of about 3-4 months due to lockdown, the commencement of production of Greenfield project is now expected at the end of this financial year**



Standalone Statement of Profit & Loss

Particulars (in Rs. Crore)	Q4FY20	Q4FY19	Y-o-Y	Q3FY20	Q-o-Q	FY20	FY19	Y-o-Y
Total Revenue	238.26	236.55	0.72%	224.05	6.32%	929.32	955.05	-2.69%
Raw Material	122.07	127.70		119.63		511.18	522.20	
Employee expense	13.41	10.80		14.00		49.62	48.28	
Other expenses	46.52	48.95		44.61		178.50	185.95	
EBITDA	56.26	49.10	14.58%	45.81	22.81%	190.02	198.62	-4.33%
EBITDA Margin	23.61%	20.76%		20.45%		20.45%	20.80%	
Depreciation	7.72	5.40		5.69		24.18	19.55	
EBIT	48.54	43.70	11.08%	40.12	20.99%	165.84	179.07	-7.39%
EBIT Margin	20.37%	18.47%		17.91%		17.85%	18.75%	
Finance Cost	2.79	3.27		2.90		12.13	13.03	
Profit before Tax	45.75	40.43	13.16%	37.22	22.92%	153.71	166.04	-7.43%
PBT Margin	19.20%	17.09%		16.61%		16.54%	17.39%	
Tax	13.40	13.43		10.49		39.96	47.97	
Profit after Tax	32.35	27.00	19.81%	26.73	21.03%	113.75	118.08	-3.67%
PAT Margin (%)	13.58%	11.41%		11.93%		12.24%	12.36%	
EPS (in Rs.)	9.98	8.33		8.25		35.11	36.44	

Standalone Balance Sheet Statement

ASSETS (Rs. Crs.)	Mar-20	Mar-19
(1) NON-CURRENT ASSETS		
(a) Property, plant & equipment	363.40	318.35
(b) Capital work-in-progress	44.63	63.24
(c) Intangible Asset	-	-
(d) Financial assets	-	-
(i) Investments	66.00	66.00
(ii) Loans	46.35	32.66
(iii) Other Financial Assets	162.11	119.39
(e) Deferred Tax Asset	-	-
(f) Other Non - current assets	27.33	1.61
Sub Total (A)	709.82	601.25
(2) CURRENT ASSETS		
(a) Inventories	93.82	142.61
(b) Financial Assets	-	-
(i) Investments	47.50	-
(ii) Trade receivables	190.85	167.22
(iii) Cash and cash equivalents	2.83	14.45
(iv) Bank Balances other than (iii) above	4.43	5.92
(v) Other Financial Assets	-	-
(c) Current tax assets (net)	40.05	53.27
(d) Other current assets	14.94	12.54
Sub Total (B)	394.42	396.01
Total Assets (A+B)	1,104.24	997.26

EQUITY AND LIABILITIES (Rs. Crs.)	Mar-20	Mar-19
EQUITY		
(a) Equity Share capital	6.48	6.48
(b) Other equity	661.16	568.52
Sub Total (C)	667.64	575.00
LIABILITIES		
(1) Non-Current Liabilities	-	-
(a) Financial Liabilities	-	-
(i) Borrowings	-	-
(ii) Trade Payables	3.16	3.04
(iii) Other Financial Liabilities excl. provisions	160.79	116.90
(b) Provisions	-	-
(c) Deferred Tax Liabilities (Net)	49.99	45.75
(d) Other Non-Current Liabilities	-	-
Sub Total (D)	213.94	165.69
(2) Current Liabilities	-	-
(a) Financial liabilities	-	-
(i) Borrowings	102.36	94.83
(ii) Trade Payables	56.19	83.41
(iii) Other Financial Liabilities excl. provisions	-	-
(b) Other current liabilities	3.47	0.36
(c) Provisions	20.64	21.97
(d) Current Tax Liabilities (Net)	40.00	56.00
Sub Total (E)	222.66	256.57
Total Equity & Liabilities (C+D+E)	1,104.24	997.26

