



**June 4, 2018**

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

**Ref.:** Script Code: 524324

**Sub.:** Update Presentation

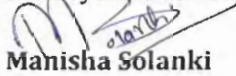
Dear Sir / Madam,

Pursuant to the provisions of Regulation 30(6) of the SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015, please find attached Q4 & FY 2017-18 Results Presentation of the Company.

Kindly take the same on your record.

Thanking you.

Yours faithfully,  
For **Seya Industries Ltd**

  
**Manisha Solanki**  
Company Secretary



**SEYA**  
INDUSTRIES LTD.





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# FULLY INTEGRATED SPECIALTY CHEMICAL MANUFACTURER

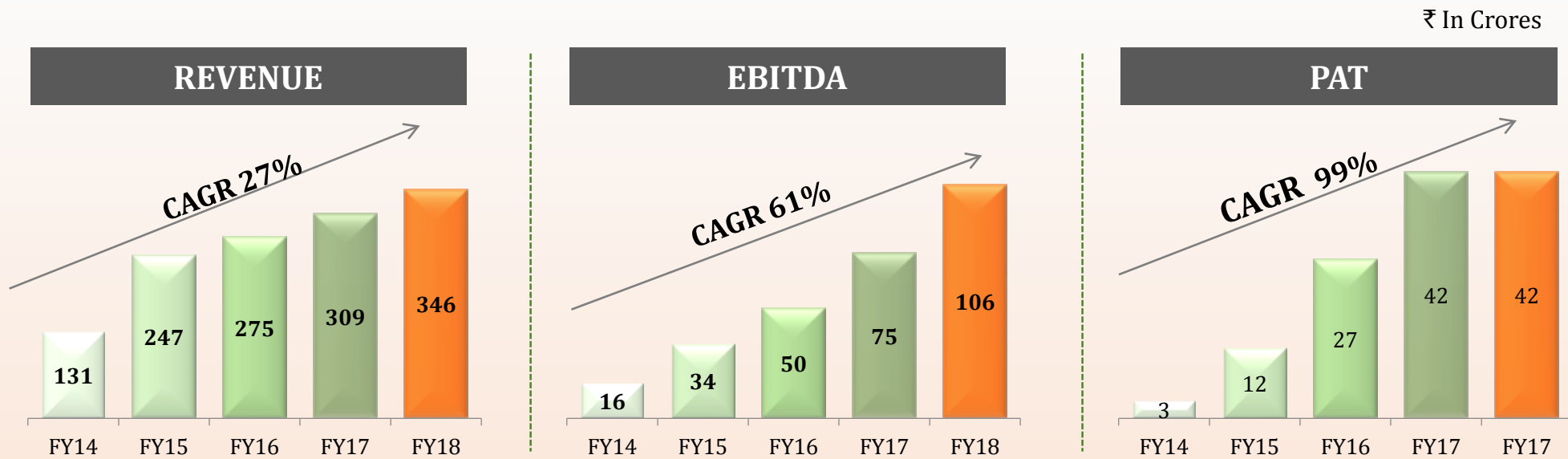
One of the few Fully Backward Integrated Benzene based Specialty Chemical Manufacturer

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





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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	8,750
Para Nitro Chloro Benzene	Pharmaceuticals(Paracetamol), Rubber Chemicals & Pesticides	17,500
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**
- **Certification equivalent to ISO 9001 : 2000, ISO 14001:2004 & OHSAS 18001:1999**





SEYA  
INDUSTRIEL T.C.

## REACTION CAPABILITIES

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





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## GEOGRAPHICAL PRESENCE – MERCHANT EXPORTS OVER 25 COUNTRIES







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**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]*



THERMAX

MONSANTO



SULZER

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





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## GROWTH STRATEGY - FOCUSED



### 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



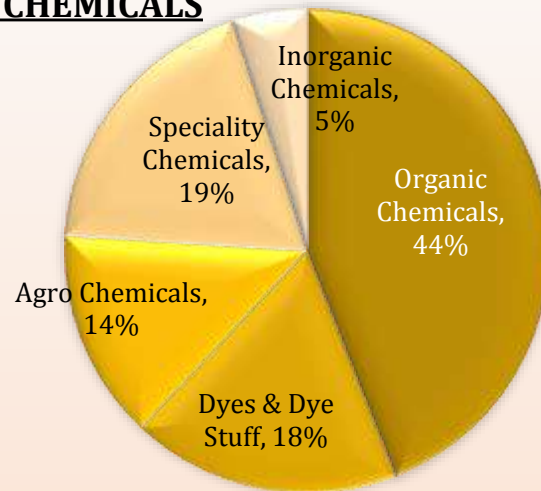
### Global Reach

Increasing reach to newer geographies

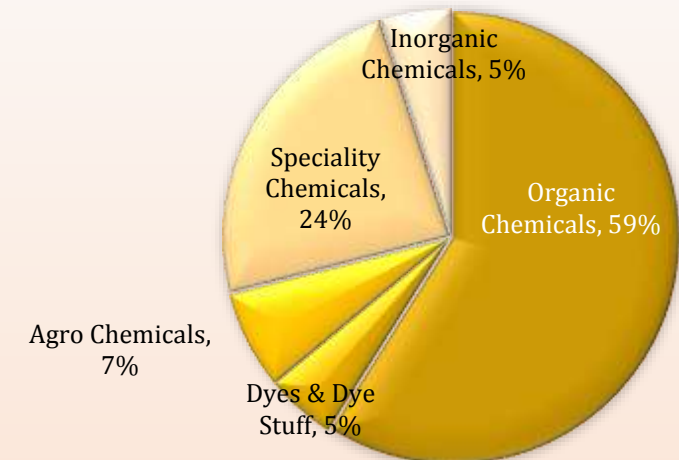


- ➔ Speciality Chemicals constitutes around 20% of the Indian Chemical industry
- ➔ Growing at rates higher than the overall chemical industry
- ➔ Expected to grow at 9% CAGR over next 7 years to reach \$90 Bn by 2023
- ➔ Government of India has permitted 100 % FDI in the Indian Chemicals Sector
- ➔ 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**



