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*Balaji*



ISO 9001:2015



www.tuv.com  
ID 9105038787

CIN : L24132MH1988PLC049387

## AMINES LIMITED

*...A Speciality Chemical Company*

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

22<sup>nd</sup> May, 2023

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", 5th 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**

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 on Q4FY23 Financial Results.

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 May 2023

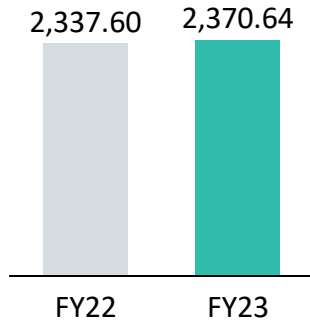
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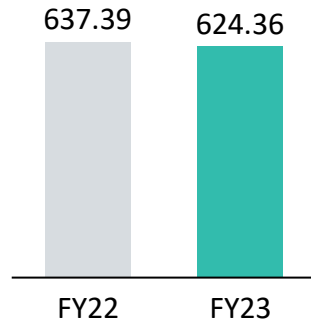
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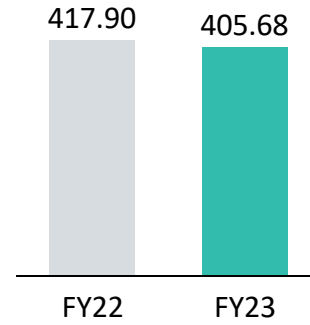
## Revenue (Rs. Crore)



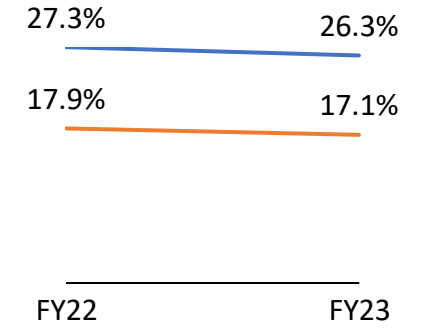
## EBITDA (Rs. Crore)



## PAT (Rs. Crore)

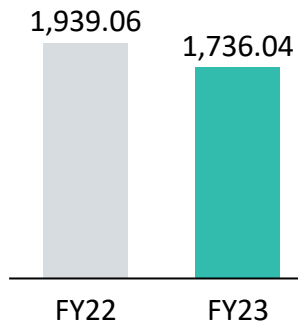


## EBITDA & PAT Margin

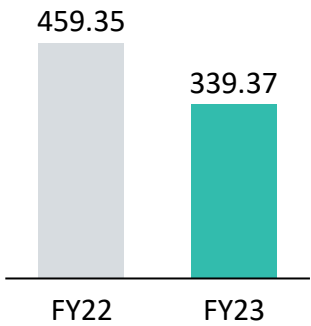


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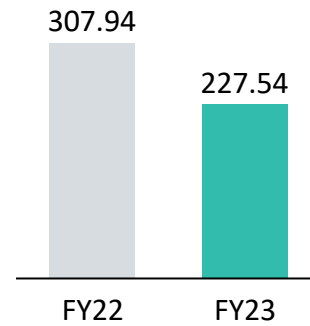
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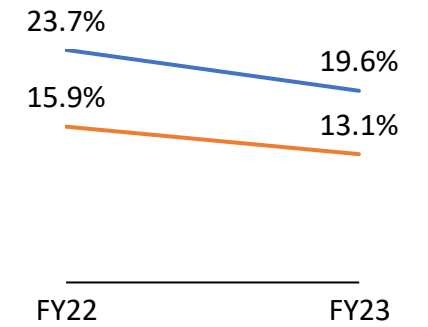
## EBITDA (Rs. Crore)



## PAT (Rs. Crore)

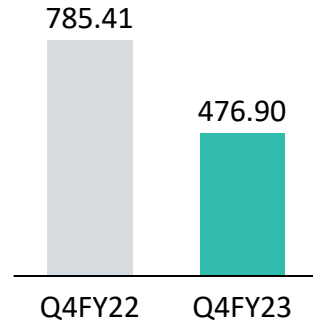


## EBITDA & PAT Margin

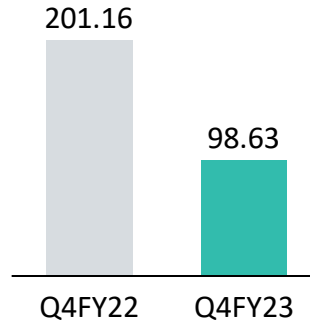


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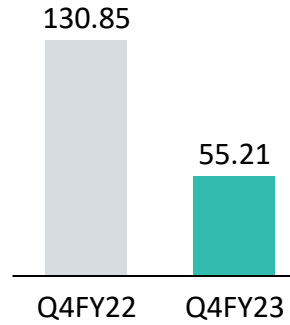
## Revenue (Rs. Crore)



