



**February 17, 2018**

To,  
Listing Compliance Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001

**Ref.:** Script Code: 524324

**Sub.:** Analyst / Investor meet

Dear Sir,

Pursuant to the provisions of Regulation 30(6) of the SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015, below are the details of Investor relations interaction on February 16, 2018 at PL Speciality Chemical Day:

<b>Institution</b>
Crest Wealth Management Pvt. Ltd
Aditya Birla Sunlife Insurance Company
Reliance Wealth Management Limited
Plutus Capital Advisors LLP
Bajaj Allianz Life Insurance Co. Ltd
JNJ Holdings Pvt Ltd
Aum Fund Advisors LLP
Athena Divitie Investments
UNIFI Capital Pvt Ltd
Sundaram Mutual Fund
Principal Pnb Asset Management Company Pvt. Ltd
ValueQuest Investment Advisors Pvt. Ltd

The discussions were mainly related to business of the Company and did not involve any unpublished price sensitive information.

Please find enclosed Investor Presentation of the Company.

Kindly take the same on your record.

Thanking you.

Yours faithfully,  
For **Seya Industries Ltd**

**Manisha Solanki**  
Company Secretary



**SEYA**  

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**INDUSTRIES LTD.**





# FULLY INTEGRATED SPECIALTY CHEMICAL MANUFACTURER

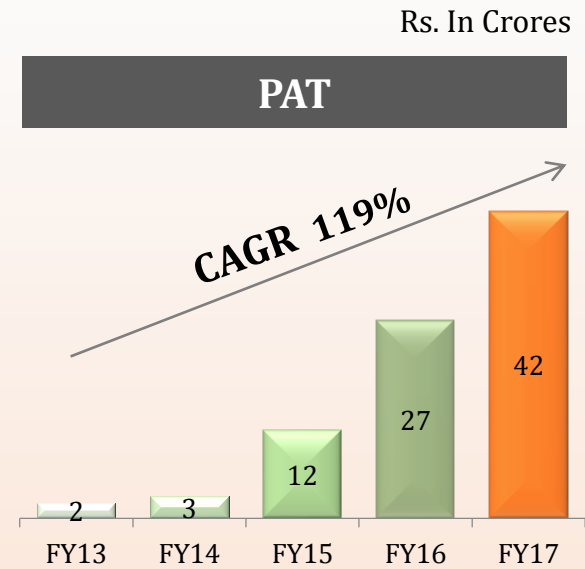
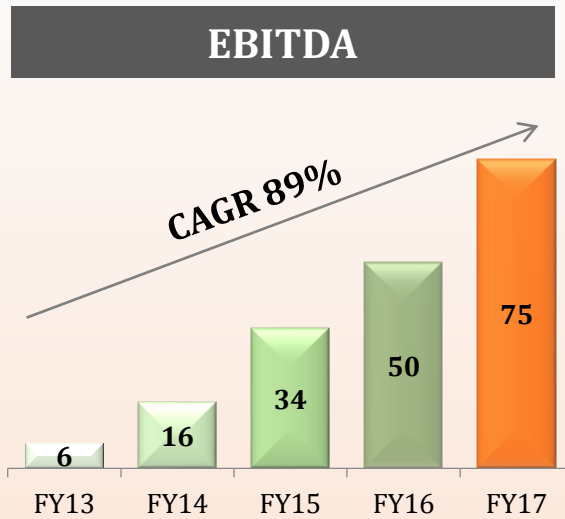
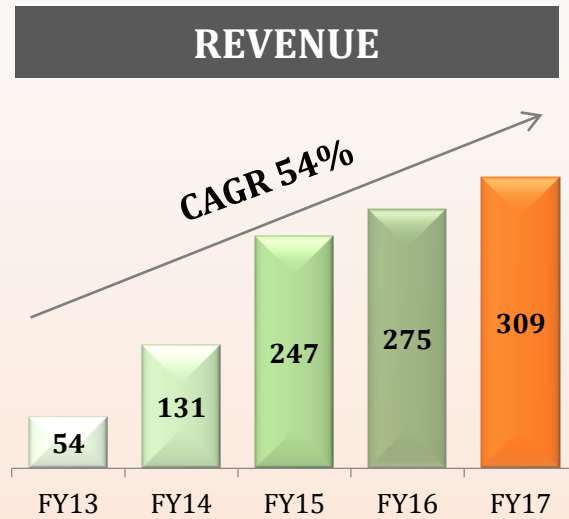
One of the few Fully Backward Integrated Benzene based Specialty Chemical Manufacturer

Highly experienced and technocrat Promoters

Fully Automated plant spread over 2,25,000 sq. mt within 90 km of Mumbai & international sea ports

Products with unmatched purity standards

Strong Global Reach: Exports to more than 25 countries





SEYA  
INDUSTRIES LTD.

# INDUSTRY / CLIENTS SERVED



Paints &  
Coatings



Agriculture



Printing Ink



Textiles



Pharma



Personal  
Care





**SEYA**  
INDUSTRIES LTD.

## KEY PRODUCT PORTFOLIO

Product	Major Applications	Capacity (MTPA)
3, 3 Di Chloro Benzidine	Printing Inks for Yellow & Orange Pigments	7,600
2, 4 Di Nitro Chloro Benzene	Pharmaceutical Intermediates (Protein & Health Supplements)	6,000
Para Nitro Aniline	Dyes & Pharmaceutical Intermediates	4,000
Ortho Nitro Chloro Benzene	Pharmaceuticals, Agrochemicals, Dyes	11,000
Para Nitro Chloro Benzene	Pharmaceuticals(Paracetamol), Rubber Chemicals & Pesticides	22,000
Mono Chloro Benzene	Pharmaceuticals, Agrochemicals & Insecticides	18,000



**SEYA**  
INDUSTRIES LTD.

## STATE-OF-THE-ART MANUFACTURING FACILITY



- **Global Size Manufacturing Plant, driven by the latest world class State-of-Art Technology**
- **Near “All - weather” International ports viz., JNPT, Dahej, Kandla & Mundra**
- **Captive Power Generation to ensure Continuous & Quality power**
- **Proximity advantage of Chlor Alkali and Fertilizers Plants & Refineries**
- **Certification equivalent to ISO 9001 : 2000, ISO 14001:2004 & OHSAS 18001:1999**
- **Captive Sulphuric Acid & HCl**





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## REACTION CAPABILITIES

- ◆ CHLORINATION
- ◆ NITRATION
- ◆ SULPHONATION
- ◆ HYDROGENATION
- ◆ AMMONOLYSIS
- ◆ HYDROLYSIS
- ◆ DIAZOTISATION





**SEYA**  
INDUSTRIES LTD.

## GEOGRAPHICAL PRESENCE – EXPORTS OVER 25 COUNTRIES







SEYA  
INDUSTRIES LTD.