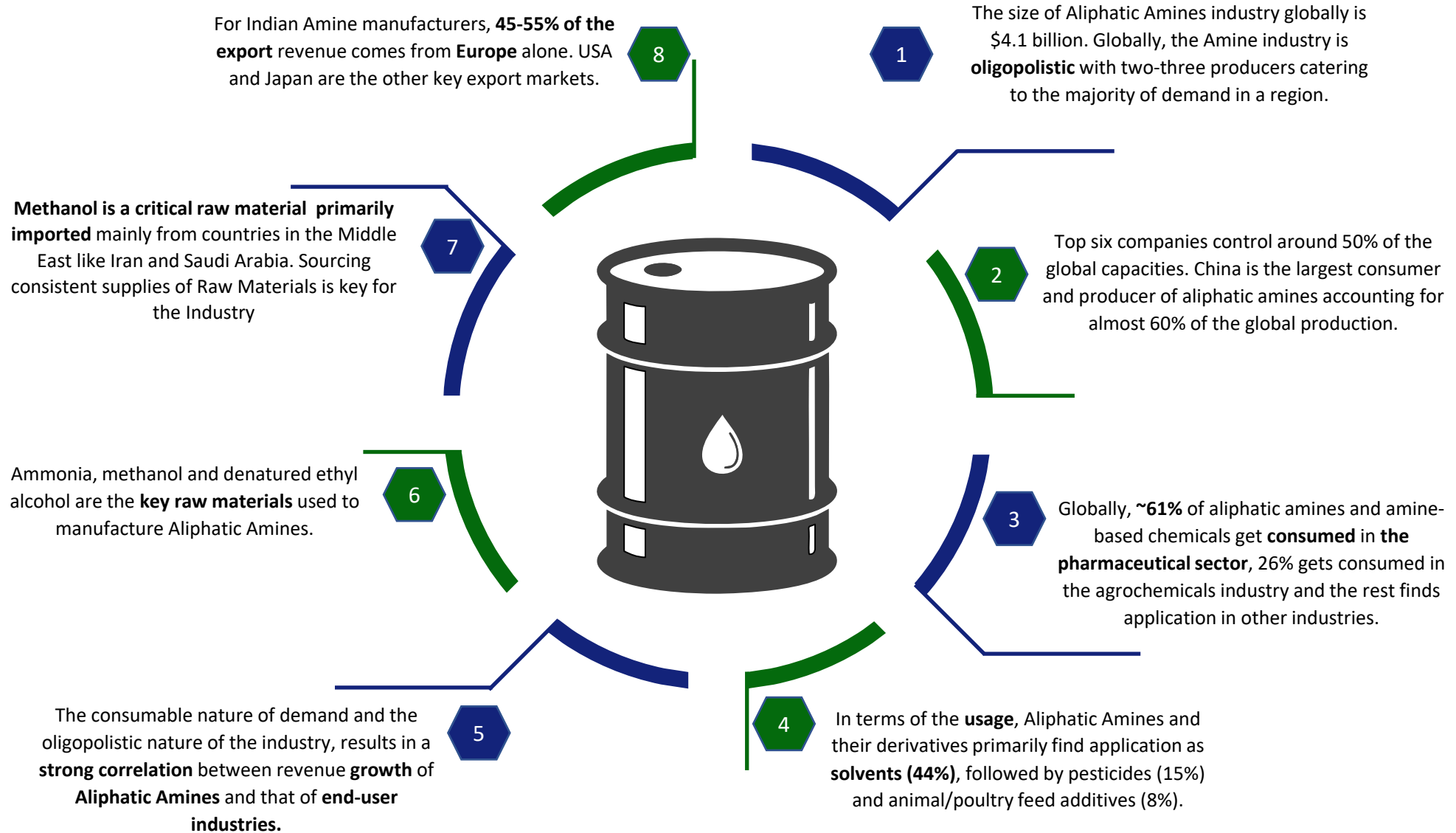
Standalone Cash Flow Statement

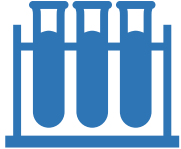
Cash Flow Statement for six months ended (in Rs. Crore)	FY20	FY19
Profit before interest and tax	165.85	179.07
Other income considered	-10.26	-5.22
Depreciation	24.18	19.55
Operating profit before working capital changes	179.76	193.40
Changes in working capital	18.08	-54.67
Cash generated from operations	197.84	138.74
Income tax paid (net of refund)	-51.72	-49.69
Net Cash from Operating Activities	146.13	89.05
Net Cash from Investing Activities	-128.15	-46.68
Net Cash from Financing Activities	-31.08	-29.11
Net Change in cash and cash equivalents	-13.10	13.25