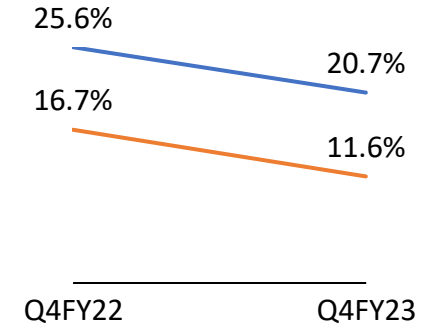
## EBITDA (Rs. Crore)



## PAT (Rs. Crore)

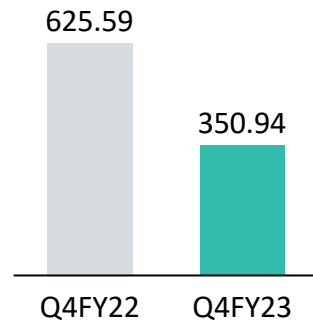


## EBITDA & PAT Margin

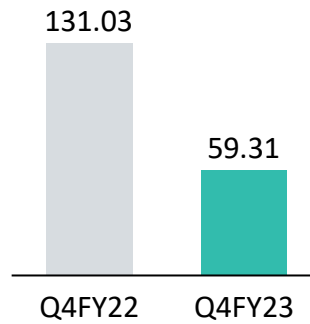


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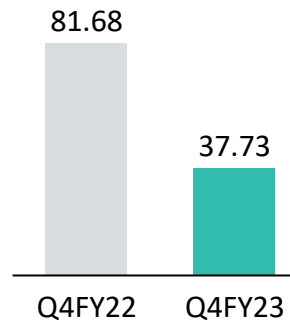
## Revenue (Rs. Crore)



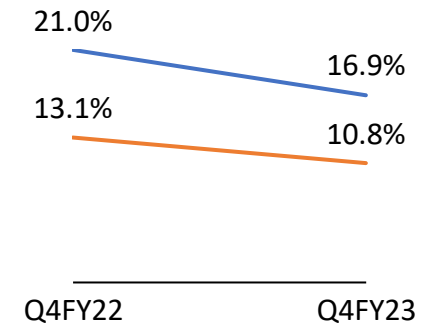
## EBITDA (Rs. Crore)



## PAT (Rs. Crore)



## EBITDA & PAT Margin



Revenue from Operations for Q4FY23 stood at ₹ 476.90 crore, as compared to ₹ 785.41 crore in Q4FY22. Total volumes stood at 26,505 MT for Q4FY23 as against 33,780 MT in Q4FY22. For Q4FY23 :

- Amines volumes stood at 6,659 MT
- Amines Derivatives volumes stood at 8,607 MT
- Specialty Chemicals volumes stood at 11,239 MT

EBITDA for Q4FY23 was ₹ 98.63 crore, as compared to ₹ 201.16 crore in Q4FY22. EBITDA margin for Q4FY23 stood at 20.68% as against 25.61% in Q4FY22. The fall in operating margin was primarily on account of degrowth in pharma and API sector. PAT for Q4FY23 was ₹ 55.21 crore, as compared to ₹ 130.85 crore in Q4FY22. Diluted EPS for Q4FY23 stood at ₹ 14.63 per equity share as against ₹ 33.56 in Q4FY22.

- 1) N-Butylamines plant with a capacity of 15,000 tons per annum. The new expansion project works are progressing at brisk speed. The Plant is expected to be commissioned during 2 nd half of FY 2023-24.
- 2) Methylamine plant with a capacity of 40,000 tons. The project implementation work is started. The project is likely to be commissioned around March - 2024.