**Ashok Rajani - CMD**

- First Generation Technocrat Promoter
- Sound Entrepreneurial Skills & Chemical Engineering background having three decades of extensive experience



**Amrit Rajani - COO**

- Chemical Engineer Graduate with 17 years of varied experience in Sales, Operations, Corporate Planning, Finance & Business Management
- 'PC Ray Award' Winner with membership of Institutions like ICMA, IChE, ACS, AIChE.



**SEYA**  
INDUSTRIES LTD.

## COMPETITIVE EDGE – QUALITY CONTROL & TECHNOLOGICALLY DRIVEN

Unmatched Product Quality – Improved purity of some products from 93% to 99.99%

Fully Equipped Quality Control Labs & R&D Facilities – Kilo to Pilot plant

Strict Compliance to International Norms

Technologically driven to optimize process and reduce costs – works with the best and the vendors in the industry



*[projects and plants for the chemical industry]*



MONSANTO



De Dietrich  
PROCESS SYSTEMS





SEYA  
INDUSTRIES LTD.

Delivering Superior Technical Service

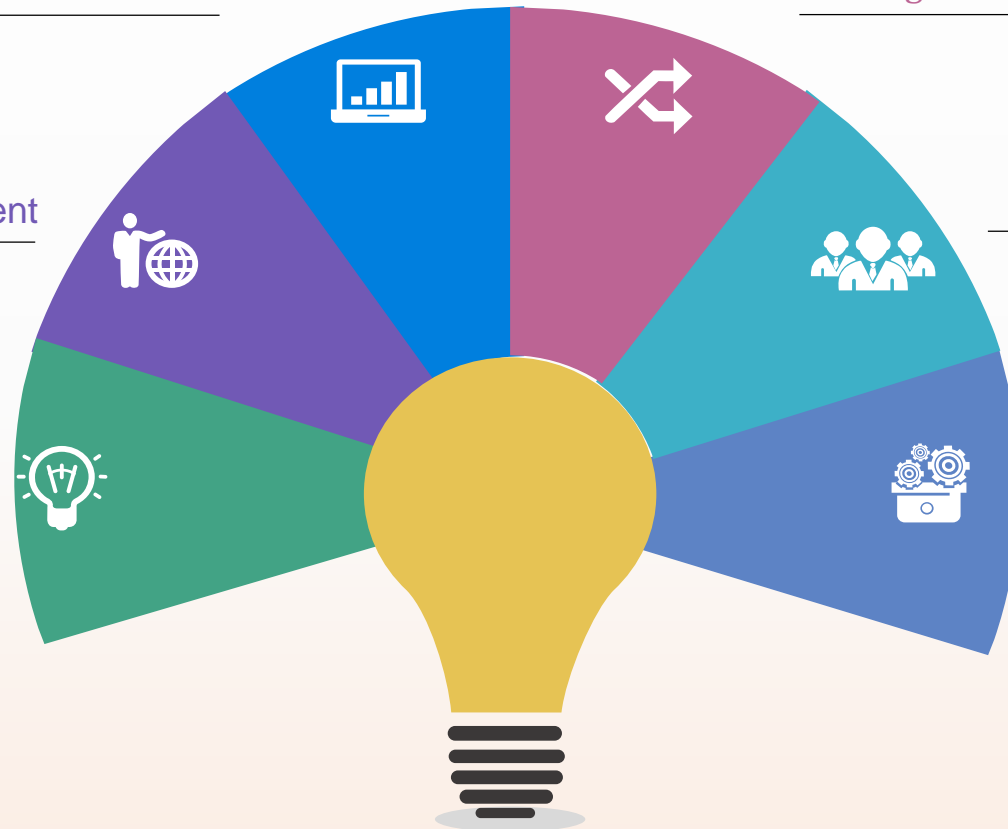
Strong Foundation in Current Product Lines

Stimulating Sustainable Environment

Improving Process Capabilities

Developing New Products

Reducing Manufacturing Costs





### Improving Technology

To adopt cutting edge technology which could improve manufacturing efficiencies



### Integration

Invest Strategically in Alliance & Acquisitions  
Build new businesses for future



### Innovation

Focus on High Performance & Value Added Products by spending more on R&D



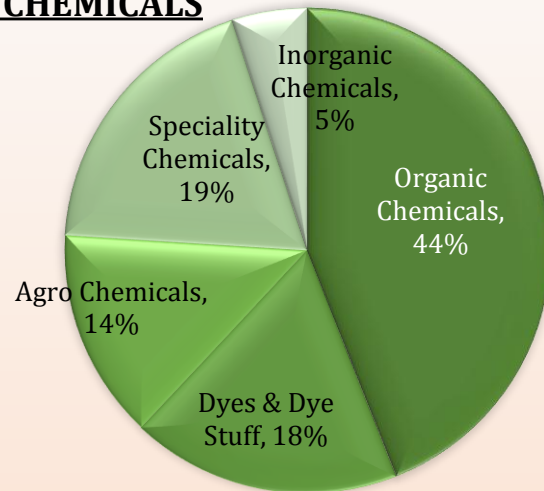
### Global Reach

Increasing reach to newer geographies

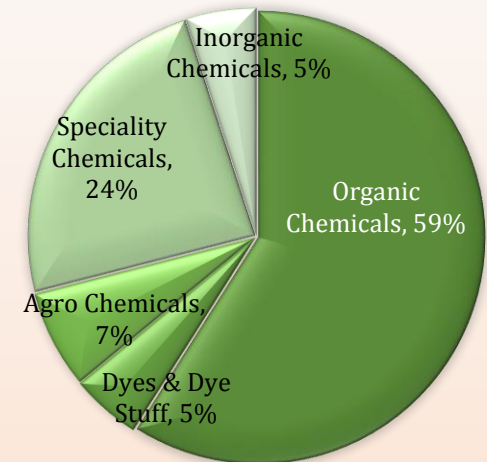


- ➔ Speciality Chemicals constitutes around 20% of the Indian Chemical industry
- ➔ Growing at rates higher than the overall chemical industry
- ➔ Expected to grow at 9% CAGR over next 7 years to reach \$90 Bn by 2023
- ➔ Government of India has permitted 100 % FDI in the Indian Chemicals Sector
- ➔ De-licensing of manufacturing of most chemical products
- ➔ Indian middle-class household is expected to grow from 31mn in 2008 to 148mn by 2030