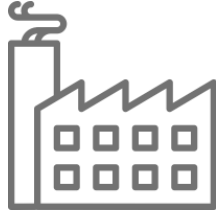
About Us

Amines Industry – Unique but Critical Industry with growth potential

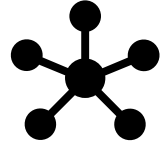




Largest manufacturer of Aliphatic Amines in India



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



25+ Product basket



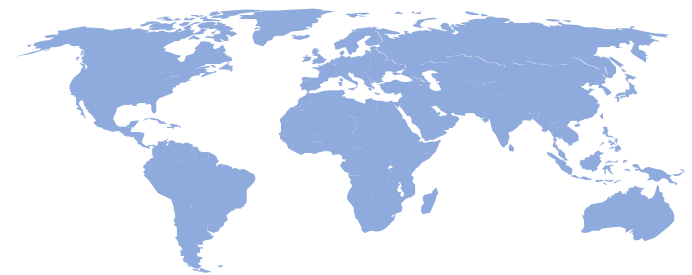
Zero Liquid Discharge facilities

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



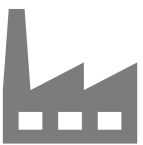
Strong Global presence

INDIAN MULTINATIONAL



Forward integrated suite of products

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

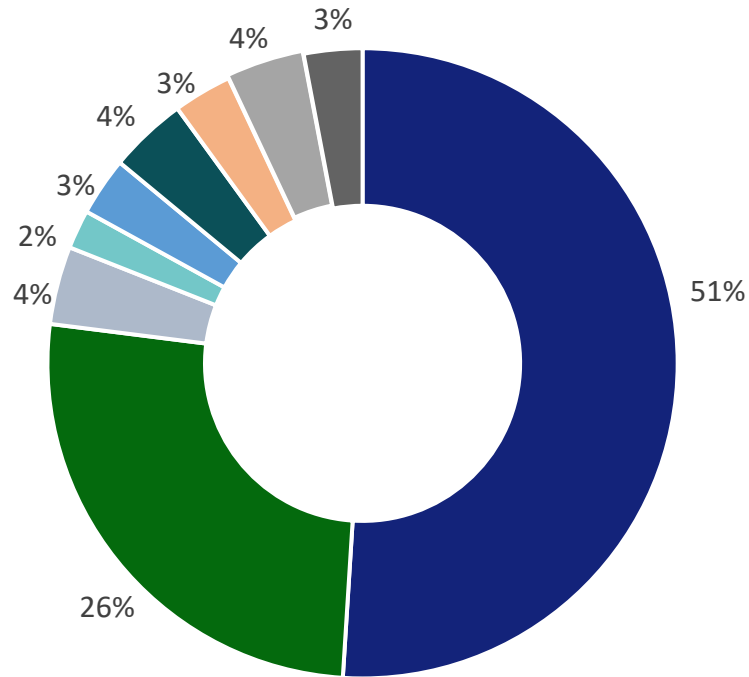


Installed Capacity

1,84,500 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



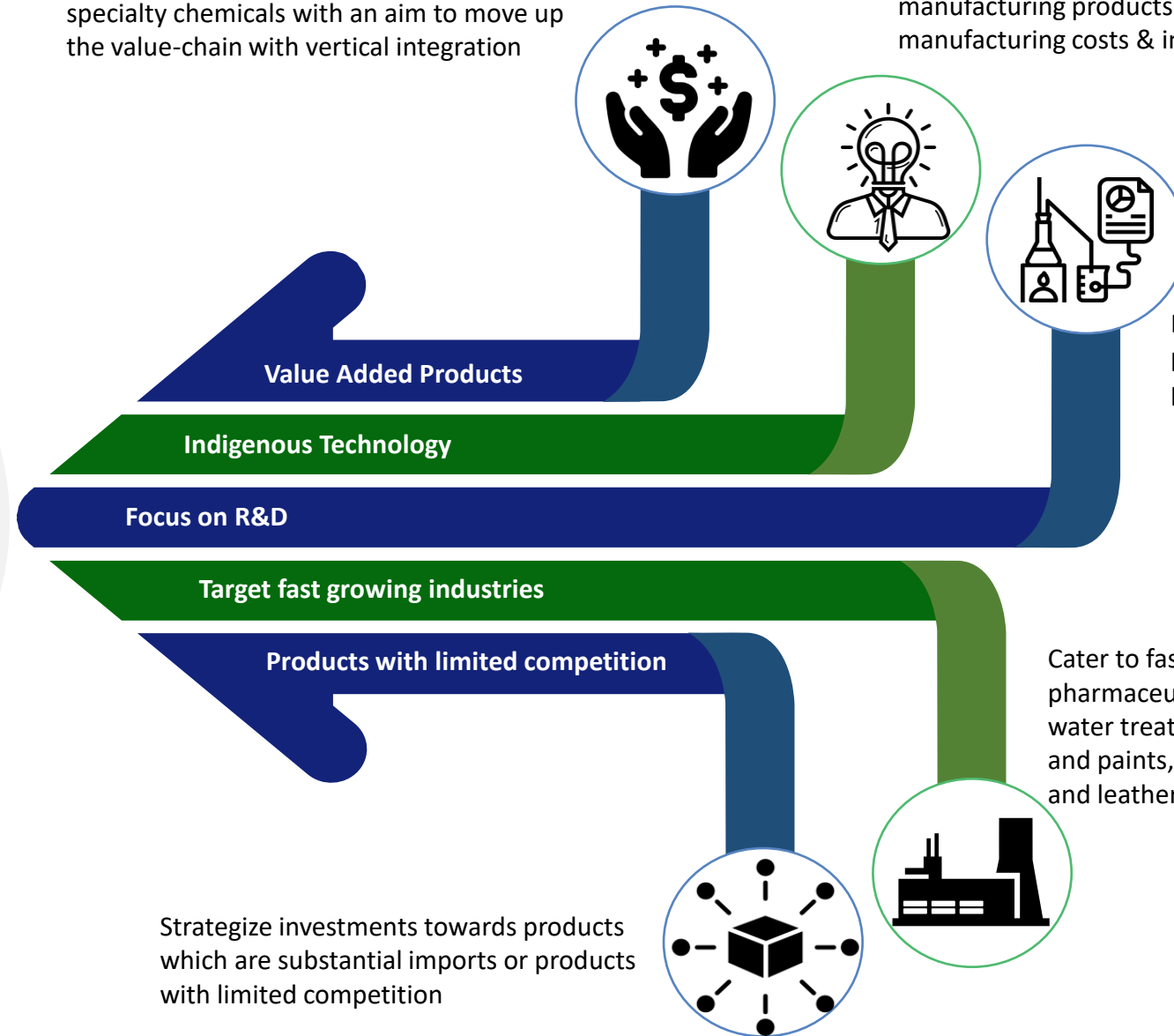
Specialty & Other Chemicals



Well positioned Business Model aimed at Sustainable growth

Focus towards high-value derivatives and specialty chemicals with an aim to move up the value-chain with vertical integration