- 1) Di Methyl Ether (DME) with a capacity of 1,00,000 tons per annum a new age Gas which has application in various fields such as replacement of LPG for fuel and Aerosol usage demand of which is being met by LPG so far from imports. The Company is working on various other application and usage for replacing LPG.
- 2) Acetonitrile plant with a capacity of 15,000 tons.
- 3) DMAHCL plant with a capacity of 12,000 tons and
- 4) DMF plant with a capacity of 30,000 tons

Our new Acetonitrile plant, we plan to undertake production through a new upgraded technology, where we envisage to have cost advantage, which will enable us to withstand higher prices of acetic acid and shall lead to healthy operating margins

## **Strengthening of Board**

We acknowledge the importance of Corporate Governance and best practices in this age of corporate transformation, to uphold this principle we have inducted new board members to maintain independent representation on the board. With this view in mind, we have inducted Mrs. Suhasini Yatin Shah, Dr. Uma Rajiv Pradhan, Mr. R. Mohan Kumar and Mr. Adabala Sheshagiri Rao to our board.

We will tremendously benefit from these new members on the board as they are from different backgrounds with vast knowledge and varied experience, they bring in velocity and rigor in to the Boardroom. This will enhance strategic business operations and guidance to take the company to the next level. The outgoing Independent Directors are nearing completion of their second term in the office of Independent Directors.

## **Re-designation of Management Roles**

Mr. Hemanth Reddy Gaddam have resigned as Whole-time director & CFO of the Company to focus on subsidiary company, Balaji Speciality Chemicals Limited.

Mr. Ande Srinivas Reddy, our Whole-time director will also take charge as CFO and Mr. Rajeshwar Reddy Nomula has been re-designated as Whole-time director.

The change in the responsibilities and designations has been done to realign and sharpen the focus to improve the profitability and growth of our business for both Parent and Subsidiary company.

# Phase-2 Expansion Plans at our 90-acre Greenfield Project (Unit IV)

## 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 which is currently completely met by imports

## 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

## Di Methyl Ether

- Di Methyl Ether (DME) with a Capacity of 1,00,000 tons per annum a new age gas which has application in various fields such as replacement of LPG for fuel and Aerosol usage demand of which is being met by LPG so far from imports
- The Company is working on various other application and usage for replacing LPG

## Acetonitrile

- Post the process of de-bottlenecking the production at current plant has been ramped up to around 11 to 12 TPD
- We plan to undertake further capex for additional Acetonitrile plant having capacity of 15,000 TPA under Phase-2 expansion. This plant is likely to get commence operations by mid of FY24
- For our new plant, we plan to use a new upgraded technology, where we envisage to have cost advantage, which will enable us to withstand higher prices of acetic acid and shall lead to healthy operating margins
- The demand for Acetonitrile is expected to be elevated, as it has emerged as user-friendly solvent and is being preferred by many end-users over other solvents

## Dimethyl Formamide

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



# Consolidated Statement of Profit & Loss

Particulars (in Rs. Crore)	Q4FY23	Q4FY22	Y-o-Y	FY23	FY22	Y-o-Y
<b>Total Revenue</b>	<b>476.90</b>	<b>785.41</b>	<b>-39.28%</b>	<b>2,370.64</b>	<b>2,337.60</b>	<b>1.41%</b>
Raw Material	262.34	436.87		1,245.79	1,222.52	
Employee expense	18.06	34.47		85.13	96.64	
Other expenses	97.87	112.91		415.36	381.05	
<b>EBITDA</b>	<b>98.63</b>	<b>201.16</b>	<b>-50.97%</b>	<b>624.36</b>	<b>637.39</b>	<b>-2.04%</b>
<b>EBITDA Margin</b>	<b>20.68%</b>	<b>25.61%</b>		<b>26.34%</b>	<b>27.27%</b>	
Depreciation	11.14	10.78		45.57	42.00	
<b>EBIT</b>	<b>87.49</b>	<b>190.38</b>	<b>-54.04%</b>	<b>578.79</b>	<b>595.39</b>	<b>-2.79%</b>
<b>EBIT Margin</b>	<b>18.35%</b>	<b>24.24%</b>		<b>24.41%</b>	<b>25.47%</b>	
Finance Cost	2.53	7.15		11.97	17.10	
<b>Profit before Tax</b>	<b>84.96</b>	<b>183.23</b>	<b>-53.63%</b>	<b>566.82</b>	<b>578.29</b>	<b>-1.98%</b>
<b>PBT Margin</b>	<b>17.82%</b>	<b>23.33%</b>		<b>23.91%</b>	<b>24.74%</b>	
Tax	29.75	52.38		161.14	160.39	
<b>Profit after Tax</b>	<b>55.21</b>	<b>130.85</b>	<b>-57.81%</b>	<b>405.68</b>	<b>417.90</b>	<b>-2.92%</b>
<b>PAT Margin (%)</b>	<b>11.58%</b>	<b>16.66%</b>		<b>17.11%</b>	<b>17.88%</b>	
<b>EPS (in Rs.)</b>	<b>14.63</b>	<b>33.56</b>		<b>100.47</b>	<b>113.71</b>	