**SHARE IN EXPORTS OF CHEMICALS**

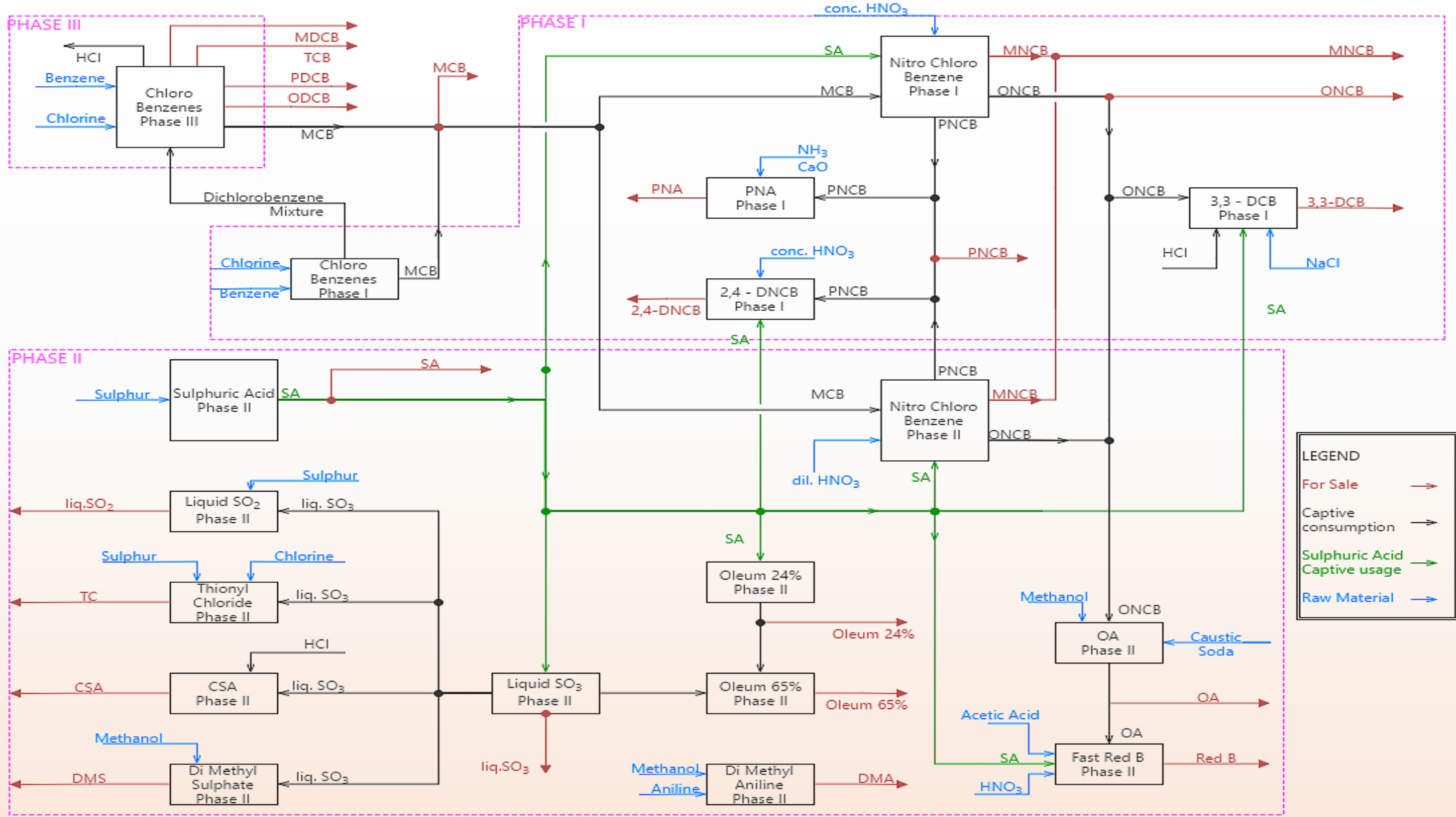


**SHARE IN IMPORTS OF CHEMICALS**





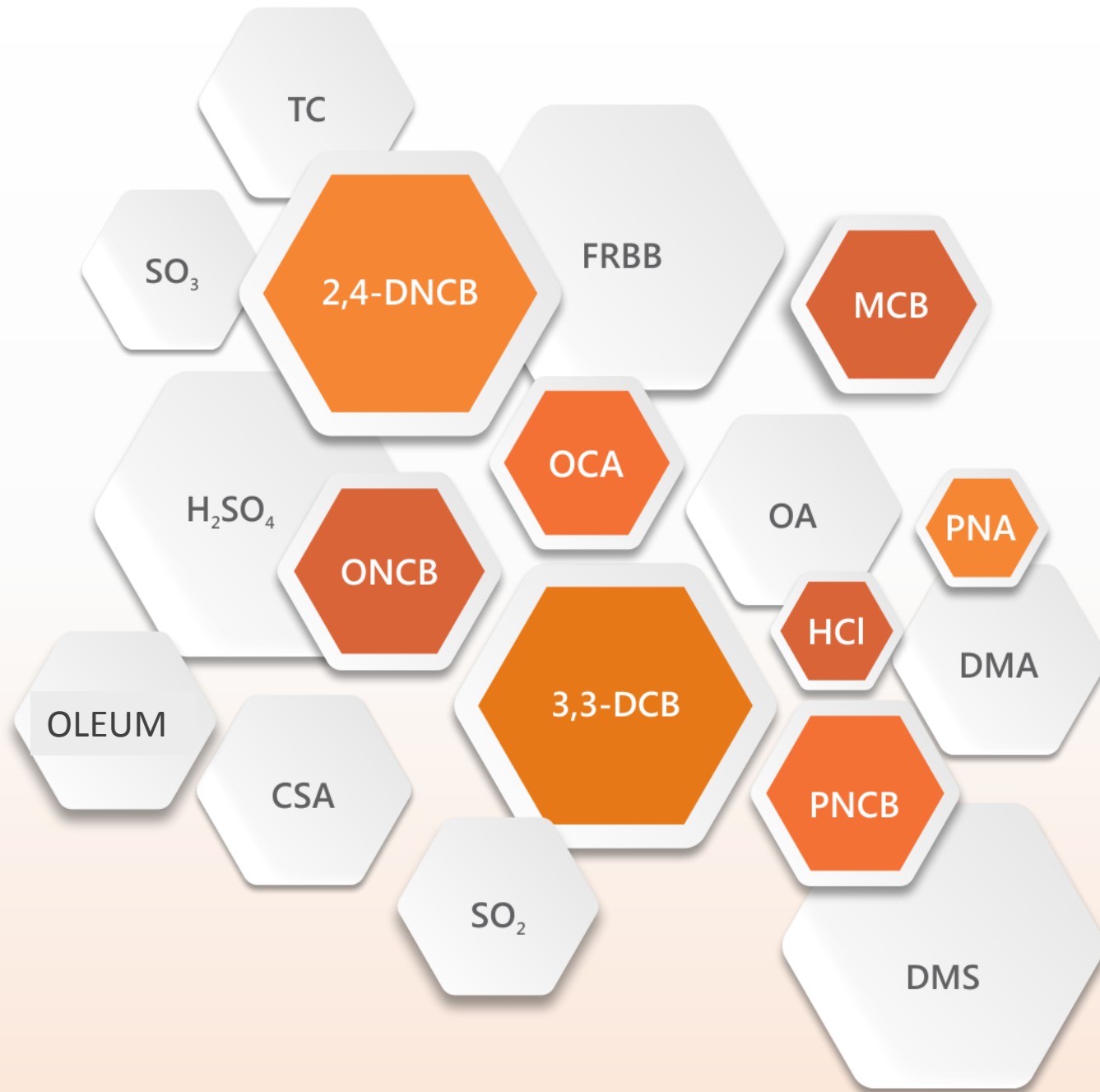
# GROWTH STRATEGY - EXPANSION INTO VALUE ADDED PRODUCT





