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WEBSITE : http://www.balajiamines.com

*Balaji*



ISO 9001:2015



www.tuv.com  
ID 9105038797

CIN : L24132MH1988PLC049387

## AMINES LIMITED

*...A Speciality Chemical Company*

Regd. Off. : 'Balaji Towers', 9/1A/1,  
Hotgi Road, Aasara Chowk, Solapur - 413 224.  
Maharashtra. (India)

1<sup>st</sup> February, 2024

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

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

**Scrip Code : 530999**

**Scrip Code : BALAMINES**

Dear Sir/Madam,

**Sub.: Investor Presentation on Q3FY24 Financial Results**

**Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on Q3FY24 Financial Results.

This Investor Presentation may also be accessed on the website of the Company at <http://www.balajiamines.com/investor-relations>

This is for your kind information and records.

Thanking you,

Yours faithfully,

**For Balaji Amines Limited**

**Lakhan Dargad**  
**Company Secretary & Compliance Officer**

Encl.: a/a



*Balaji* **AMINES LIMITED**  
*...A Speciality Chemical Company*

Investor Presentation - February 2024

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## Results Highlights

About Us

Hotel Division

Financial Performance

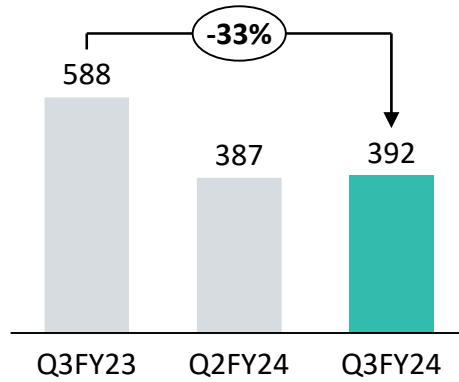
Moving towards Growth Prospects



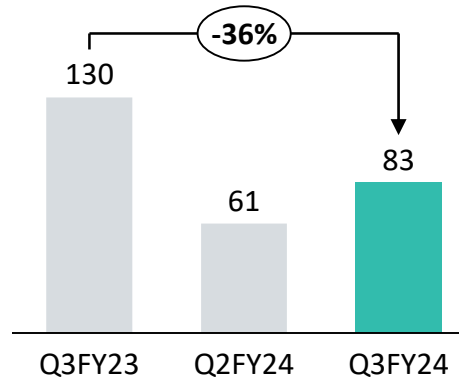
# Q3FY24 : Financial Highlights

Consolidated

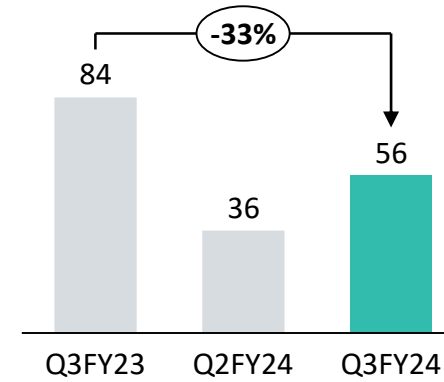
### Revenue (Rs. Crore)



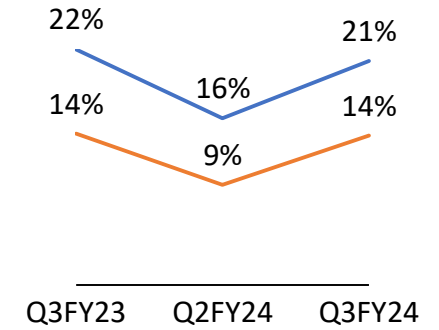
### EBITDA (Rs. Crore)



### PAT (Rs. Crore)

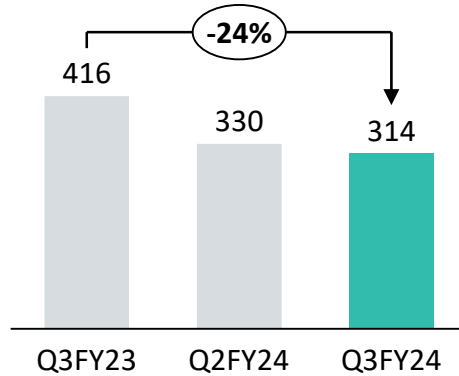


### EBITDA & PAT Margin

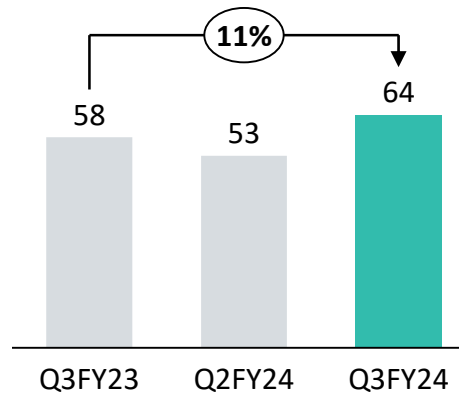


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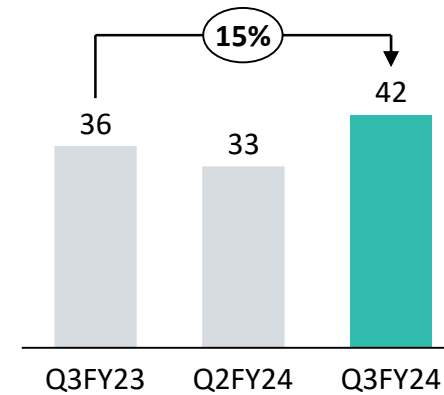
### Revenue (Rs. Crore)



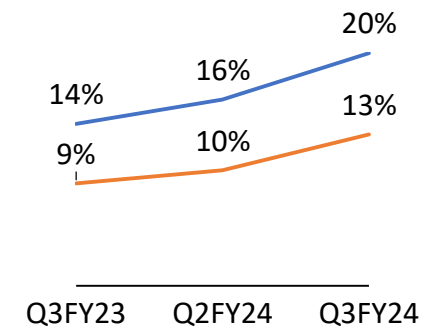
### EBITDA (Rs. Crore)