# Consolidated Balance Sheet Statement

ASSETS (Rs. Crs.)	Mar-23	Mar-22
<b>(1) NON-CURRENT ASSETS</b>		
(a) Property, plant & equipment	775.28	676.15
(b) Capital work-in-progress	113.23	140.94
(c) Right of use assets		
(d) Financial Assets		
(i) Investments	5.22	5.02
(ii) Loans	-	-
(iii) Other Financial Assets	6.15	6.08
(e) Deferred Tax Asset	-	-
(f) Other Non - current assets	30.10	9.98
<b>Sub Total (A)</b>	<b>929.98</b>	<b>838.17</b>
<b>(2) CURRENT ASSETS</b>		
(a) Inventories	302.81	222.36
(b) Financial Assets		
(i) Investments	72.65	-
(ii) Trade receivables	377.81	588.14
(iii) Cash and cash equivalents	147.76	33.13
(iv) Bank Balances other than (iii) above	88.57	18.43
(v) Other Financial Assets	0.50	0.04
(c) Current tax assets (net)	-	-
(d) Other current assets	42.73	44.99
<b>Sub Total (B)</b>	<b>1,032.83</b>	<b>907.09</b>
<b>Total Assets (A+B)</b>	<b>1,962.81</b>	<b>1,745.26</b>

EQUITY AND LIABILITIES (Rs. Crs.)	Mar-23	Mar-22
<b>EQUITY</b>		
(a) Equity Share capital	6.48	6.48
(b) Other equity	1,547.75	1,243.37
Non controlling interest	143.93	65.01
<b>Sub Total (C)</b>	<b>1,698.16</b>	<b>1,314.86</b>
<b>LIABILITIES</b>		
(1) Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	30.30	57.57
(ii) Lease Liabilities	-	-
(iii) Trade Payables	-	-
(iv) Other Financial Liabilities excl. provisions	1.00	0.93
(b) Provisions	1.83	0.66
(c) Deferred Tax Liabilities (Net)	81.21	67.75
(d) Other Non-Current Liabilities	0.97	2.76
<b>Sub Total (D)</b>	<b>115.31</b>	<b>129.67</b>
(2) Current Liabilities		
(a) Financial liabilities		
(i) Borrowings	27.27	43.06
(ii) Lease Liabilities	-	-
(iii) Trade Payables	62.25	180.88
(iv) Other Financial Liabilities	48.02	63.05
(b) Other current liabilities	5.83	8.29
(c) Provisions	0.32	-
(d) Current Tax Liabilities (Net)	5.65	5.45
<b>Sub Total (E)</b>	<b>149.34</b>	<b>300.73</b>
<b>Total Equity &amp; Liabilities (C+D+E)</b>	<b>1,962.81</b>	<b>1,745.26</b>

Cash Flow Statement for twelve months ended (in Rs. Crore)	Mar-23	Mar-22
Profit before Tax	566.82	578.29
Adjustment for Non-Operating Items	52.90	57.35
<b>Operating Profit before Working Capital Changes</b>	<b>619.72</b>	<b>635.64</b>
Changes in Working Capital	-95.31	-285.43
<b>Cash Generated from Operations</b>	<b>524.41</b>	<b>350.21</b>
Less: Direct Taxes paid	-142.23	-130.64
<b>Net Cash from Operating Activities</b>	<b>382.18</b>	<b>219.57</b>
<b>Cash Flow from Investing Activities</b>	<b>-186.31</b>	<b>-147.26</b>
<b>Cash Flow from Financing Activities</b>	<b>-81.23</b>	<b>-56.51</b>
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>114.64</b>	<b>15.80</b>
Add: Cash and cash equivalents as at 1st April	33.13	17.33
Add: Net effect of exchange gain on cash and cash equivalents	-	-
<b>Cash and cash equivalents as at 31st March</b>	<b>147.76</b>	<b>33.13</b>