Develop new indigenous technology for manufacturing products leading to lowering in manufacturing costs & improving of return ratios



Focus on R&D to introduce new products, improve systems and processes that drive efficiencies

Cater to fast growing industries, namely, pharmaceuticals, agro-chemicals, refineries, water treatment, rubber, electronics, dye stuff and paints, animal feed, photographic chemicals and leather processing

Strategize investments towards products which are substantial imports or products with limited competition

Business Strategy to achieve

Robust growth

+

Sustain healthy margins

+

Improve return ratios

Key Products (Current & Proposed) in Portfolio

Balaji Amines

In MTPA

Product	Installed Capacity	Future Capacity	Application Areas
Methyl Amine	48,000	-	Pharma, Agro, Dye & Rubber
Ethyl Amine	6,000	16,500	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	-	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
Total	1,84,500	41,900	

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
Total	45,330	

Proven Product Portfolio with few products manufactured for the 1st 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

19.11% of the Total Revenue for FY20 i.e. Rs. 177.56 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



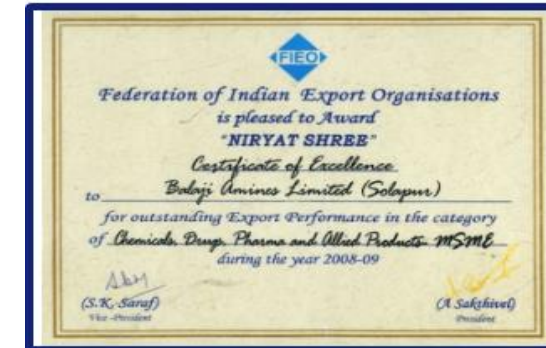
Excellent CSR in Water Conservation



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

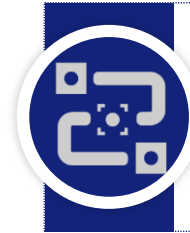
05



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



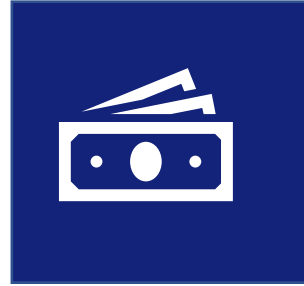
Strategically Located Plant

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



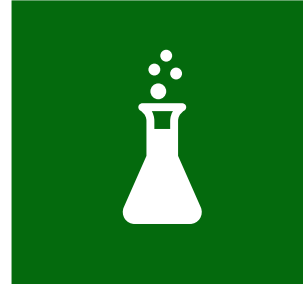
Mega Project Status

Phase-1 of Greenfield Project is expected to **commence production at the end of FY21**; Project accorded Mega Project Status



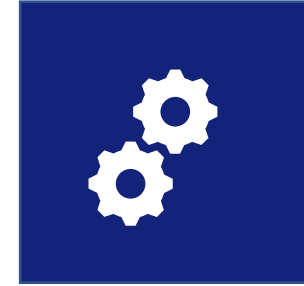
Project Capex

Project cost of Rs. 150-170 Crore of Phase-1 to be funded entirely by Internal Accruals. We have undertaken capex of about Rs. 70 Crore as on 31st March 2020



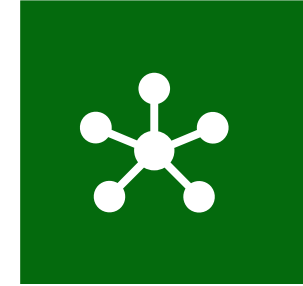
Product Profile

Plan to Manufacture **50 TPD Ethyl Amines and 30 TPD Di-methyl Carbonate (DMC)** in Phase-1