### PAT (Rs. Crore)

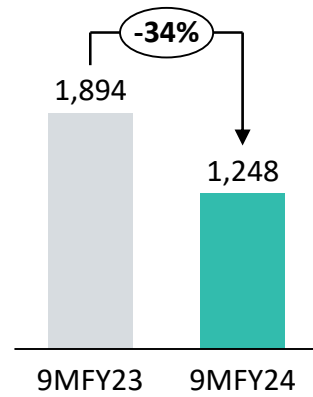


### EBITDA & PAT Margin

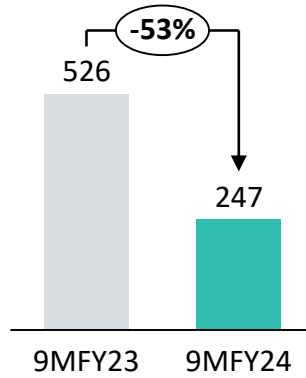


Consolidated

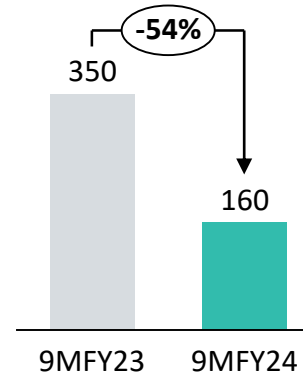
### Revenue (Rs. Crore)



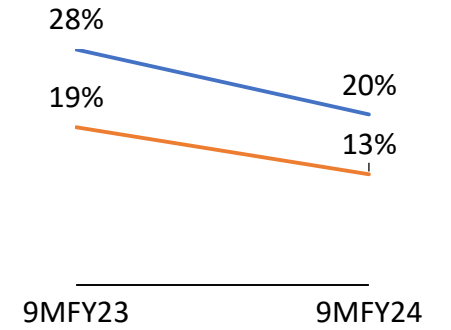
### EBITDA (Rs. Crore)



### PAT (Rs. Crore)

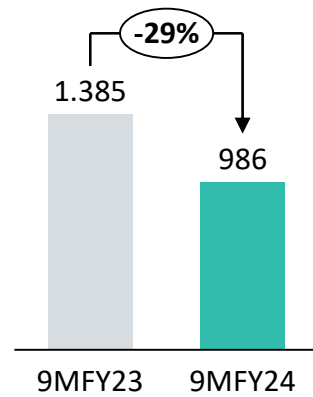


### EBITDA & PAT Margin

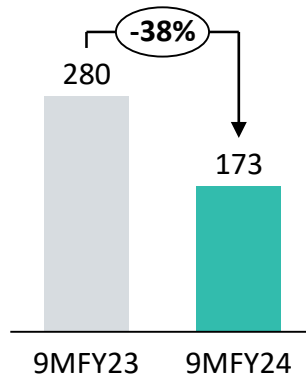


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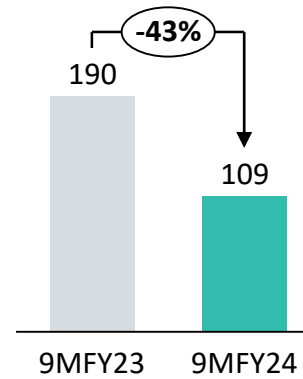
### Revenue (Rs. Crore)



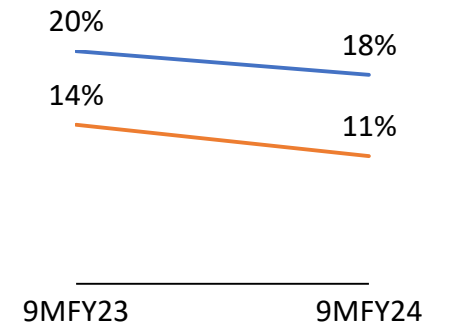
### EBITDA (Rs. Crore)



### PAT (Rs. Crore)



### EBITDA & PAT Margin



Revenue from Operations for Q3FY24 stood at ₹ 392 crore, as compared to ₹ 387 crore in Q2FY24. Total volumes stood at 26,903 MT for Q3FY24 as against 27,613 MT in Q2FY24. For Q3FY24,

- Amines volumes stood at 7,703 MT
- Amines Derivatives volumes stood at 9,280 MT
- Specialty Chemicals volumes stood at 9,920 MT

EBITDA for Q3FY24 was ₹ 83 crore, as compared to ₹ 61 crore in Q2FY24. EBITDA margin for Q3FY24 stood at 21% as against 16% in Q2FY24. PAT for Q3FY24 was ₹ 56 crore as compared to ₹ 36 crore in Q2FY24. Diluted EPS for Q3FY24 stood at ₹ 15.23 per equity share as against ₹ 10.71 in Q2FY24.

- **n-Butylamine** : This product is successfully commissioned on 16th January 2024
- **Methylamine** : The project implementation is progressing as planned. The project is likely to be commissioned around the 2nd quarter of FY 2024-25
- **Dimethyl ether** : The project for manufacture of DME is initiated to be set up in Unit-IV and the detailing and engineering is completed and the company has started civil works. The Plant is expected to be commissioned during the end of FY 2024-25.
- **Electronic Grade DMC** : Existing DMC plant is under upgradation by adding additional equipment for manufacture of electronic grade DMC which is used in battery chemicals for Electronic Vehicles.
- The Greenfield Solar Power Plant of 20 MW capacity near MIDC, Solapur, Maharashtra – works are progressing at a brisk pace. The Plant is expected to be commissioned by the end of FY2024-25
- The Rooftop Solar power plants are under execution for captive consumption at various units on all the sheds / Buildings for about 3.15 MW capacity and are expected to be commissioned before 31st March,2024
- The company is proposing to take up the following projects :
  - N-Methyl Morpholine (NMM) - 3000 TPA. The Plant is expected to be commissioned by the end of FY2024-25
  - N-(n-butyl) Thiophosphoric triamide (NBPT) - 2500 TPA. The Plant is expected to be commissioned by the end of FY2024-25
- Received the BIS Certification for the product 'Morpholine' from the Bureau of Indian Standards for Unit I & Unit-III
- Investment will be dedicated to the production of a range of products, including Hydrogen Cyanide (HCN), Sodium Cyanide (NaCN) 30%(Solution), Sodium Cyanide (NaCN) 100%(Solid), Ethylene Diamine Tetra Acetic Acid (EDTA), EDTA Disodium (EDTA-2Na), Benzyl Cyanide (BnCN), Phenylacetic Acid (PAA), and Tri Ethyl Ortho Formate (TEOF)/Tri Methyl Ortho Formate (TMOF).