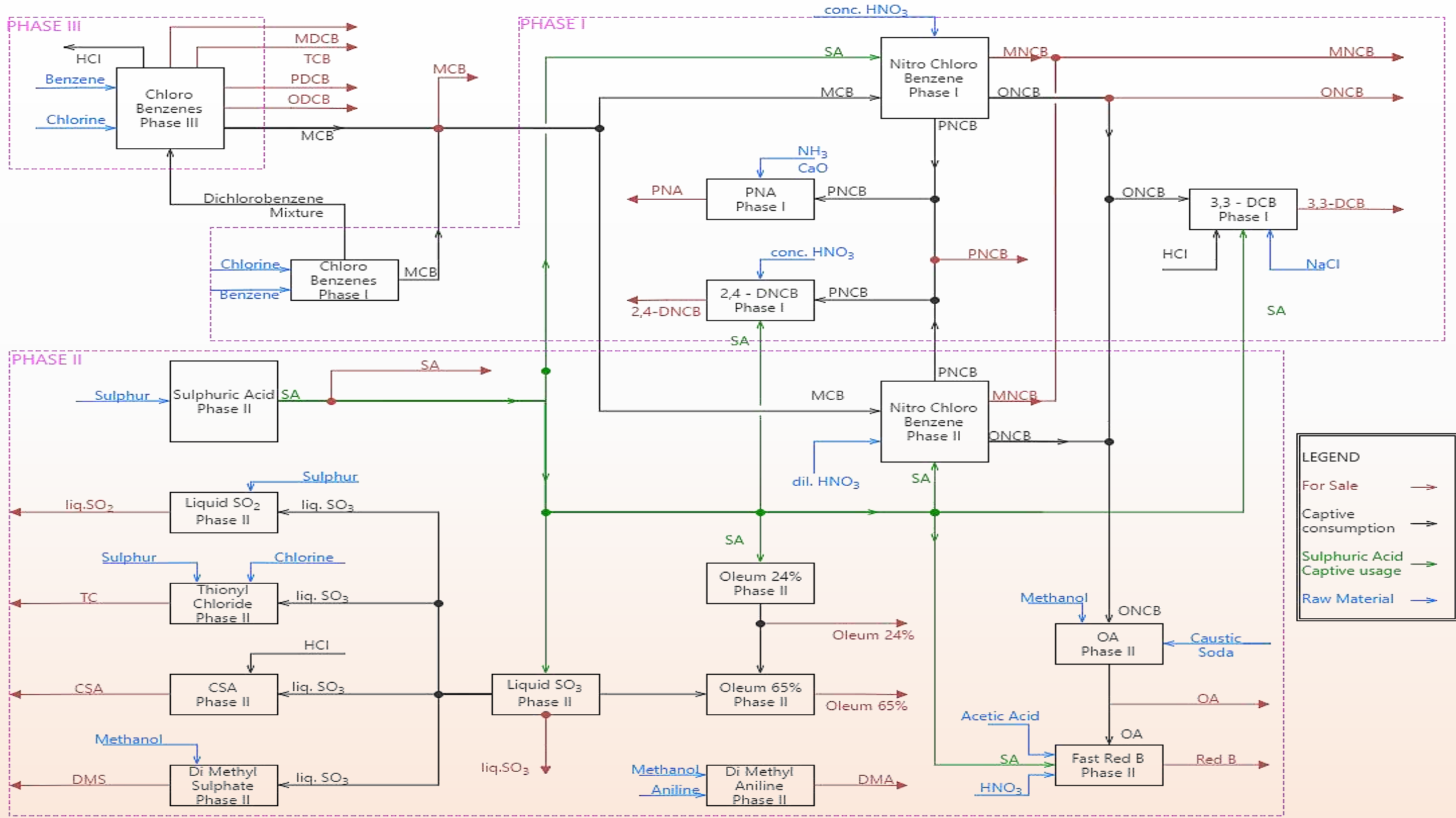
**SHARE IN IMPORTS OF CHEMICALS**





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# GROWTH STRATEGY - EXPANSION INTO VALUE ADDED PRODUCT