Indigenous Technology

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



New Products = 1st mover advantage

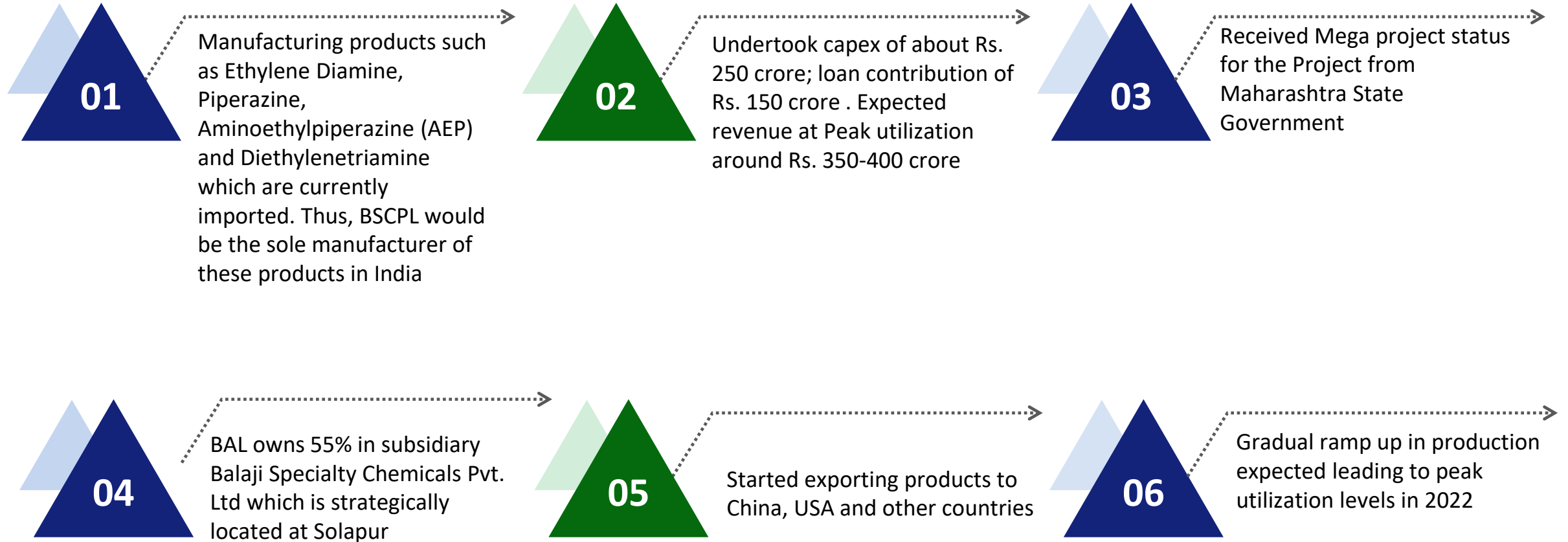
Significant opportunity exists to introduce new products & gain 1st mover advantage



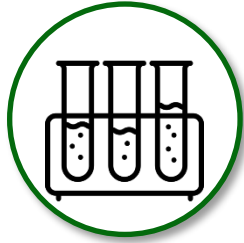
High Demand for Products

High demand exists for **DMC** which is currently fully met by imports. Import substitution is key opportunity in addition to inherent domestic demand & exports opportunity for DMC

Balaji Speciality Chemicals – Production commenced in H2FY20

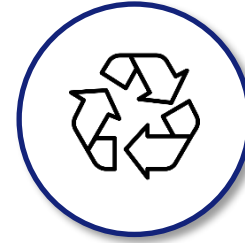


R&D led Investments to provide significant early mover advantage



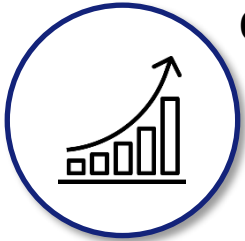
New Products

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.



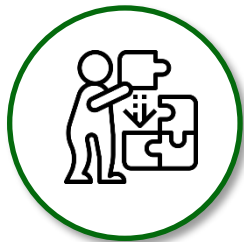
Optimization

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

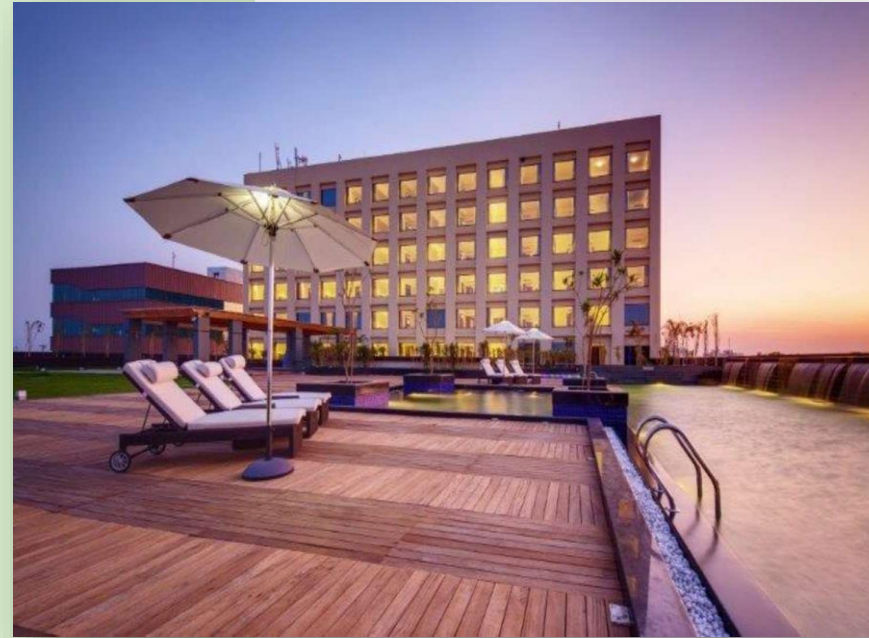
Balaji Sarovar Premiere – Best in class Business Hotel in Solapur



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 (FY20)