## GROWTH STRATEGY –CAPACITY ADDITION TO AUGUR GROWTH

- ➔ **Expansion** of ONCB to sustain the demand for captive consumption in 3,3 DCB
- ➔ **Backward Integration** into manufacturing of Sulphuric Acid; Bulk raw material for ONCB & 3,3 DCB
- ➔ **Forward Integration** into high value & high margin speciality chemicals based on ONCB; Ortho Anisidine (OA) and Fast Red B Base (FRBB)
- ➔ **Diversification** into Sulphur Trioxide based speciality chemicals; Liquid Sulphur Trioxide (SO<sub>3</sub>), 65 % Oleum, 24% Oleum, Thionyl Chloride (TC), Di Methyl Sulphate (DMS)
- ➔ **Process Efficiency** by implementing Waste Heat Recovery System fuelled by exothermic reaction in Sulphuric Acid plant and Co-Gen power plant for Captive power using process steam at different pressures and generation of free power







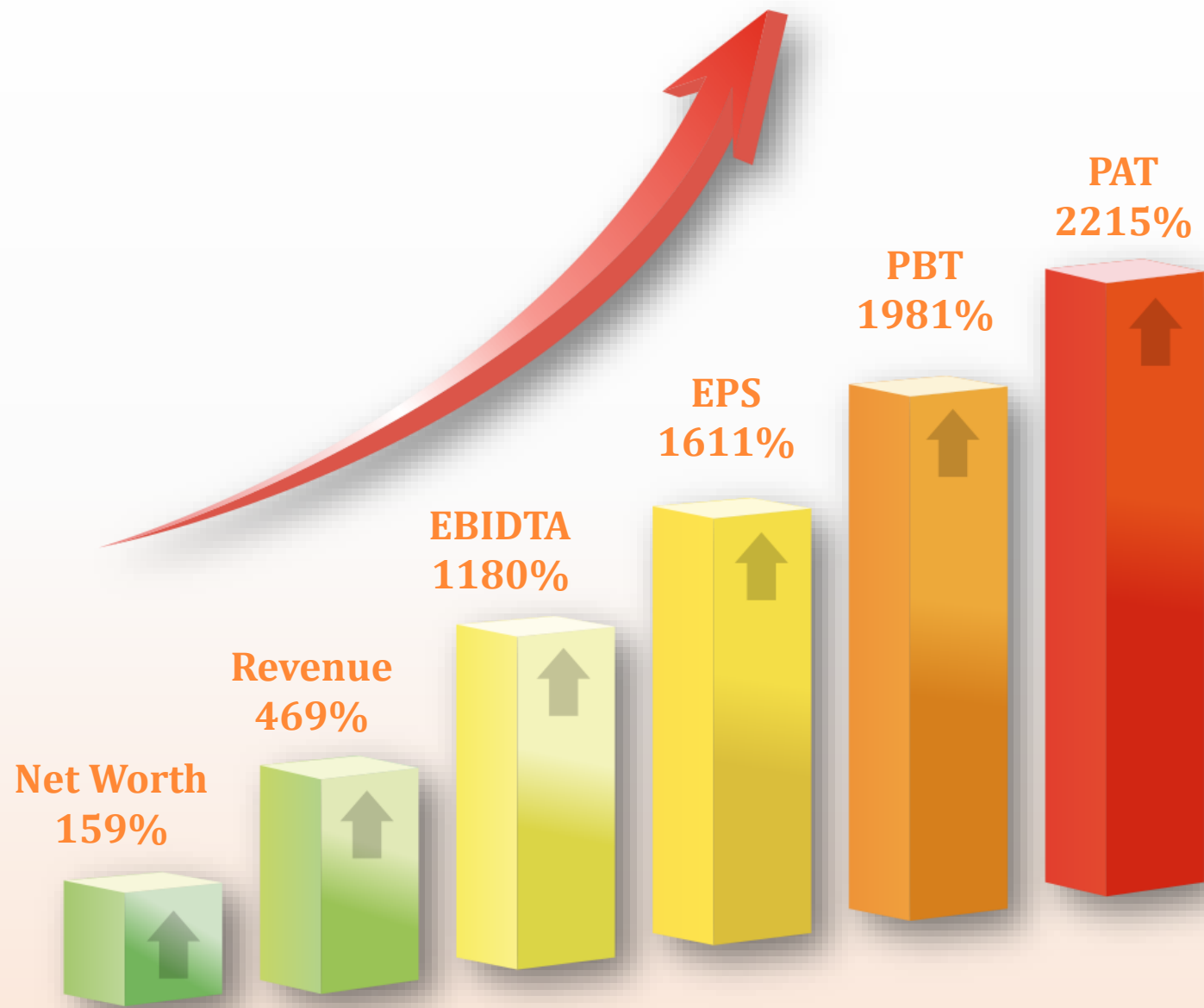
## UPCOMING PRODUCTS

- ➔ **PNCB/ONCB (*Expansion*)**
- ➔ **Ortho Anisidine**  
Printing inks, coloring of polymers, textile printing dyeing, paints etc.
- ➔ **Fast Red B Base**  
Dyeing of cotton fabrics, dyeing of silk, viscose and polyester fabrics
- ➔ **Sulphuric Acid (98%)**
- ➔ **Oleums (24/65%)**  
Pharmaceuticals, Dye Intermediates, Specialty Chemicals etc.
- ➔ **Thionyl Chloride (TC)**  
Pharmaceuticals intermediates agro chemicals for mobiles batteries

# UPCOMING PRODUCTS

-  **Liq. Sulphur Di Oxide (SO<sub>2</sub>)**  
Manufacturing wine, Paper, Mining Industry, & Food Industry as Preservative
-  **Liq. Sulphur Trioxide (SO<sub>3</sub>)**  
Drugs, dye intermediates, Speciality Chemicals
-  **Di Methyl Sulphate (DMS)**  
Fabric softeners, synthesis of cosmetics and coloring agents, Pharmaceuticals and Agro chemicals.
-  **Di Methyl Aniline (DMA)**  
Dyes, Pigments, Printing ink, and inks used in ball point pens, Polyester & Polymer resins.
-  **Chloro Sulphonic Acid (CSA)**  
Detergents, Saccharin, Intermediates for specialty chemicals, pharmaceuticals Anti-contrail agent  
Smoke screens