## n-Butylamine

- We plan to undertake capex for a new product, namely n-Butylamine having capacity of 15,000 TPA under Phase-2 expansion
- n-Butylamine is used as an ingredient in the manufacturing of pharmaceuticals, APIs, pesticides and emulsifiers
- The annual domestic demand stands at about 8,000 tons

## 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 TPA under Phase-2 expansion for which the company has already received environmental clearances

## Dimethyl Ether

- Dimethyl Ether (DME) with a Capacity of 1,00,000 tons per annum under Phase-3 expansion a new age gas which has applications in various fields such as replacement of LPG for fuel and Aerosol usage, demand of which is being met by imports LPG currently
- The Company is working on various other applications and usage for replacing LPG



# Standalone Statement of Profit & Loss

Particulars (in Rs. Crore)	Q3FY24	Q2FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
<b>Total Revenue</b>	<b>314</b>	<b>330</b>	-4.85%	<b>986</b>	<b>1385</b>	-28.81%
Raw Material	170	193		566	803	
Employee expense	18	16		50	64	
Other expenses	62	67		197	238	
<b>EBITDA</b>	<b>64</b>	<b>53</b>	20.75%	<b>173</b>	<b>280</b>	-38.21%
<b>EBITDA Margin</b>	<b>20%</b>	<b>16%</b>		<b>18%</b>	<b>20%</b>	
Depreciation	8	8		24	23	
<b>EBIT</b>	<b>56</b>	<b>45</b>	24.44%	<b>149</b>	<b>257</b>	-42.02%
<b>EBIT Margin</b>	<b>18%</b>	<b>14%</b>		<b>15%</b>	<b>19%</b>	
Finance Cost	1	1		2	2	
<b>Profit before Tax</b>	<b>56</b>	<b>44</b>	27.27%	<b>147</b>	<b>254</b>	-42.35%
<b>PBT Margin</b>	<b>18%</b>	<b>13%</b>		<b>15%</b>	<b>18%</b>	
Tax	14	11		38	65	
<b>Profit after Tax</b>	<b>42</b>	<b>33</b>	27.27%	<b>109</b>	<b>190</b>	-42.63%
<b>PAT Margin (%)</b>	<b>13%</b>	<b>10%</b>		<b>11%</b>	<b>14%</b>	
<b>EPS (in Rs.)</b>	<b>12.82</b>	<b>10.09</b>		<b>33.55</b>	<b>58.58</b>	

# Consolidated Statement of Profit & Loss

Particulars (in Rs. Crore)	Q3FY24	Q2FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
<b>Total Revenue</b>	<b>392</b>	<b>387</b>	1.29%	<b>1,248</b>	<b>1,894</b>	-34.11%
Raw Material	211	223		690	983	
Employee expense	21	19		58	67	
Other expenses	77	85		254	318	
<b>EBITDA</b>	<b>83</b>	<b>61</b>	36.07%	<b>247</b>	<b>526</b>	-53.04%
<b>EBITDA Margin</b>	<b>21%</b>	<b>16%</b>		<b>20%</b>	<b>28%</b>	
Depreciation	11	11		33	34	
<b>EBIT</b>	<b>72</b>	<b>50</b>	44.00%	<b>214</b>	<b>492</b>	-56.50%
<b>EBIT Margin</b>	<b>18%</b>	<b>13%</b>		<b>17%</b>	<b>26%</b>	
Finance Cost	2	2		5	10	
<b>Profit before Tax</b>	<b>70</b>	<b>48</b>	45.83%	<b>209</b>	<b>482</b>	-56.64%
<b>PBT Margin</b>	<b>18%</b>	<b>12%</b>		<b>17%</b>	<b>25%</b>	
Tax	15	12		49	131	
<b>Profit after Tax</b>	<b>56</b>	<b>36</b>	55.56%	<b>160</b>	<b>350</b>	-54.29%
<b>PAT Margin (%)</b>	<b>14%</b>	<b>9%</b>		<b>13%</b>	<b>19%</b>	
<b>EPS (in Rs.)</b>	<b>15.24</b>	<b>10.71</b>		<b>42.23</b>	<b>85.83</b>	

Results Highlights

## About Us

Hotel Division

Financial Performance

Moving towards Growth Prospects



# Amines Industry – Unique but Critical Industry with growth potential

<p>The size of Aliphatic Amines industry globally is \$4.9 billion. Globally, the Amine industry is <b>oligopolistic</b> with two-three producers catering to the majority of demand in a region.</p>	<p>The consumable nature of demand and the oligopolistic nature of the industry, results in a <b>strong correlation</b> between revenue <b>growth of Aliphatic Amines</b> and that of <b>end-user industries</b>.</p>
<p>Top six companies control around 50% of the global capacities. China is the largest consumer and producer of aliphatic amines accounting for almost 60% of the global production.</p>	<p>Ammonia, methanol and denatured ethyl alcohol are the <b>key raw materials</b> used to manufacture Aliphatic Amines.</p>
<p>Globally, <b>~61%</b> of aliphatic amines and amine-based chemicals get <b>consumed in the pharmaceutical sector</b>, 26% gets consumed in the agrochemicals industry and the rest finds application in other industries.</p>	<p><b>Methanol is a critical raw material primarily imported</b> mainly from countries in the Middle East like Iran and Saudi Arabia. Sourcing consistent supplies of Raw Materials is key for the Industry</p>
<p>In terms of the <b>usage</b>, Aliphatic Amines and their derivatives primarily find application as <b>solvents (44%)</b>, followed by pesticides (15%) and animal/poultry feed additives (8%).</p>	<p>For Indian Amine manufacturers, <b>45-55% of the export</b> revenue comes from <b>Europe</b> alone. USA and Japan are the other key export markets.</p>



**Largest**  
manufacturer of  
Aliphatic Amines in  
India

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

**30+** Product  
basket

**Forward integrated  
suite of products**

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

**Zero**  
Liquid Discharge  
facilities

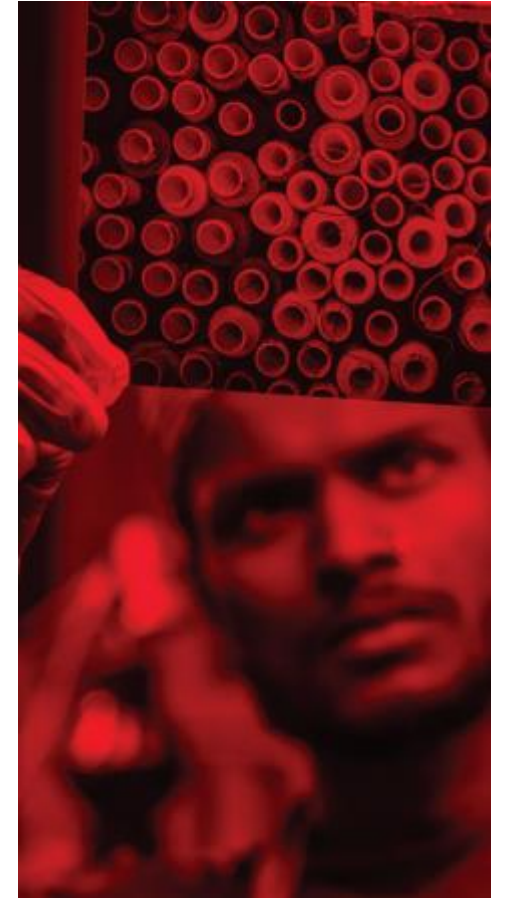
**Only  
Company** to  
develop an Indigenous  
Technology to  
manufacture Amines