129 Rooms



Constitutes 2.20% of Total Revenue



Rs. 3,452 ARR



58% Occupancy Rate

**Balaji
Sarovar
Premiere**



Negligible Routine Capex incurred



RS. 1,994 RevPAR



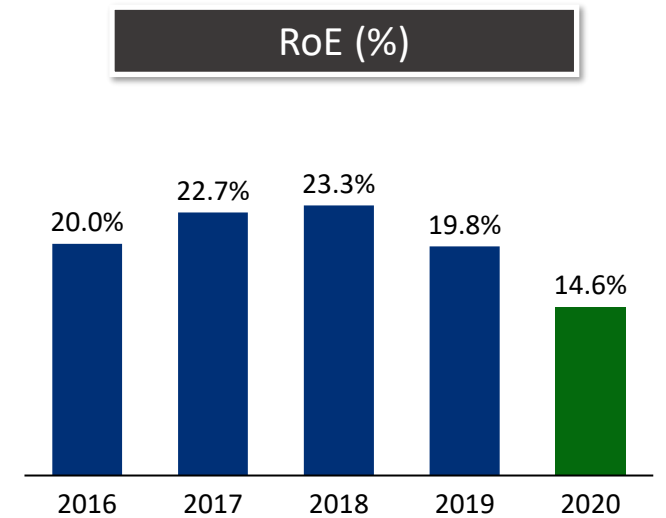
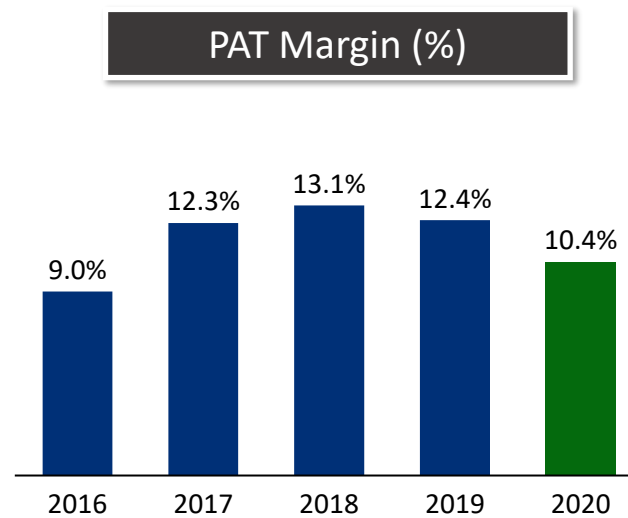
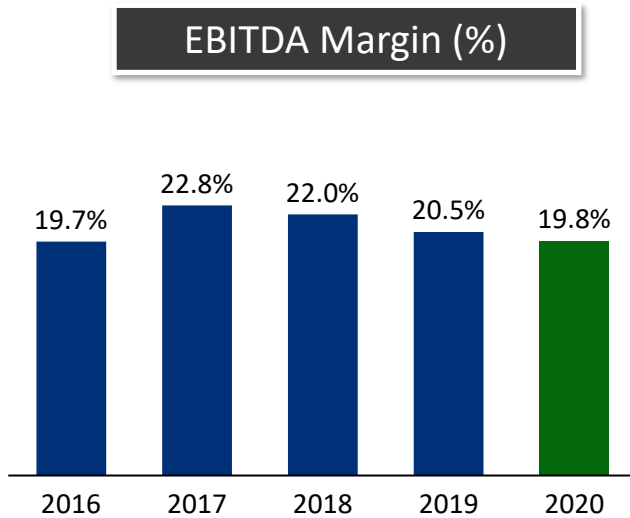
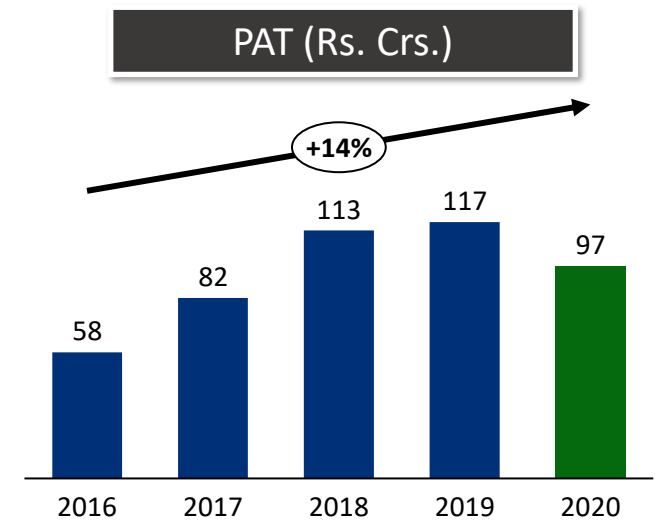
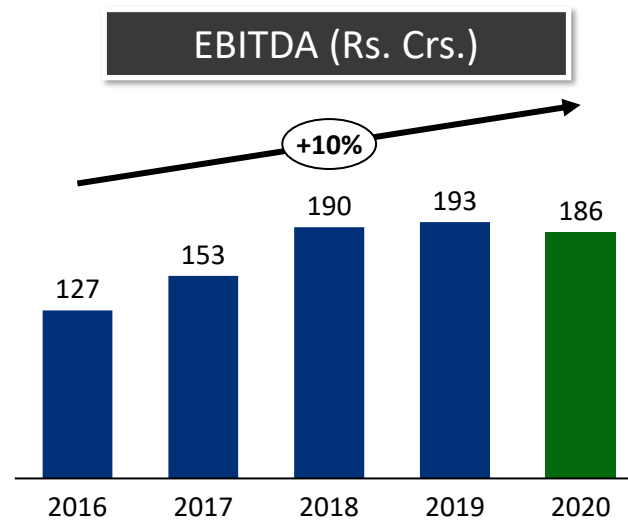
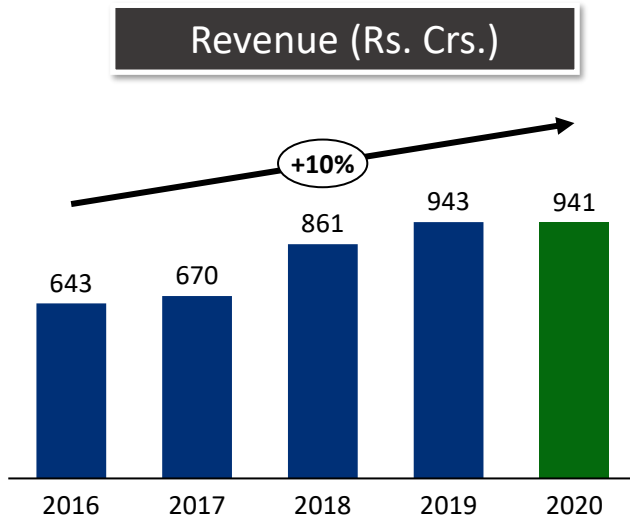
Renowned Five Star Hotel In the City of Solapur