# FINANCIALS – QUARTER ENDED RESULTS COMPARISON

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Rs. In Lakhs

Financial Results	Quarter Ended 31-Dec-17	Quarter Ended 31-Dec-16	Nine Months Ended 31-Dec-17	Nine Months Ended 31-Dec-16	Quarter Ended 30-Sep-17	Quarter Ended 30-Jun-17
<b>Net Revenue</b>	<b>8,838.29</b>	<b>7,889.27</b>	<b>25,069.25</b>	<b>23,243.25</b>	<b>8,218.26</b>	<b>8,012.71</b>
Income from non-operational activities	2.70	21.79	41.17	40.11	5.96	32.51
<b>Profit before Interest, Depreciation, Tax</b>	<b>3,074.54</b>	<b>1,758.44</b>	<b>7,667.77</b>	<b>4,980.10</b>	<b>8,224.22</b>	<b>8,045.22</b>
Depreciation and Amortization	394.31	353.71	1,122.79	1,019.33	367.33	367.33
Finance Cost	430.41	401.94	1,336.82	1,007.40	463.80	463.80
<b>Profit Before Tax</b>	<b>2,249.82</b>	<b>1,002.78</b>	<b>5,208.16</b>	<b>2,953.37</b>	<b>6,331.89</b>	<b>6,979.21</b>
<b>Profit After Tax</b>	<b>1,572.17</b>	<b>939.72</b>	<b>3,937.49</b>	<b>437.13</b>	<b>379.50</b>	<b>852.49</b>
Earnings per Share (basic)	<b>6.39</b>	<b>4.62</b>	<b>16.01</b>	<b>12.36</b>	<b>6.15</b>	<b>4.19</b>
Earnings per Share (diluted)	<b>6.39</b>	<b>3.80</b>	<b>16.01</b>	<b>10.19</b>	<b>6.15</b>	<b>3.46</b>

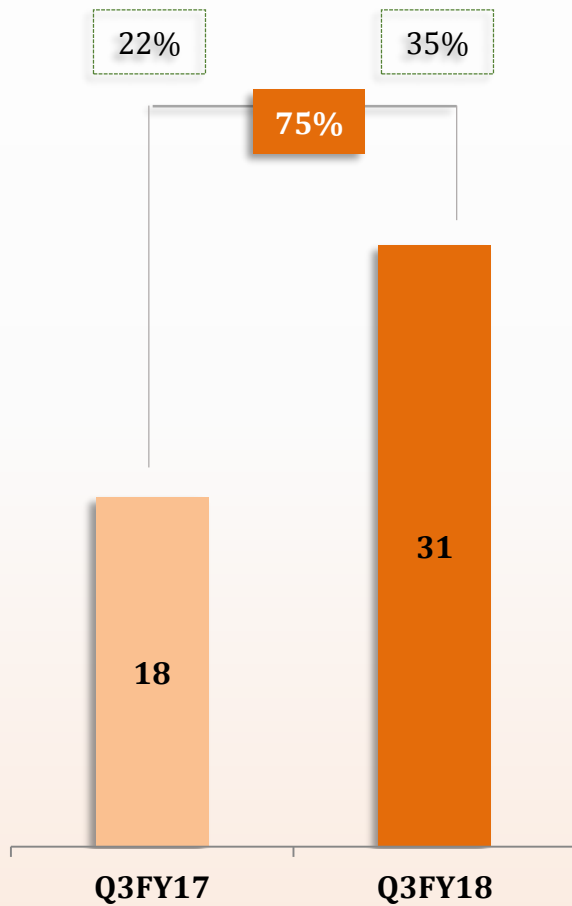


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# KEY FINANCIAL HIGHLIGHTS – Q3 FY 18