**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

**2,31,000**  
MTPA Installed Capacity

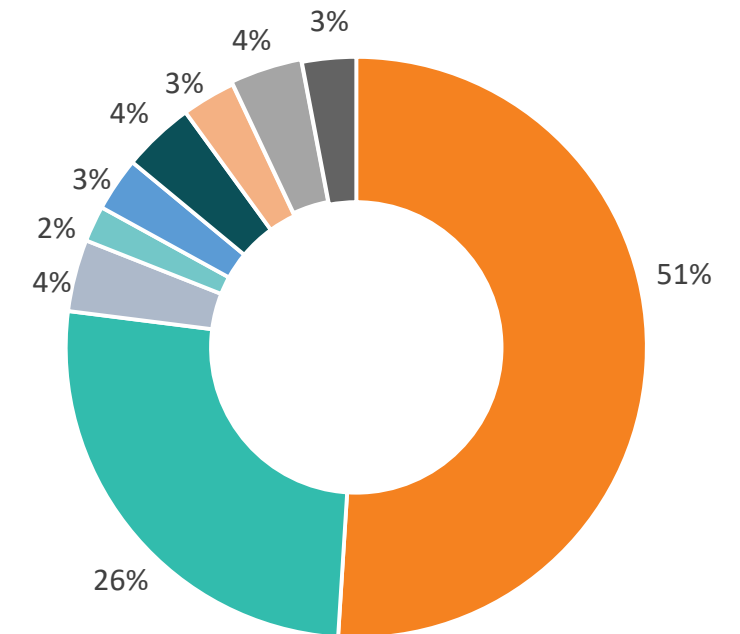
**Strong Global presence  
INDIAN  
MULTINATIONAL**



# 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



**Mr. A. Prathap 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. D. Ram Reddy**

**Managing Director**

- 36 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. N. Rajeshwar Reddy**

**Whole Time Director**

- B. Com. Over 46 years of experience across industries
- Instrumental in project commissioning with indigenous approach to improve return profile
- Responsible for operations in Solapur



**Mr. A. Srinivas Reddy**

**Whole Time Director & CFO**

- Post Graduate in Computer Science and completed Executive Management Programme at ISB Hyderabad.
- More than 26 years experience in multiple Project Management Roles
- He is presently responsible for projects

Particulars	Amines	Amine Derivatives	Specialty & Other Chemicals
Description	<ul style="list-style-type: none"> <li>Aliphatic Amines find increasing consumption and applications in a Chemically mature Industry such as India, Europe, US, China and Japan</li> <li>The Aliphatic Amines industry is expected to grow at a CAGR of 5%-7%</li> </ul>	<ul style="list-style-type: none"> <li>Amine Derivatives are used to make further salts and other complex chemical Intermediates and API's</li> <li>In derivatives, Di-Methyl Amine Hydrochloride (DMA HCL) is one of BAL's key product offerings.</li> </ul>	<ul style="list-style-type: none"> <li>Albeit a small and fast growing segment</li> <li>Single-largest cluster in specialty chemicals.</li> </ul>
Products	<ul style="list-style-type: none"> <li>Mono Methyl Amine (MMA)</li> <li>Di-Methyl Amine (DMA)</li> <li>Tri-Methyl Amine (TMA)</li> <li>Mono-Ethyl Amine (MEA)</li> <li>Di-Ethyl Amine (DEA)</li> <li>Tri-Ethyl Amine (TEA)</li> <li>Di-Methyl Amino Ethanol (DMAE)</li> <li>Di-Ethyl Amino Ethanol (DEAE)</li> </ul>	<ul style="list-style-type: none"> <li>Mono-Methyl Amine Hydrochloride (MMA HCL)</li> <li>Di-Methyl Amine Hydrochloride (DMA HCL)</li> <li>Tri-Methyl Amine Hydrochloride (TMA HCL)</li> <li>Mono-Ethyl Amine Hydrochloride (MEA HCL)</li> <li>Di-Ethyl Amine Hydrochloride (DEA HCL)</li> <li>Tri-Ethyl Amine Hydrochloride (TEA HCL)</li> <li>Di-Methyl Acetamide (DMAC)</li> <li>Di-Methyl Urea (DMU)</li> <li>Choline Chloride</li> </ul>	<ul style="list-style-type: none"> <li>Morpholine</li> <li>Acetonitrile (ACN)</li> <li>Dimethylformamide (DMF)</li> <li>N-Ethyl-2-Pyrrolidone (NEP)</li> <li>2-Pyrrolidone (2-P)</li> <li>Gamma Butyrolactone,</li> <li>N-Methyl-Pyrrolidone (NMP)</li> <li>Pharmapure Povidone (PVP K30 &amp; PVP K25)</li> <li>Dimethyl Carbonate</li> <li>Propylene Glycol</li> </ul>
Application	<ul style="list-style-type: none"> <li>Pharma</li> <li>Agro</li> <li>Photographic chemicals</li> <li>Rocket fuel</li> <li>Dyestuff intermediates</li> <li>Rubber chemicals, etc</li> </ul>	<ul style="list-style-type: none"> <li>Pharma</li> <li>Pesticides</li> <li>Performance chemicals</li> <li>Specialty chemicals</li> <li>Animal/poultry feed additive etc.</li> </ul>	<ul style="list-style-type: none"> <li>Production of Water Treatment chemicals and pesticide formulations</li> <li>Fuel Additives and Battery Chemicals</li> <li>Solvents across industries like pharmaceuticals, petrochemicals, dyes, Agro and paint industries</li> <li>Formulations and Intermediates in pharmaceuticals</li> <li>Lubricant Manufacturing</li> </ul>