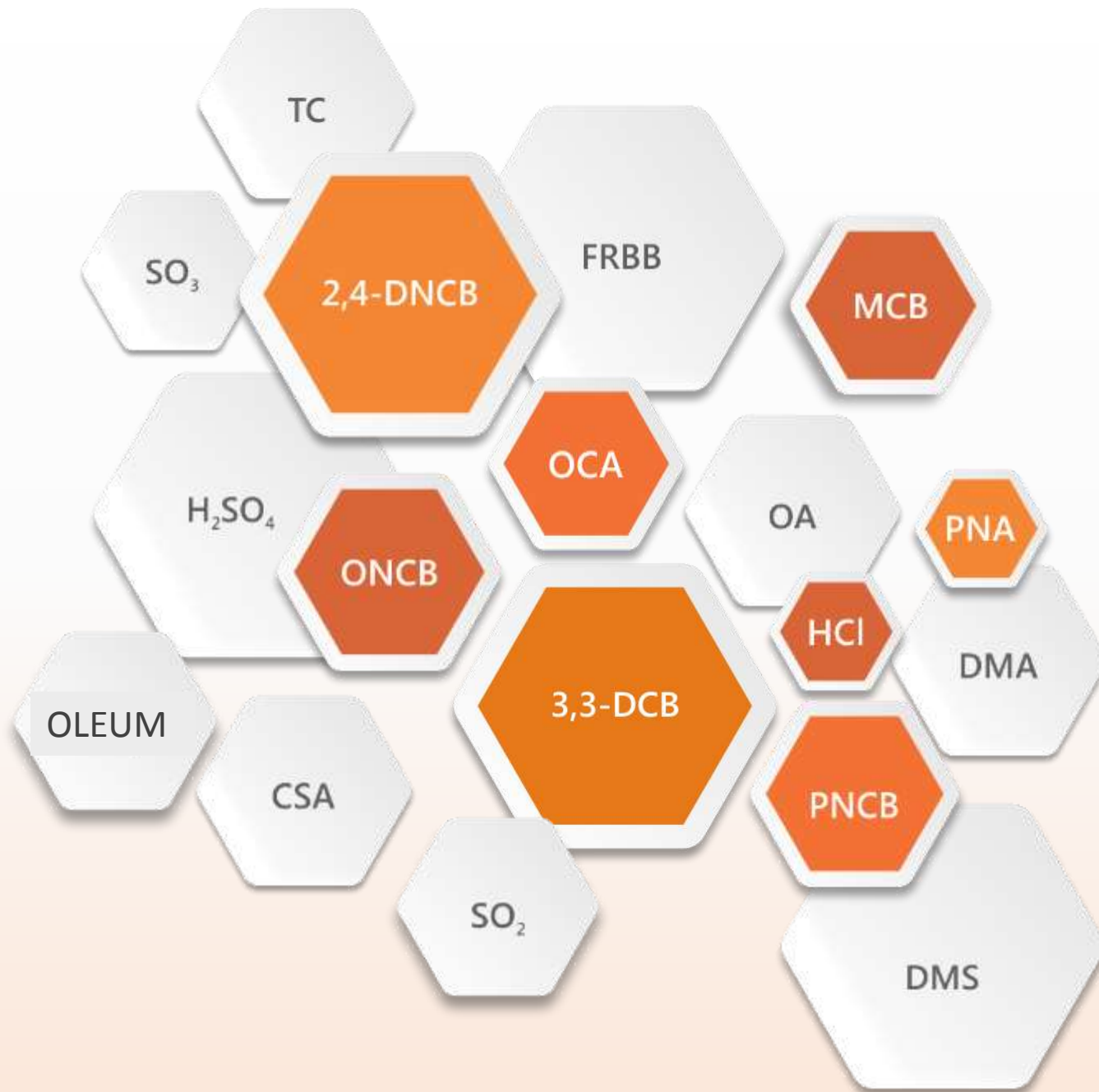




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## GROWTH STRATEGY –CAPACITY ADDITION TO AUGUR GROWTH

- ➔ **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.