# Standalone Statement of Profit & Loss

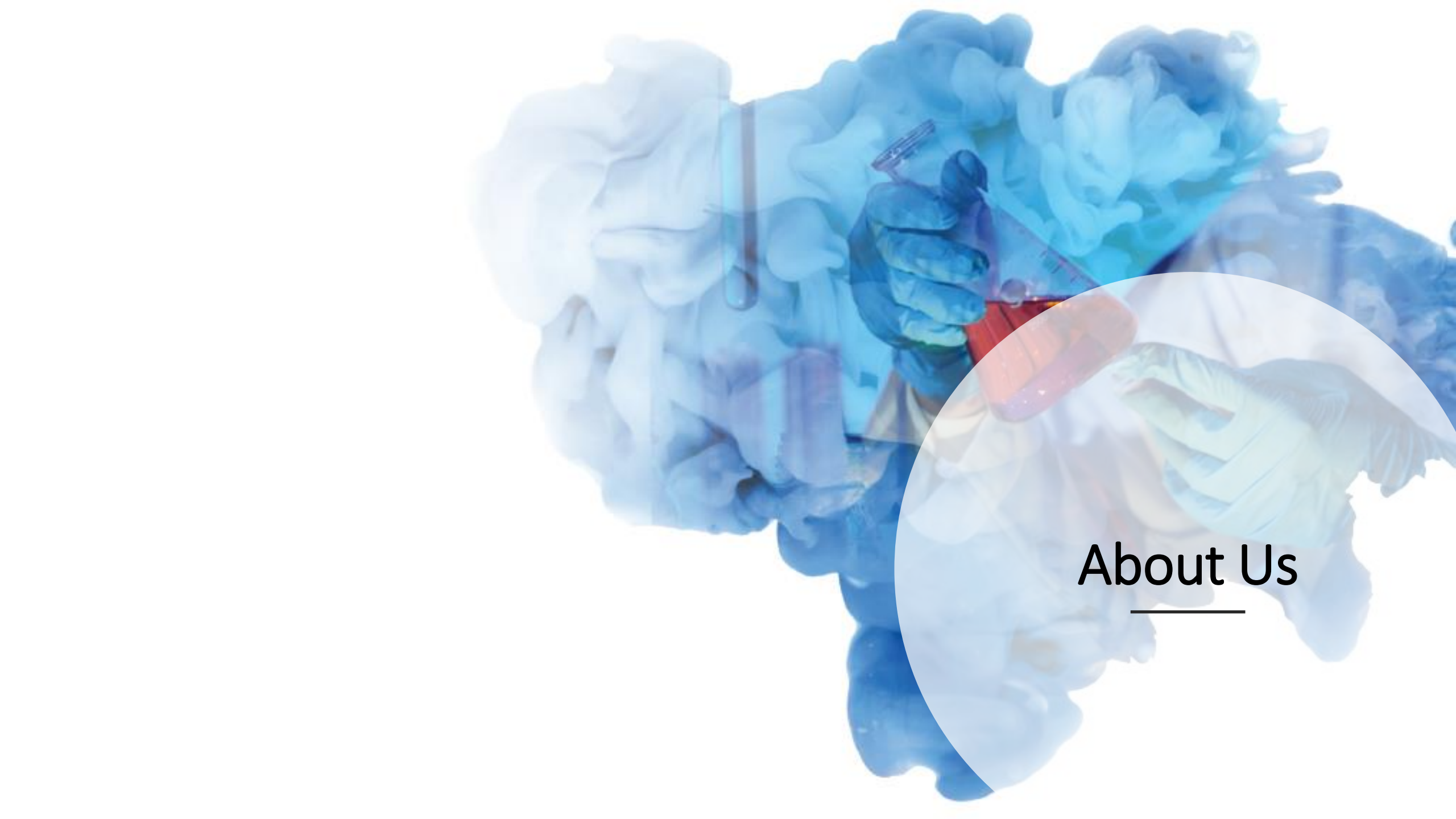
Particulars (in Rs. Crore)	Q4FY23	Q4FY22	Y-o-Y	FY23	FY22	Y-o-Y
<b>Total Revenue</b>	<b>350.94</b>	<b>625.59</b>	<b>-43.90%</b>	<b>1,736.04</b>	<b>1,939.06</b>	<b>-10.47%</b>
Raw Material	201.73	369.43		1,005.11	1,073.06	
Employee expense	16.61	33.31		80.19	93.48	
Other expenses	73.29	91.82		311.37	313.17	
<b>EBITDA</b>	<b>59.31</b>	<b>131.03</b>	<b>-54.74%</b>	<b>339.37</b>	<b>459.35</b>	<b>-26.12%</b>
<b>EBITDA Margin</b>	<b>16.90%</b>	<b>20.95%</b>		<b>19.55%</b>	<b>23.69%</b>	
Depreciation	7.83	7.28		31.26	29.17	
<b>EBIT</b>	<b>51.48</b>	<b>123.75</b>	<b>-58.40%</b>	<b>308.11</b>	<b>430.18</b>	<b>-28.38%</b>
<b>EBIT Margin</b>	<b>14.67%</b>	<b>19.78%</b>		<b>17.75%</b>	<b>22.18%</b>	
Finance Cost	0.49	2.75		2.73	7.04	
<b>Profit before Tax</b>	<b>51.00</b>	<b>120.99</b>	<b>-57.85%</b>	<b>305.37</b>	<b>423.14</b>	<b>-27.83%</b>
<b>PBT Margin</b>	<b>14.53%</b>	<b>19.34%</b>		<b>17.59%</b>	<b>21.82%</b>	
Tax	13.27	39.31		77.83	115.20	
<b>Profit after Tax</b>	<b>37.73</b>	<b>81.68</b>	<b>-53.81%</b>	<b>227.54</b>	<b>307.94</b>	<b>-26.11%</b>
<b>PAT Margin (%)</b>	<b>10.75%</b>	<b>13.06%</b>		<b>13.11%</b>	<b>15.88%</b>	
<b>EPS (in Rs.)</b>	<b>11.59</b>	<b>25.21</b>		<b>70.18</b>	<b>95.04</b>	