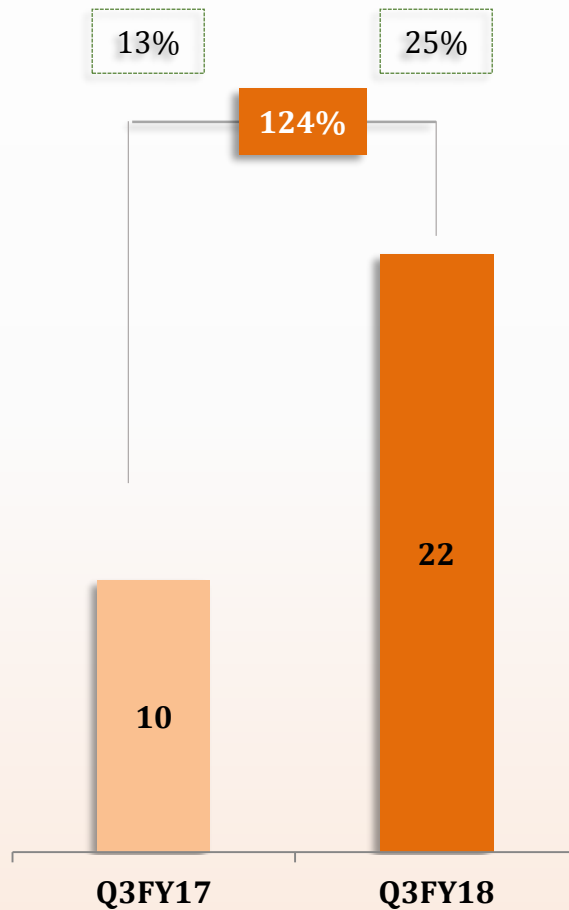
Rs. in Crores

## EBITDA



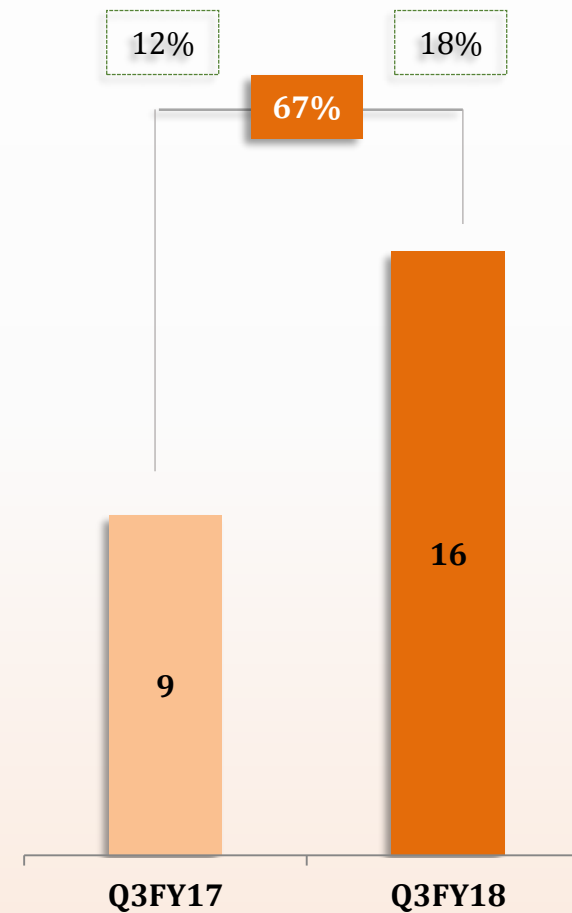
EBITDA Margin

## PBT



PBT Margin

## PAT



PAT Margin

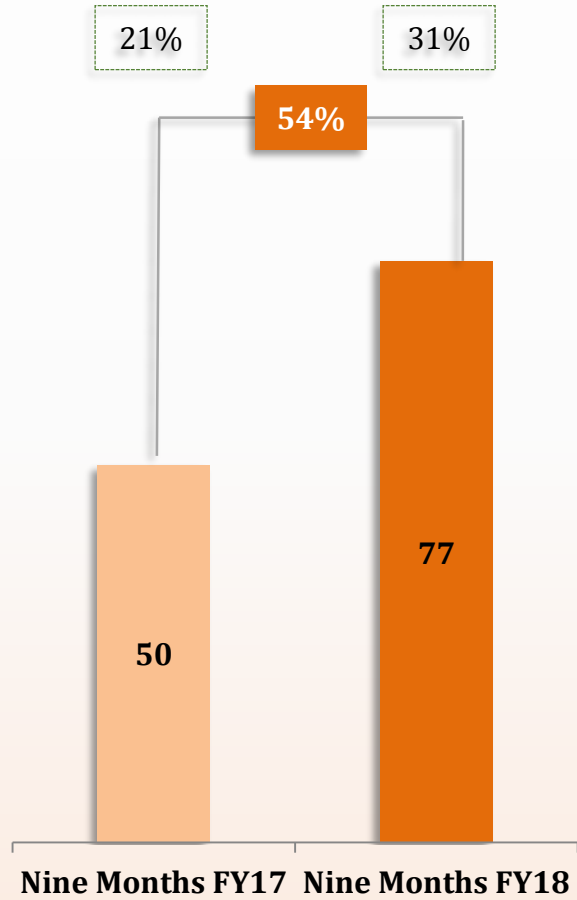


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# KEY FINANCIAL HIGHLIGHTS – Nine Month Ended FY 18