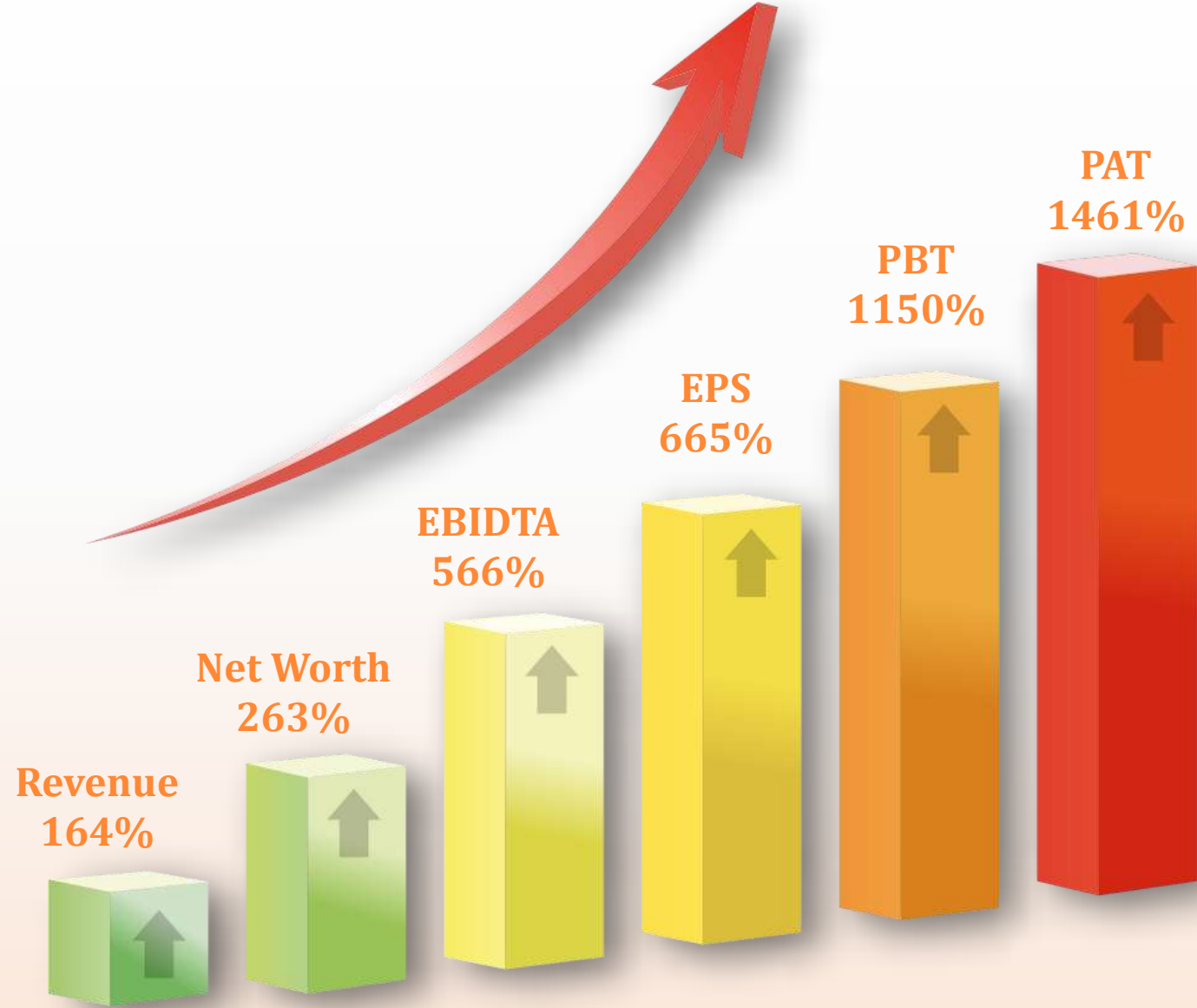
**Thionyl Chloride (TC)**

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







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Commenting on the results, **Ashok Rajani, Chairman & Managing Director, Seya Industries Ltd** said, *“SEYA continues to deliver a resilient operational performance with steady improvement in profitability tractioned by shutdown of Chemical manufacturing Units in China due to non-compliance of Environmental regulations, against the tides of amplified volatility in the economic landscape, yet delivering strong double-digit growth in performance. Our portfolio of world-class Speciality Chemicals is paying-off handsomely and has delivered yet another record performance on the back of highest profit margins and throughput. Our Speciality Chemical business EBIT has surpassed the record earnings it achieved in FY17 by delivering amongst its best yearly performance, driven by robust margins and benefits of low crude oil and energy prices. Our focus on value-added products combined with business optimisation initiatives have propelled growth in Profits on a Y-o-Y basis*



# FINANCIALS – QUARTER AND FY 18 RESULTS

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₹ In Lakhs

Particulars	Year Ended 31-Mar-18	Year Ended 31-Mar-17	Growth (%) Y-o-Y	Quarter Ended 31-Mar-18	Quarter Ended 31-Mar-17	Growth (%) Y-o-Y
Net Revenue	34,615.53	31,414.38	↑ 10.19%	9,720.36	8171.12	↑ 18.96%
Other Income	104.29	84.57	↑ 23.32%	63.13	44.46	↑ 41.99%
PBIDTA	10,646.83	7,473.64	↑ 42.46%	3,150.63	2,496.54	↑ 26.20%
PBIDTA (%)	30.76%	24.22%		32.41%	30.55%	
PBIT	9,137.02	6,048.68	↑ 51.06%	2,763.61	2,148.10	↑ 28.65%
PBDT	8,861.81	6,061.05	↑ 46.21%	2,702.44	2,091.36	↑ 29.22%
PBT	7,352.01	4,672.09	↑ 57.36%	2,315.43	1,742.92	↑ 32.85%
PAT	5,239.59	4,206.23	↑ 24.57%	1,678.01	1,707.01	↓ (1.70%)
Earnings per Share *	23.32	28.24	↓ (17.42%)	6.82	8.38	↓ (18.62%)

\* Earning per Share is decreased due to widening of Equity base at the back of anticipated conversion of Share Warrants to Equity with respect to the Capital Work In-progress

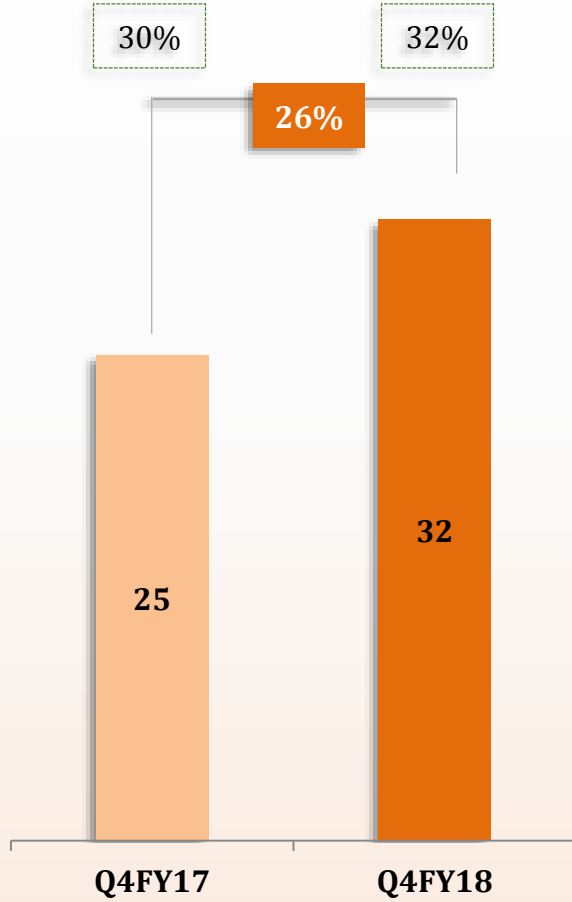


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# KEY FINANCIAL HIGHLIGHTS – Q4 FY 18