ARR : Average Room Revenue
RevPAR: Revenue per Available Room



Financial Performance

Consolidated Performance Highlights



Strong Core RoCE Profile

Particulars (Rs. Crs.)	FY19	FY20
Standalone Debt	94.83	102.36
Standalone Networth	575.00	667.64
Total Capital Employed	669.83	770.00
Less: Investment in Hotel Balaji Sarovar & CFL Lamps	133.32	133.32
Add: Loss in Hotel Balaji Sarovar & CFL Lamps	48.72	46.64
Less: Investments/Loan in Balaji Speciality	98.66	112.35
Less: Investments in Greenfield project (Unit 4)	19.12	69.14
Core Chemical Business Capital Employed (A)	467.27	501.83
EBIT on Standalone Basis	179.07	165.85
Add: EBIT Loss Specific to Hotel Balaji Sarovar & CFL Lamps	1.58	1.93
Core Chemical Business EBIT (B)	180.65	167.77
ROCE for Core Chemical Business (B/A)	38.65%	33.43%
ROCE on Standalone Basis	26.73%	21.54%

- Investments made to the tune of Rs. 112.35 crore in subsidiary company of Balaji Amines not considered, as the volume offtake was limited in FY20, since our clients has prior contracts with other suppliers. The subsidiary plant will steadily realize its full potential in FY21, as we have started signing contracts with Indian agrochemical companies for their requirements in this financial year
- Investments of Rs. 69.14 crore made in Greenfield project (Unit 4) till date not considered as the commercialization of the same is expected in FY22
- Core Chemical Business RoCE is significantly higher, depicting the inherent strength of the business and capabilities developed in product manufacturing
- Capex in Subsidiary and Greenfield project (Unit 4) to start substantially contributing to Revenues and profitability from FY21 and FY22 onwards respectively