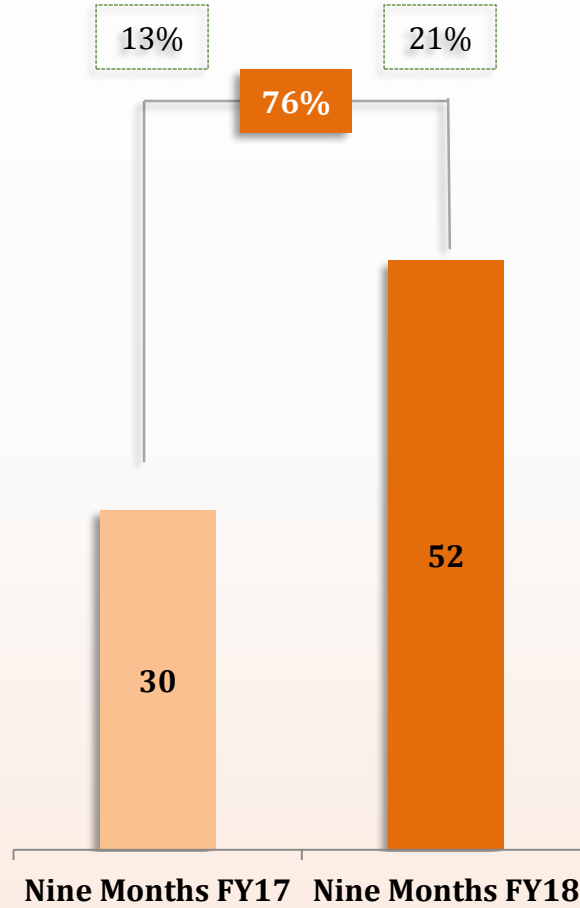
Rs. in Crores

## EBITDA



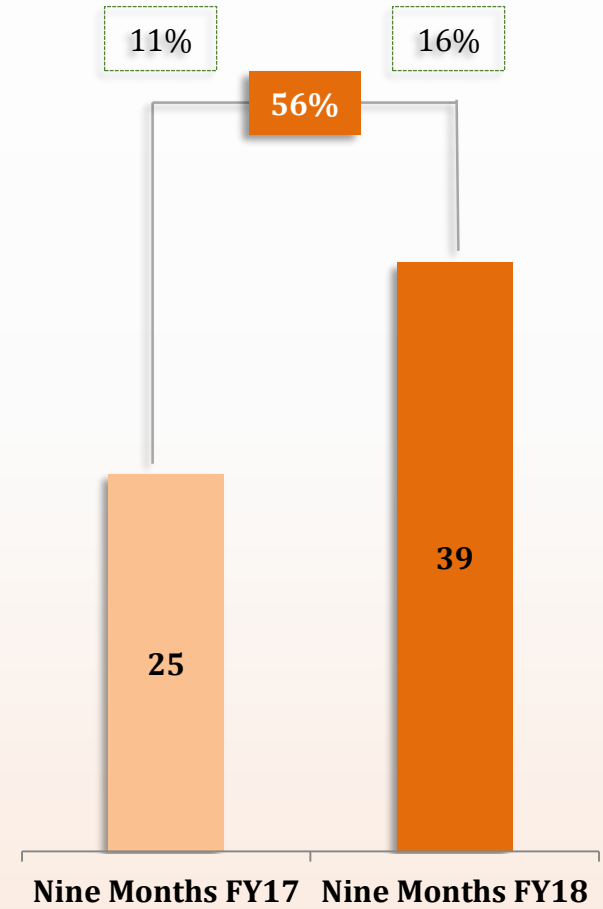
EBITDA Margin

## PBT



PBT Margin

## PAT

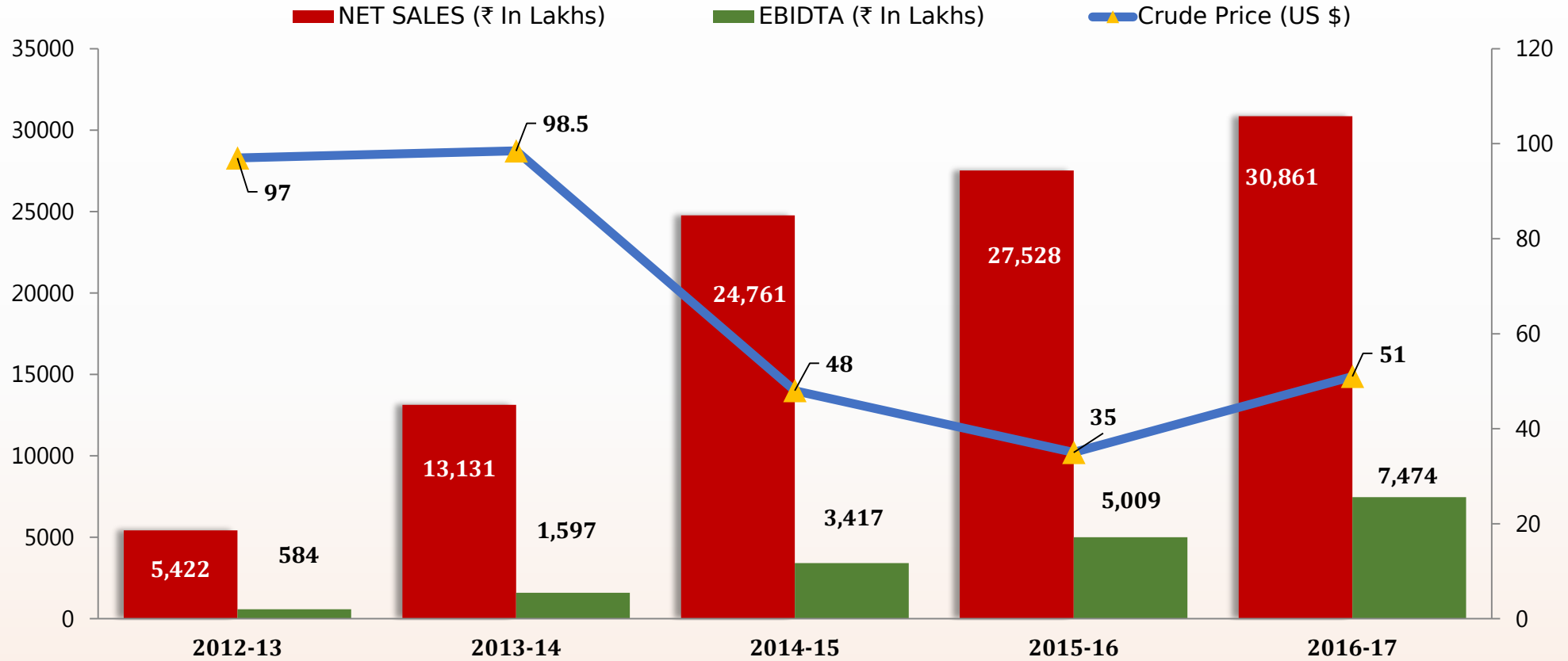


PAT Margin



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## ROBUST GROWTH IN REVENUE OVER THE YEARS



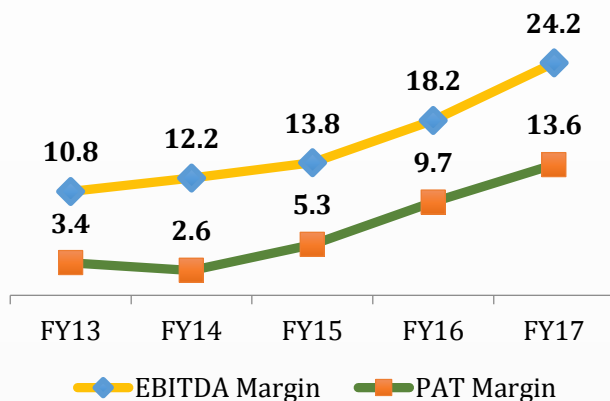
Profit margin is not affected by the volatility in crude price



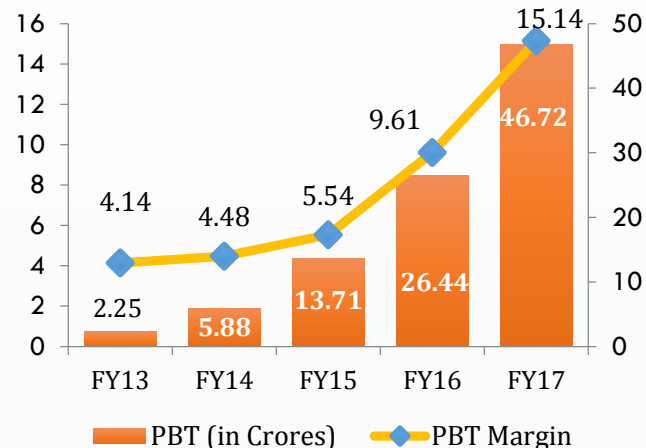
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# ROBUST GROWTH WITH STRONG FINANCIALS

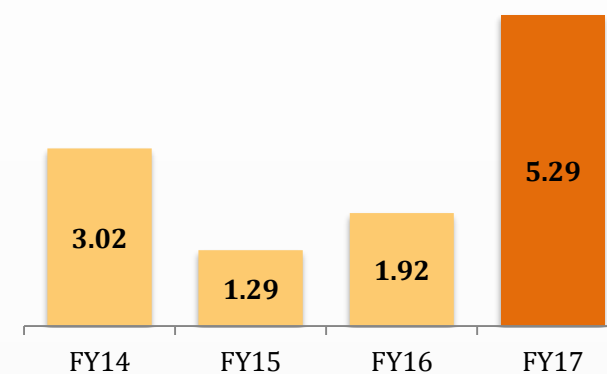
## EBITDA & PAT Margin (%)



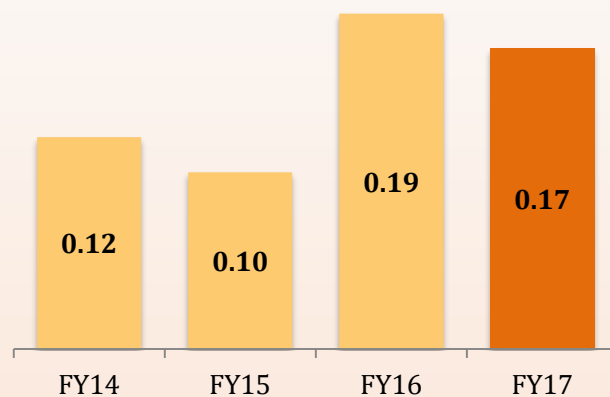
## PBT & PBT Margin (%)



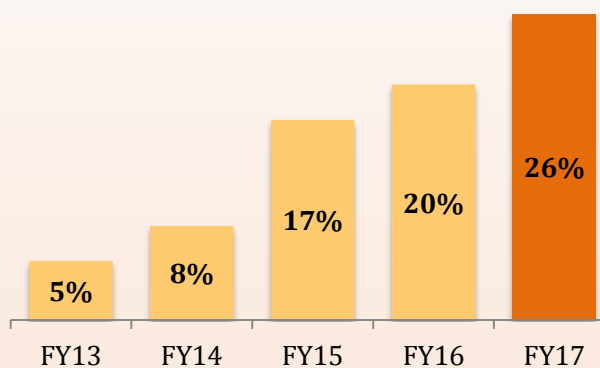
## Interest Service Coverage



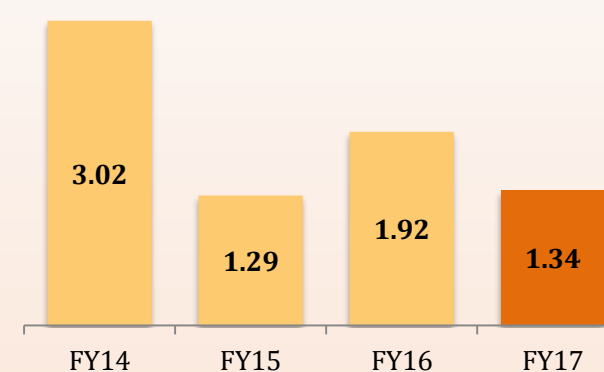
## Debt/Equity (x)