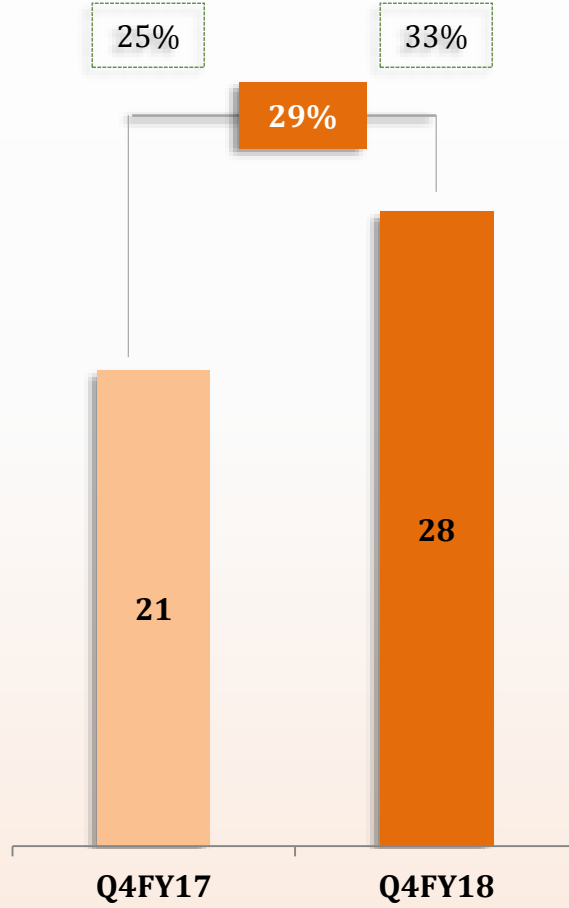
₹ in Crores

## EBITDA



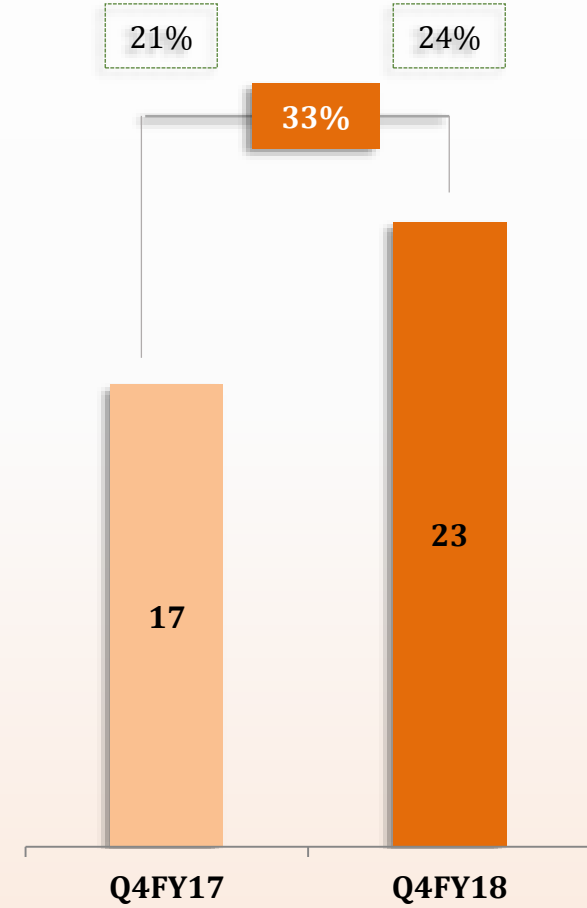
EBITDA Margin

## PBIT



PBIT Margin

## PBT



PBT Margin

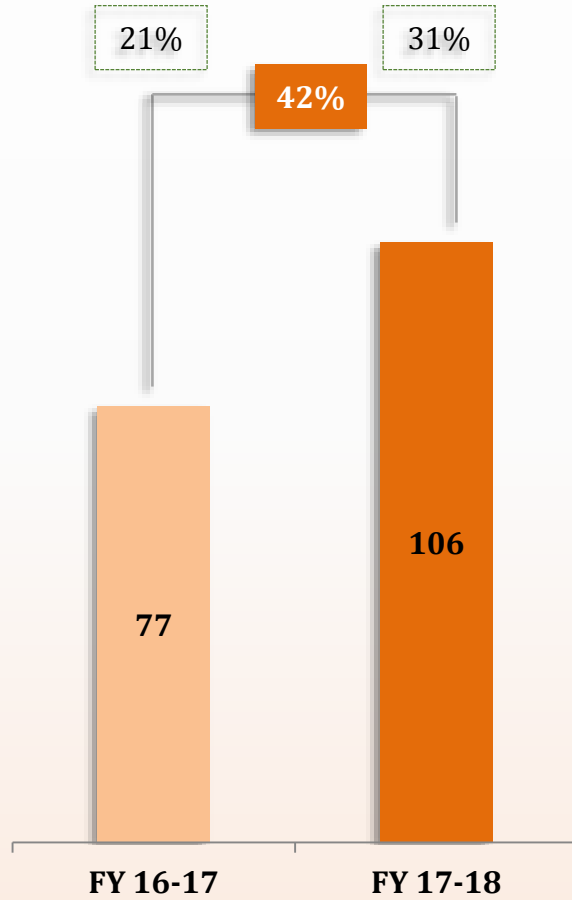


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# KEY FINANCIAL HIGHLIGHTS – Year Ended FY 18