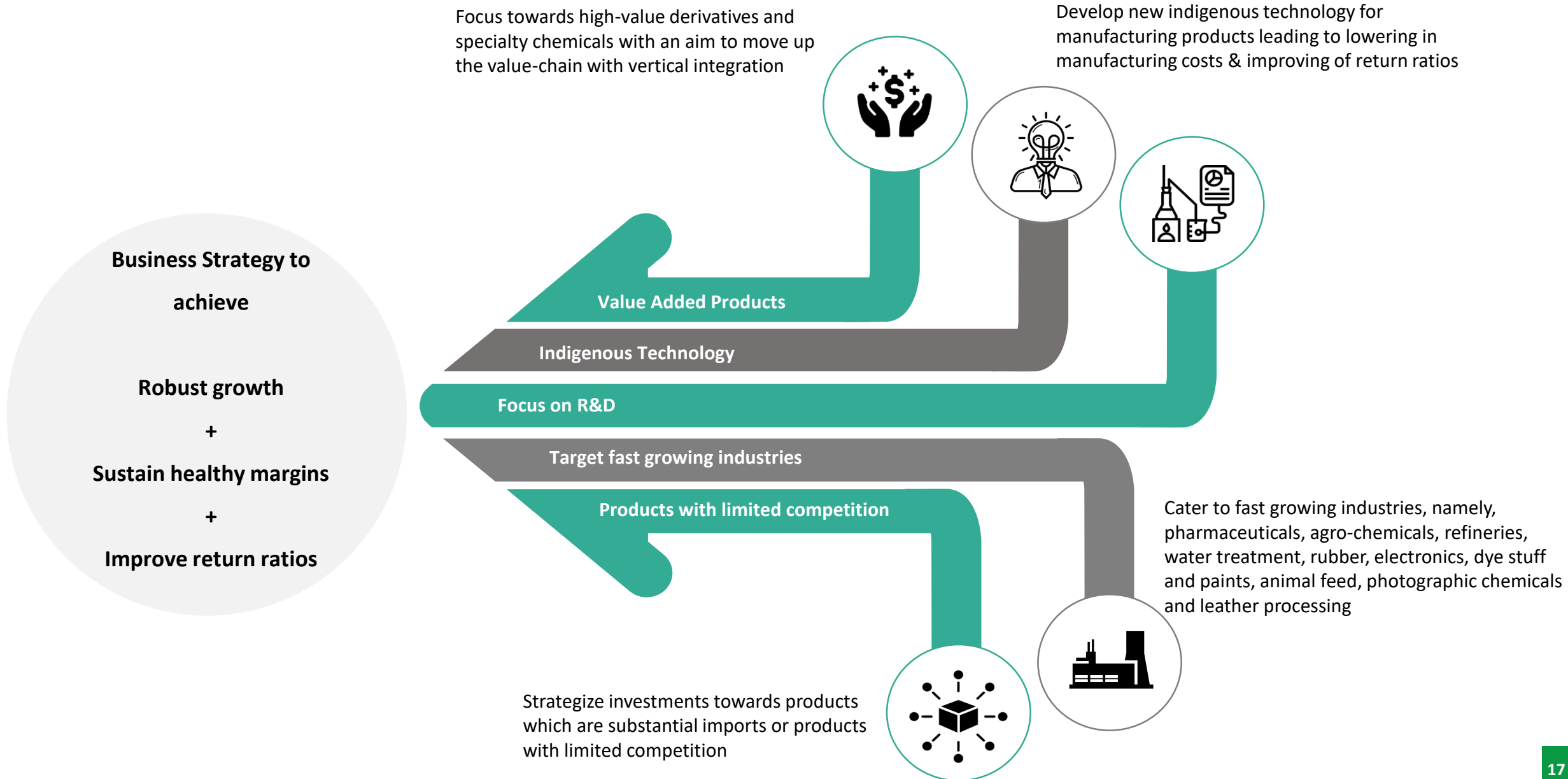


**Amines**

**Amine Derivatives**

**Specialty & Other Chemicals**

# Well positioned Business Model aimed at Sustainable growth



# Key Products (Current & Proposed) in Portfolio

## Balaji Amines

Product	Existing Installed Capacity	Proposed Capacity	Application Areas
Methyl Amine	48,000	40,000	Pharma, Agro, Dye & Rubber
Ethyl Amine	22,500	-	Pharma, Agro, Dye & Rubber
DMAHCL / DMAC	31,000	7,500	Pharma
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	-	Pharma, Petro, Textile, Plastics
PVP K-30	750	-	Pharma, Agro, Cosmetics
Di-methyl Carbonate (DMC)	15,000	-	Pharma, Polycarbonate, Automobiles
Propylene Glycol (PG)	15,000	-	Pharma
Dimethyl Ether (DME)	-	1,00,000	Replacement of LPG
n-Butylamine *	15,000	-	Pharma, Agro
<b>Total</b>	<b>2,46,000</b>	<b>1,47,500</b>	

\* n-Butylamine : This product is successfully commissioned on 16th January 2024

## Balaji Speciality Chemicals

Product	Licensed Capacity	Application Areas
Ethylenediamine	37,350	Pharma, Fungicides, Pesticides, Polymers and Coatings
Piperazine	4,050	Pharma, Oilfield
Diethylenetriamine	3,150	Coatings, Polymers, Pharma
Mixture of Amines	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



# We are Global suppliers – a significant validation of our Capabilities



- UK
- US
- Argentina
- Canada
- Israel
- India
- Pakistan
- Bangladesh
- Oman
- Germany
- Italy
- Egypt
- South Africa
- Korea
- Taiwan
- Spain
- France
- Belgium
- Netherlands
- Norway
- Poland
- Ukraine
- Mexico
- Brazil
- Australia
- China
- Japan
- Turkey
- Finland
- Indonesia
- Switzerland
- Sri Lanka
- Russia
- Malaysia
- Singapore
- Bahrein
- Jordan
- Guatemala
- Columbia
- Costa Rica
- Thailand
- Morocco
- Peru
- Venezuela
- Philippines
- Saudi Arabia
- Vietnam
- Ireland
- Qatar
- Slovenia
- Kuwait