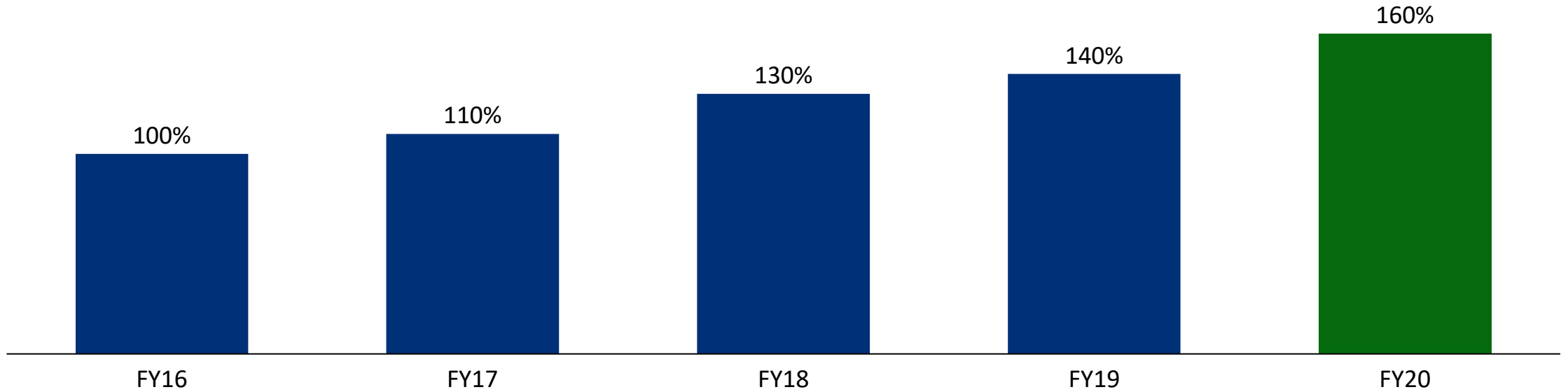
Consolidated Profit & Loss Account

Consolidated P&L (Rs. Cr)	FY20	FY19	YoY
Total Revenue	940.79	947.28	-0.69%
Raw Material	513.83	515.35	
Employee Cost	50.99	48.28	
Other Expenses	190.21	186.01	
EBITDA	185.76	197.64	-6.01%
EBITDA Margin	19.75%	20.86%	
Depreciation	31.62	19.55	
EBIT	154.14	178.09	-13.45%
EBIT Margin	16.38%	18.80%	
Finance Cost	23.04	13.03	
Profit before Tax	131.10	165.06	-20.57%
PBT Margin	13.94%	17.42%	
Tax	33.63	47.97	
PAT	97.47	117.09	-16.76%
PAT Margin %	10.36%	12.36%	
EPS (in Rs.)	32.34	36.27	

Consolidated Balance Sheet Statement

ASSETS (Rs. Crore)	Mar-20	Mar-19	EQUITY AND LIABILITIES (Rs. Crore)	Mar-20	Mar-19
(1) NON-CURRENT ASSETS			EQUITY		
(a) Property, plant & equipment	573.00	319.75	(a) Equity Share capital	6.48	6.48
(b) Capital work-in-progress	44.63	269.46	(b) Other equity	651.66	567.98
(c) Intangible Asset	-	-	(c) Non-Controlling Interest	10.23	17.56
(d) Financial assets			Sub Total (C)	668.37	592.02
(i) Investments	-	-	LIABILITIES		
(ii) Loans	-	-	(1) Non-Current Liabilities		
(iii) Other Financial Assets	4.90	4.01	(a) Financial Liabilities		
(e) Deferred Tax Asset	-	-	(i) Borrowings	119.91	83.33
(f) Other Non - current assets	28.33	3.26	(ii) Trade Payables	11.75	13.18
Sub Total (A)	650.86	596.48	(iii) Other Financial Liabilities excl. provisions	5.00	3.19
(2) CURRENT ASSETS			(b) Provisions	-	-
(a) Inventories	110.44	163.15	(c) Deferred Tax Liabilities (Net)	43.73	45.75
(b) Financial Assets			(d) Other Non-Current Liabilities	-	-
(i) Investments	47.50	-	Sub Total (D)	180.39	145.45
(ii) Trade receivables	207.44	167.22	(2) Current Liabilities		
(iii) Cash and cash equivalents	4.31	14.48	(a) Financial liabilities		
(iv) Bank Balances other than (iii) above	4.50	5.92	(i) Borrowings	121.48	107.40
(v) Other Financial Assets	-	-	(ii) Trade Payables	59.36	85.05
(c) Current tax assets (net)	40.06	53.31	(iii) Other Financial Liabilities excl. provisions	18.92	37.16
(d) Other current assets	47.99	45.33	(b) Other current liabilities	3.52	0.39
Sub Total (B)	462.24	449.41	(c) Provisions	21.06	22.42
Total Assets (A+B)	1,113.10	1,045.89	(d) Current Tax Liabilities (Net)	40.00	56.00
			Sub Total (E)	264.34	308.42
			Total Equity & Liabilities (C+D+E)	1,113.10	1,045.89

Consistent Dividend Payout



Particulars (Rs. per share)	FY16	FY17	FY18	FY19	FY20
Consolidated Book Value	88.89	111.87	149.71	182.71	206.28
Consolidated EPS	17.78	25.42	34.93	36.27	32.34
Dividend	2.00	2.20	2.60	2.80	3.20



Moving towards Growth
Prospects

Capex Phase

Greenfield Capex to be completed till 2021 will result in 50% increase in revenue base by 2022-23

Brownfield Expansion

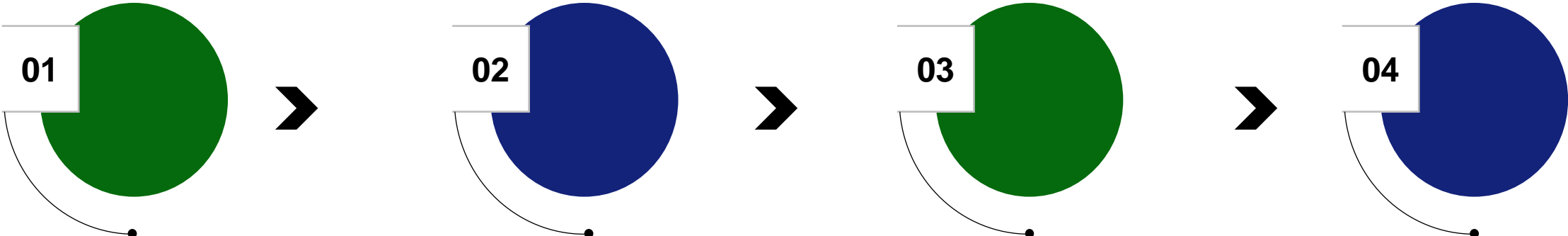
Moving to higher margin niche products such as THF and NEP will result in stable to positive up move in Margin profile

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



**Brownfield Expansion & Greenfield Capex + Subsidiary Expansion =
Balaji Amines Ltd moving towards Growth Prospects**

For further information, please contact:

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