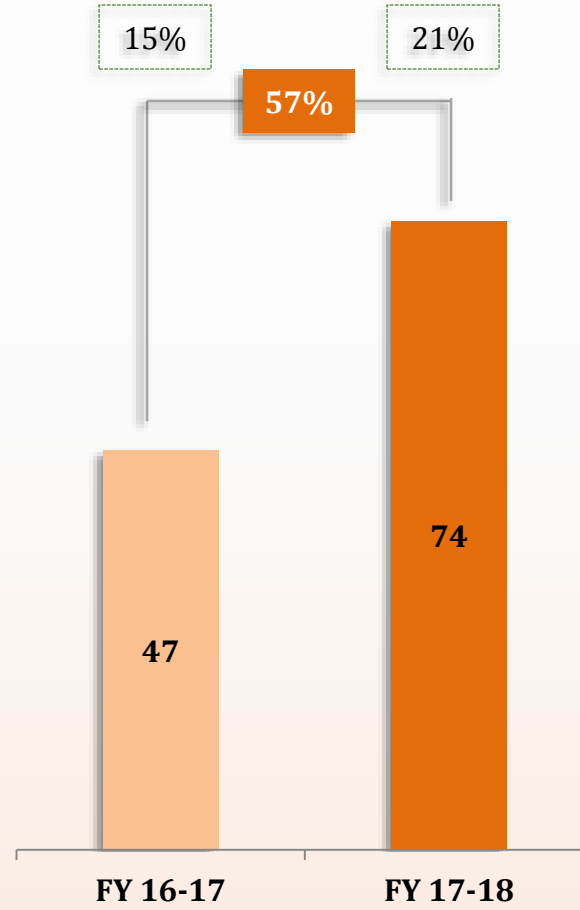
₹ in Crores

## EBITDA



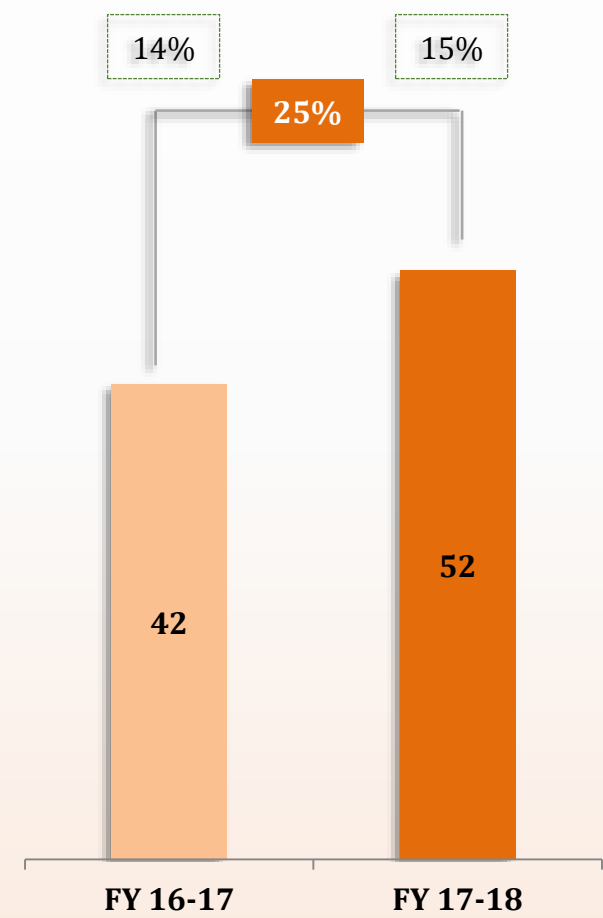
EBITDA Margin

## PBT



PBT Margin

## PAT

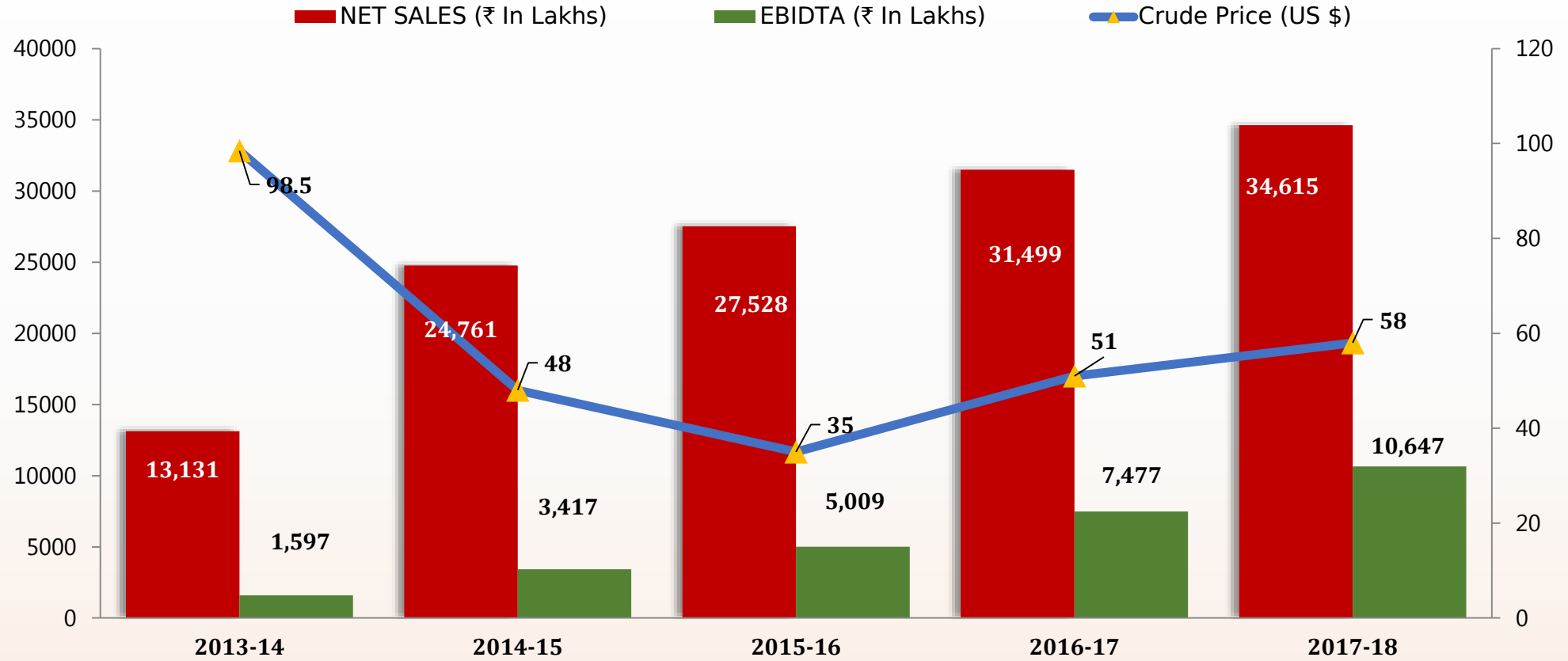


PAT Margin



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# ROBUST GROWTH IN REVENUE OVER THE YEARS



Profit margin is not affected by the volatility in crude price