## ROCE (%)



## Debt/EBITDA (x)



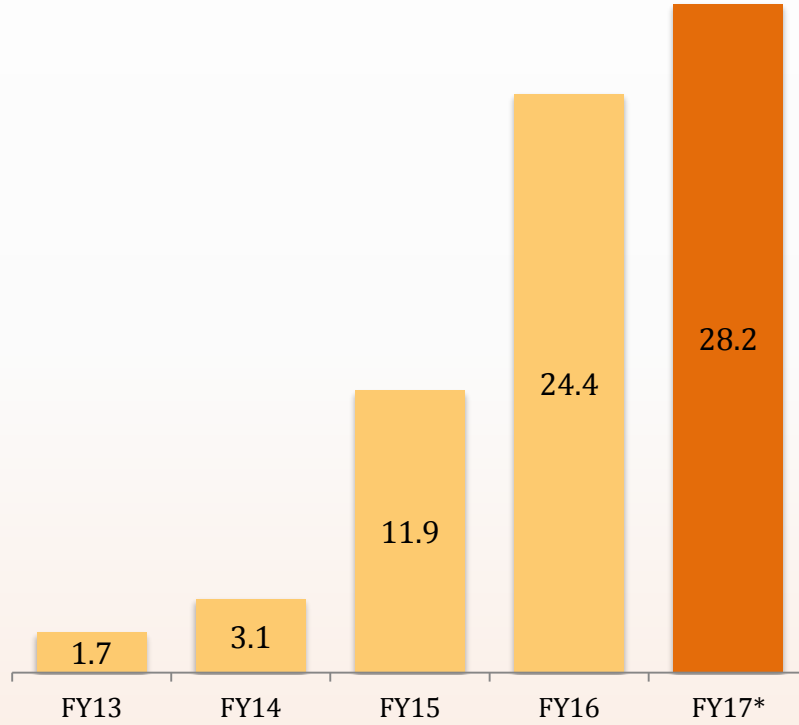




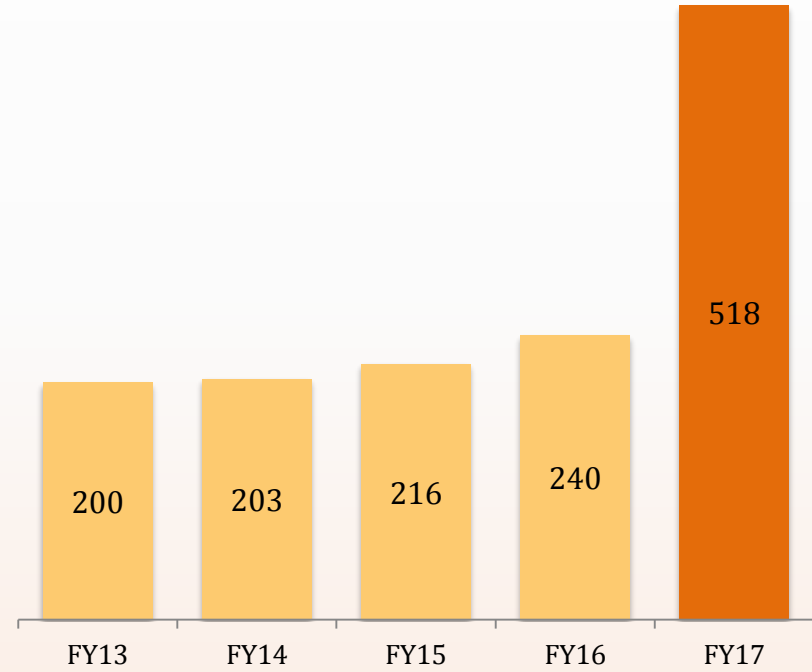
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# ROBUST GROWTH WITH STRONG FINANCIALS

## EPS (Rs.)



## Net-worth (Rs. in Crores)



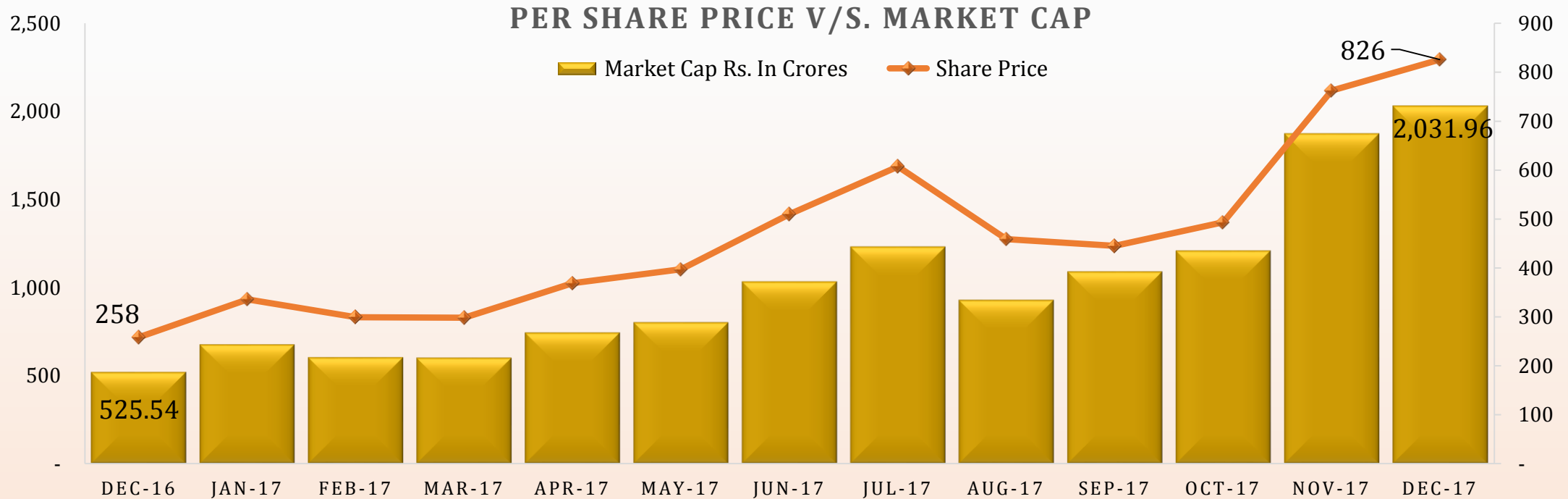
\* Equity Share capital increased from ₹11 Crores to ₹20.35 Crores in FY 17



# SHAREHOLDING PATTERN & MARKET DATA

	December 16	December 17
Promoters	71.4%	74.5%
Institutions	0.01%	8.2%
Others	28.6%	17.3%

Institutions	% Holding
Reliance Mutual Fund	8.2%





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ACCOLADES

***'Fastest Growing Company -under ₹ 1000 Crores Turnover Catagory'***

*- Business World*

***'Top Six Stock-picks by Mutual Fund Houses'***

*- Economic Times*

***'Highest return in BSE -'stock that had cracker of a Samvat year on MF booster'***

*- Economic Times*

***SEYA-'A stock that will lend helping hand in these turbulent time***

*- Dalal Street Magazine*

***Reliance Mutual Fund has picked up a 9.83% stake in the Company***





## SAFE HARBOR

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