**15.03% of the Total Revenue for FY23 i.e. Rs. 260.94 Crore is generated from exports spanning across continents**

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

# Awards & Certificates – A Testimony of our capabilities



ISO Certificate



Two Star Export House



ISO Certificate



**BEST CEO  
(CHEMICAL  
INDUSTRY) AWARD  
TO SHRI ANDE  
PRATHAP REDDY BY  
BUSINESS TODAY  
GROUP 02.05.2023**



ISO 9001 : 2015 Certificate



Certificate of Merit - CHEMEXCIL



First Award - CHEMEXCIL



WHO GMP Certificate

# Awards & Certificates – A Testimony of our capabilities



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



**Distinguished Contribution in the  
Indian Chemicals Industry**



**Excellent CSR in Water  
Conservation**



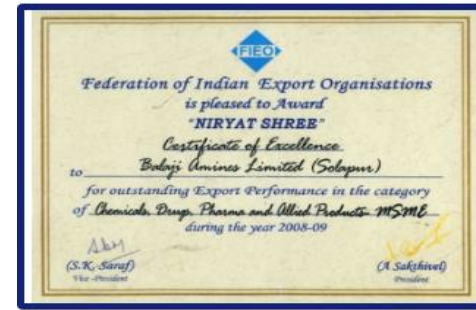
**Mahatma Award for Sustainable and  
Responsible Business Practice from  
Aditya Birla Group 1st October, 2022**



**“Company of the Year” in Chemicals  
at FICCI Chemicals and  
Petrochemicals Awards 2023  
received on 27.07.2023.**



**Niryat Shree  
Award by FIEO**



**REACH Pre-  
Registration**



**Mahatma  
Award**



**“Long-Term Issuer Rating upgraded to ‘IND AA’ from ‘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
- Sole producer for a few specialty chemicals insulates company from the competition
- Use of indigenous technology to manufacture amines, leading to lower manufacturing costs
- Improved realizations across products and higher volume offtake
- Ability to pass on raw material price volatility to its customers and thus maintain healthy & stable EBITDA margins
- Ramp-up in new capacity additions and subsidiary operations to drive revenue growth in the medium term
- New project capex undertaken to add new products and further drive growth
- Credit metrics improved significantly driven by EBITDA accretion
- Liquidity position is backed by strong operating cash flows and unused working capital lines

# High entry barrier Business – Paving way for Sustainable growth



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



Niche product offering with high lead time in customer approvals



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 focus to introduce new products for import substitutes for Indian market




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



Hazardous nature of the Process requires environmental clearances








**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 India Agrochemicals Market size is expected to grow to USD 12.58 billion

*(Source – Modor Intelligence)*


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



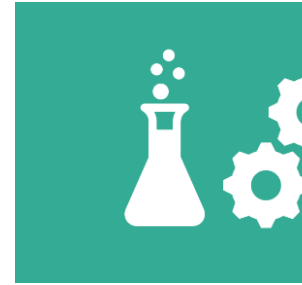
## Project Accorded Mega Project Status

In Phase-1 of Greenfield Project **Ethylamines plant** commenced operation in May **2021**, **DMC/PC and PG plant** commenced operations **in Sep 2022**. ; **Phase-2 & 3 expansion** projects on track to be commissioned within next 12 months with n-Butylamine, Methylamine and Dimethyl Ether. Proposing to add N Methylmorpholine, Pharmapure Povidone and NBPT in **phase 3**.



## Project Capex

**Phase-2 & 3** expansion would involve capex of **Rs. 300-350 crore** to be incurred over **FY24 and FY25**. This will be funded mostly by internal accruals



## Product Profile

**n-Butylamine** : 4th Quarter of FY24.  
**Methylamine** : 2nd quarter of FY25.  
**Dimethyl ether** : H1 of FY25



## New Products = First Mover advantage

Significant opportunity exists to introduce new products & gain First Mover advantage



## High Demand for Products

**The demand of Methylamines has increased in India. High demand** exists for **PVP K-30**, after BAL delivery remaining demand is met by imports. **Export opportunities for both products also exist.**

01

Balaji Speciality Chemicals Limited (BSCL) is Manufacturing products such as Ethylene Diamine (EDA), Piperazine Anhydrous (PIP), Di Ethylene Tri Amine (DETA), Amino Ethyl Ethanol Amines (AEEA) and Amino Ethyl Piperazine (AEP) which are import substitute products. Thus, BSCL is the sole manufacturer of these products in India

02

Undertook capex of about Rs. 250 crore; loan contribution of Rs. 150 crore.

03

Received Mega project status for the Project from Maharashtra State Government

04

BAL owns 55% in subsidiary Balaji Speciality Chemicals Pvt. Ltd which is strategically located at Solapur

05

Started exporting products to China, USA, Europe and other countries. Have received REACH\* registration for EDA, DETA and AEEA.

06

Gradual ramp up in production expected leading to peak utilization levels in 2025

\*REACH is a European Regulation and is an acronym for the Registration, Evaluation, Authorisation and Restriction of Chemicals.



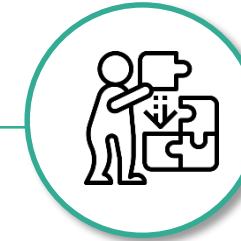
## New Products

Identification of new products and development of latest process technologies



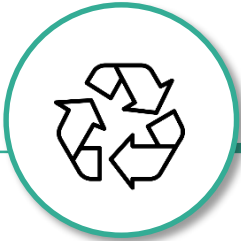
## Optimization

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



## Integration

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



## Environment Conscious

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



## Efficiency

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



## 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

Results Highlights

About Us

**Hotel Division**

Financial Performance

Moving towards Growth Prospects





- 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, Ganapur, Bijapur and Akkalkot
- Solapur attracts millions of Tourists and pilgrims every year