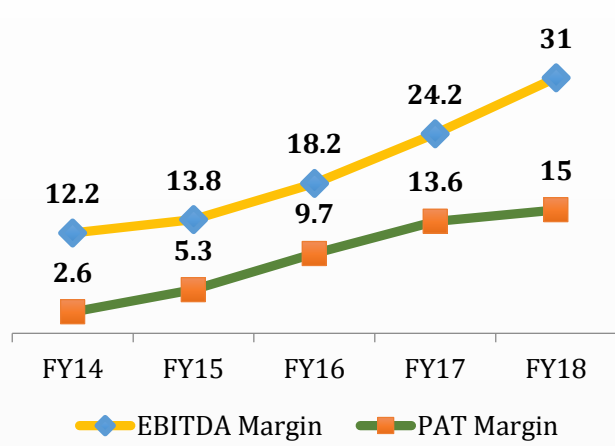




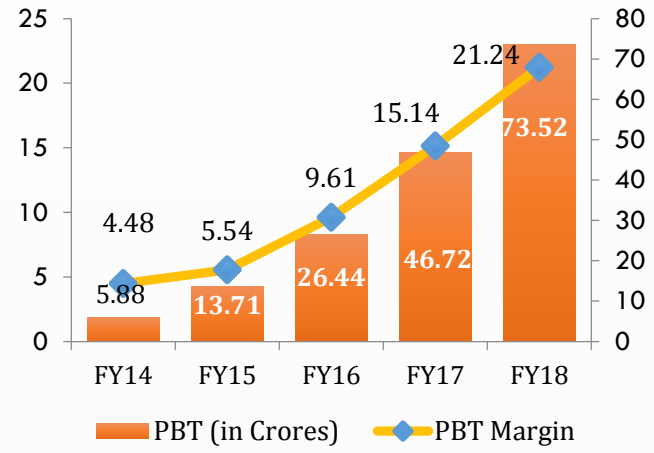
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# ROBUST GROWTH WITH STRONG FINANCIALS

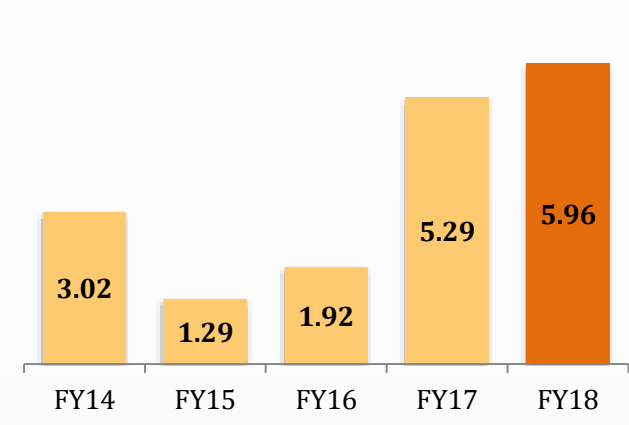
### EBITDA & PAT Margin (%)



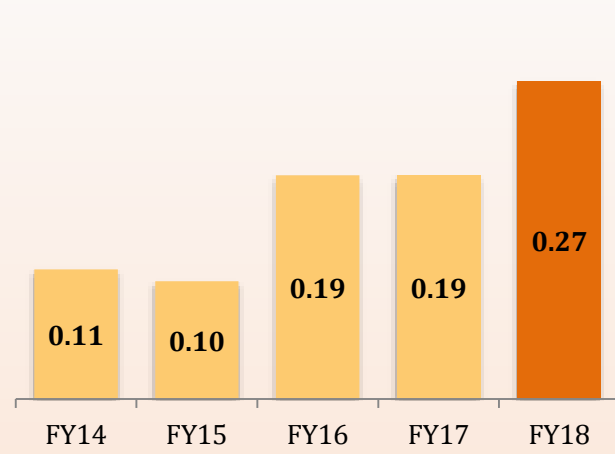
### PBT & PBT Margin (%)



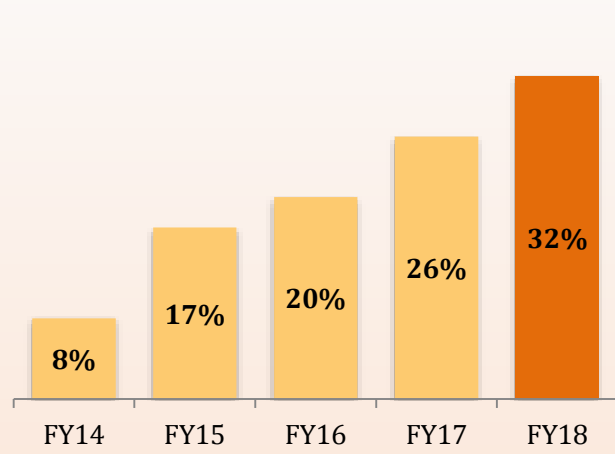
### Interest Service Coverage



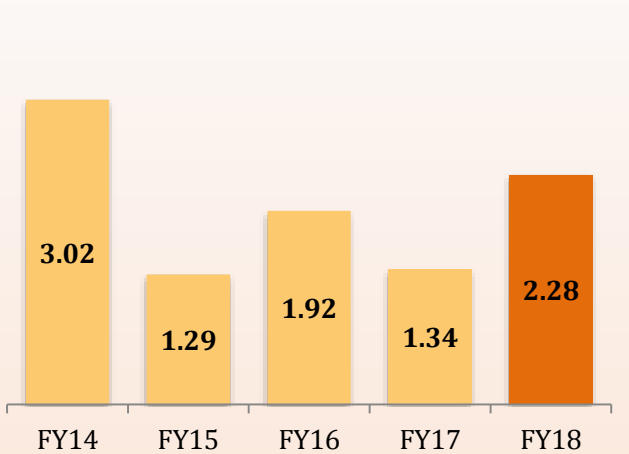
### Debt/Equity (x)



### ROCE (%)



### Debt/EBITDA (x)

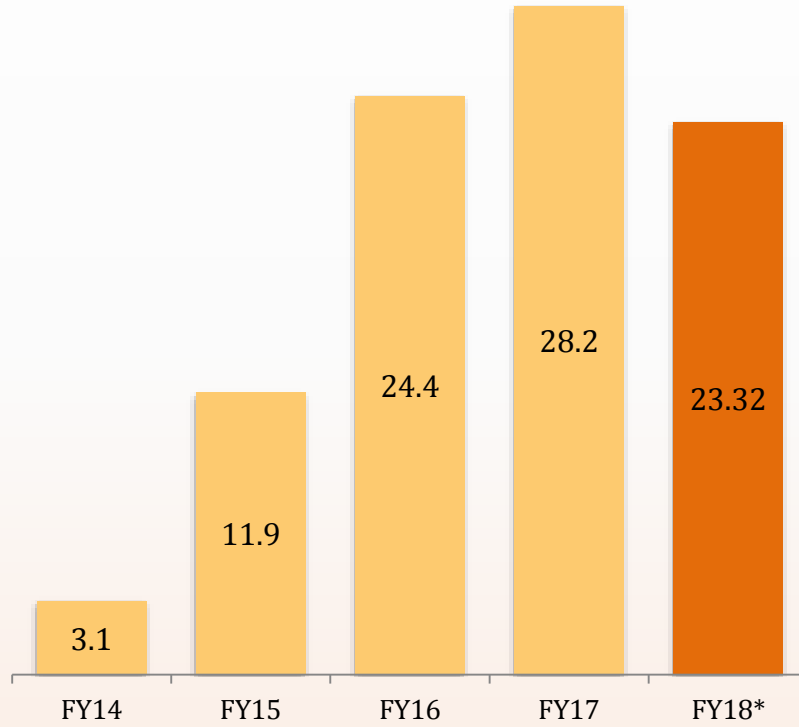




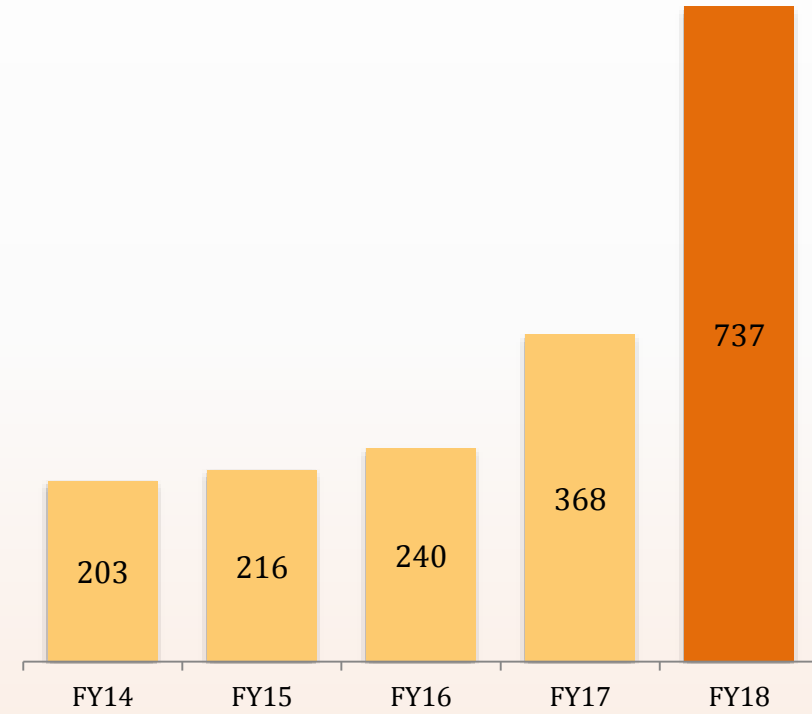
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# ROBUST GROWTH WITH STRONG FINANCIALS

## EPS (₹)



## Net-worth (₹ in Crores)



\* Earning per Share is decreased due to widening of Equity base at the back of anticipated conversion of Share Warrants to Equity with respect to the Capital Work In-progress



## SAFE HARBOR

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