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

# Balaji Sarovar Premiere – 9M FY24 Operating Matrix

**129** Rooms

Constitutes  
**2.21%** of  
Total Revenue

Negligible Routine  
Capex incurred

RS. **4,337**  
ARR



**71%**  
Occupancy Rate



RS. **3,071**  
RevPAR

*Renowned Five Star Hotel In the City of Solapur*



ARR : Average Room Revenue  
RevPAR: Revenue per Available Room

Results Highlights

About Us

Hotel Division



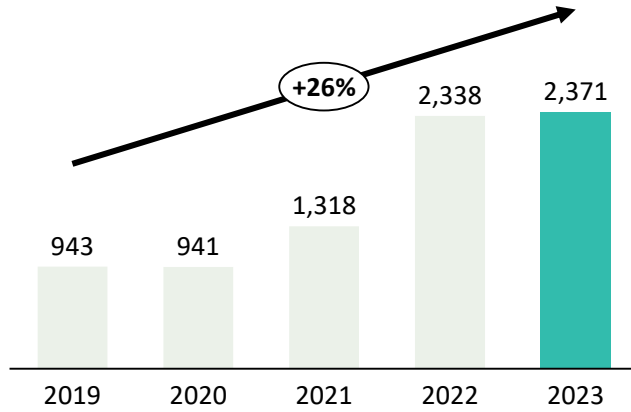
## Financial Performance

Moving towards Growth Prospects

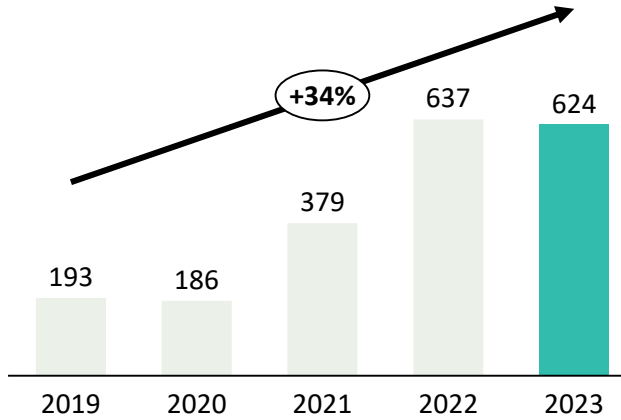


# Consolidated Performance Highlights

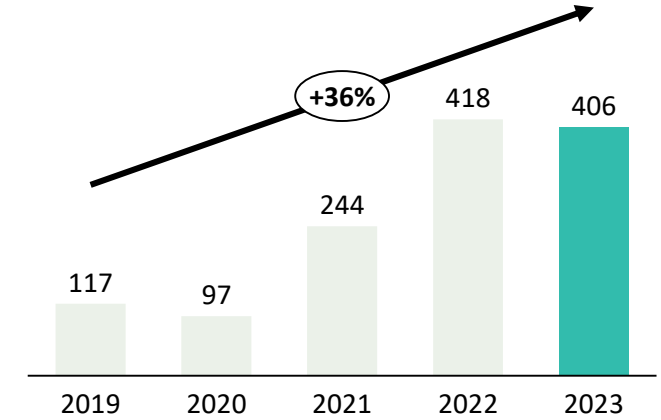
### Revenue (Rs. Crs.)



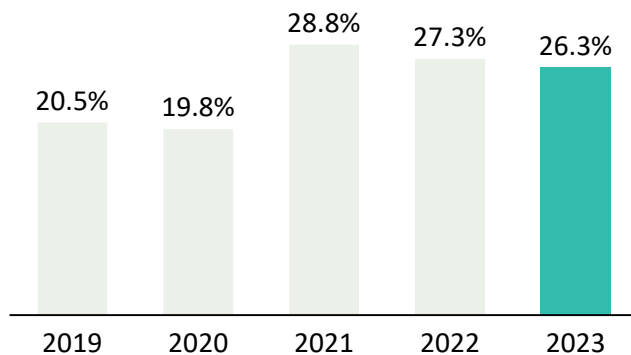
### EBITDA (Rs. Crs.)



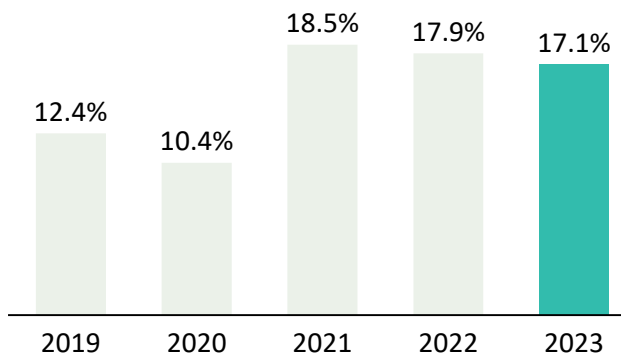
### PAT (Rs. Crs.)



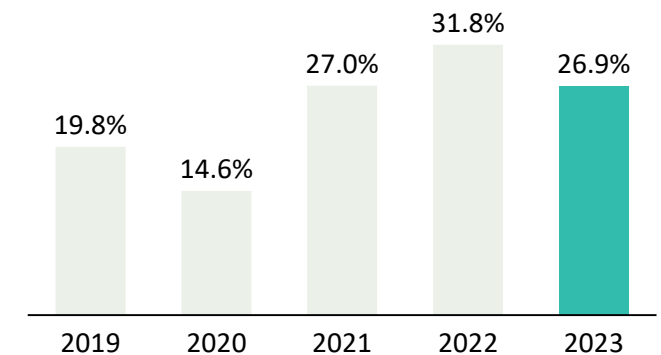
### EBITDA Margin (%)



### PAT Margin (%)



### RoE (%)

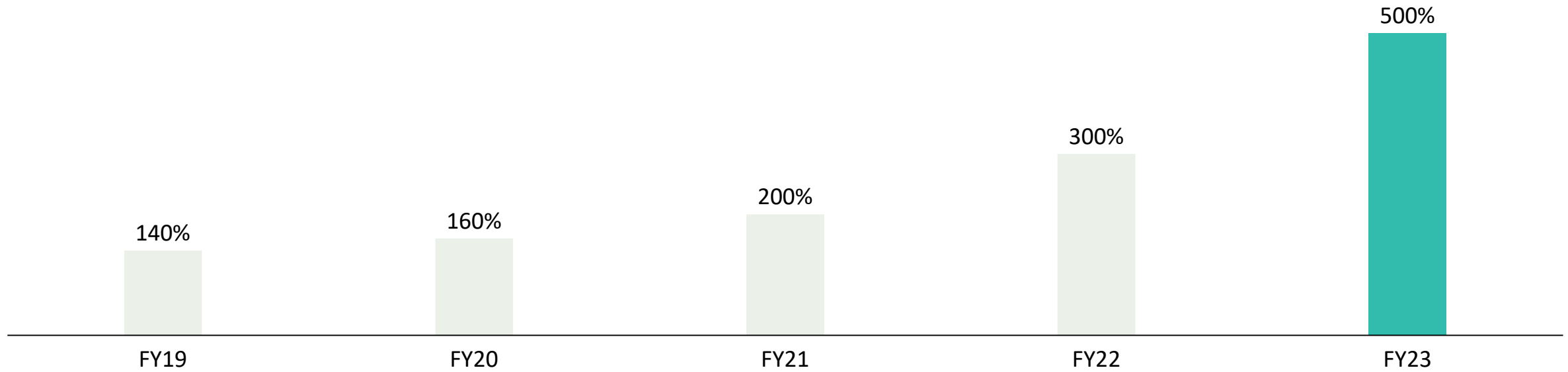


## Strong Core ROCE Profile

Particulars (Rs. Crs.)	FY22	FY23
Consolidated Debt	101	58
Consolidated Networth	1315	1698
<b>Total Capital Employed</b>	<b>1416</b>	<b>1756</b>
Less: Investment in Hotel Balaji Sarovar & Others	132	119
Add: Loss in Hotel Balaji Sarovar & Others	66	61
Less: Investments in Capital Work in Progress in Greenfield project (Unit 4) & Power Plant in Unit 3	146	96
<b>Core Chemical Business Capital Employed (A)</b>	<b>1204</b>	<b>1602</b>
EBIT on Consolidated Basis	595	579
Add: EBIT Loss Specific to Hotel Balaji Sarovar & Others	-1	-4
<b>Core Chemical Business EBIT (B)</b>	<b>595</b>	<b>574</b>
<b>ROCE for Core Chemical Business (B/A)</b>	<b>49%</b>	<b>36%</b>
<b>ROCE at Consolidated Entity Level</b>	<b>42%</b>	<b>33%</b>

- For FY22, investments made to the tune of Rs. 145.54 crore for Unit 4's DMC plant and Unit 3's power plant is not considered, as the operations were work in progress.
- For FY23, investments made to the tune of Rs. 95.87 crore for Unit 4's n-Butylamine plant and Methylamine plant and Unit 3's power plant is not considered, as the operations are work in progress.
- Core Chemical Business RoCE is significantly higher, depicting the inherent strength of the business and capabilities developed in product manufacturing
- In Phase-1 of Greenfield Project Ethylamines plant commenced operation in May 2021, DMC/PC and PG plant commenced operations in Sep 2022. The revenue & investments of these plants are considered for calculation of ROCE for Core Chemical Business

# Consistent Dividend Payout



Particulars (Rs. per share)	FY19	FY20	FY21	FY22	FY23
Consolidated Book Value	183	206	281	406	524
Consolidated EPS	36	32	74	114	110
Dividend	2.80	3.20	4.00	6.00	10.00

Results Highlights

About Us

Hotel Division

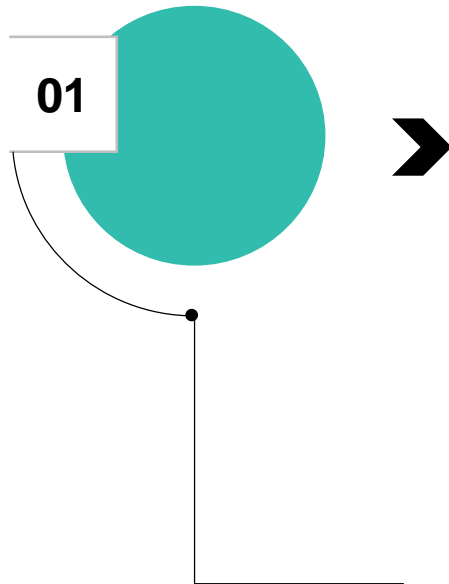
Financial Performance

**Moving towards Growth Prospects**



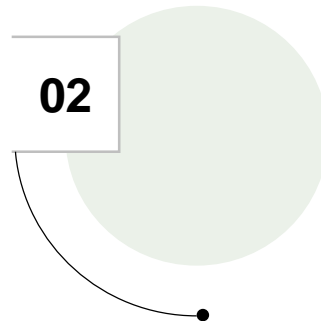
## Unit 4 : Capex Phase – 2 & 3

Capex for Phase 2 & 3 of Greenfield  
Capex to be completed till FY 2026



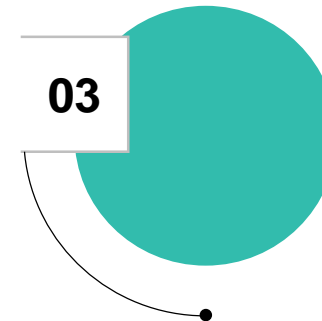
## Unit 4: Increased capacity utilization & capacity additions of Phase – 1 capex

Higher capacity utilization of new  
Ethylamines plant



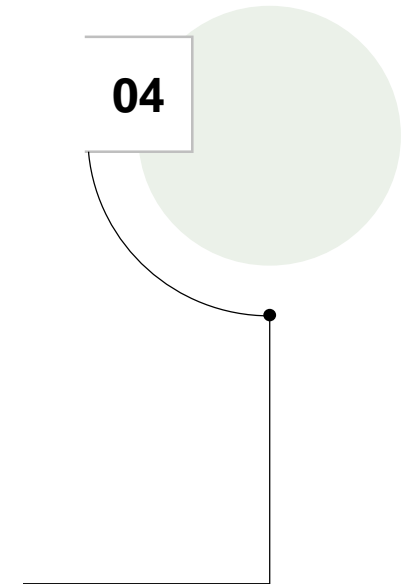
## Improvements at Subsidiary Plant

Debottlenecking of the plant for  
better product mix with higher  
realisation



## 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



**Unit 4 Greenfield Phase 2 & 3 Capex + Increased capacity utilization +  
Improvement of product mix at Subsidiary Plant  
= Balaji Amines Ltd moving towards Growth Prospects**



Donation Of Rs 1.25 Crores For Renovation Of Punyashlok Ahilyadevi Holkar Prasuti Gruh Solapur (Maternity Hospital)  
Dt. 08.02.2023



Distribution Of RO Plant To Ganesh Naik Primary School, Solapur  
Dt. 03.01.2023



Construction of Class Rooms at Nagar Parishad Primary School Tuljapur  
Dt. 26.11.2022



Constructed Ladies And Gents Toilet Block At Innovative School Ankoli Taluka Mohol District Solapur  
Dt 03.09.2022



Distribution Of Flour Mill (Atta Chakki) To Women's Organisation  
Dt. 12.08.2022



Distribution Of Oxygen Concentrator 12 Nos To Taluka Arogya Adhikari Tuljapur  
Dt 22.06.2022



Distribution Of Computer - 2 Nos To Z.P.Primary School, Valha, Dist. Osmanabad  
Dt. 22.06.2022



Distribution Of School Benches To Zilla Parishad Aadarsh Primary School, Khudavadi Tuljapur.  
Dt. 22.06.2022



Funded for Polytechnic college building at Nizamabad.  
Dt. 09.08.2023

# Thank You

For further information, please contact:

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