# Standalone Balance Sheet Statement

ASSETS (Rs. Crs.)	Mar- 23	Mar-22
<b>(1) NON-CURRENT ASSETS</b>		
(a) Property, plant & equipment	599.20	490.01
(b) Capital work-in-progress	73.74	140.93
(c) Financial Assets	5.22	5.02
(i) Investments	66.00	66.00
(ii) Loans	-	66.00
(iii) Other Financial Assets	4.44	4.18
(d) Deferred Tax Asset	-	-
(e) Other Non - current assets	28.65	9.87
<b>Sub Total (A)</b>	<b>777.25</b>	<b>782.01</b>
<b>(2) CURRENT ASSETS</b>		
Inventories	267.23	202.63
(b) Financial Assets		
(i) Investments	62.32	-
(ii) Trade receivables	260.29	436.13
(iii) Cash and cash equivalents	90.67	29.71
(iv) Bank Balances other than (iii) above	70.45	18.41
(v) Other Financial Assets	0.46	-
(c) Current tax assets (net)	1.54	-
(d) Other current assets	21.10	15.58
<b>Sub Total (B)</b>	<b>774.06</b>	<b>702.46</b>
<b>Total Assets (A+B)</b>	<b>1,551.31</b>	<b>1,484.47</b>

EQUITY AND LIABILITIES (Rs. Crs.)	Mar- 23	Mar-22
<b>EQUITY</b>		
(a) Equity Share capital	6.48	6.48
(b) Other equity	1,393.85	1,185.91
<b>Sub Total (C)</b>	<b>1,400.33</b>	<b>1,192.39</b>
<b>LIABILITIES</b>		
(1) Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	-	-
(ii) Trade Payables	-	-
(iii) Other Financial Liabilities excl. provisions	1.00	0.93
(b) Provisions	1.81	0.65
(c) Deferred Tax Liabilities (Net)	58.90	52.62
(d) Other Non-Current Liabilities	0.97	0.98
<b>Sub Total (D)</b>	<b>62.68</b>	<b>55.18</b>
(2) Current Liabilities		
(a) Financial liabilities		
(i) Borrowings	-	-
(ii) Trade Payables	36.02	167.27
(iii) Other Financial Liabilities	46.30	61.68
(b) Other current liabilities	5.73	4.76
(c) Provisions	0.25	-
(d) Current Tax Liabilities (Net)	-	3.19
<b>Sub Total (E)</b>	<b>88.30</b>	<b>236.90</b>
<b>Total Equity &amp; Liabilities (C+D+E)</b>	<b>1,551.31</b>	<b>1,484.47</b>

Cash Flow Statement for twelve months ended (in Rs. Crore)	Mar-23	Mar-22
Profit before Tax	305.37	423.14
Adjustment for Non-Operating Items	29.93	29.16
<b>Operating Profit before Working Capital Changes</b>	<b>335.30</b>	<b>452.30</b>
Changes in Working Capital	-48.30	-170.44
<b>Cash Generated from Operations</b>	<b>287.00</b>	<b>281.86</b>
Less: Direct Taxes paid	-71.50	-106.00
<b>Net Cash from Operating Activities</b>	<b>215.50</b>	<b>175.86</b>
<b>Cash Flow from Investing Activities</b>	<b>-132.37</b>	<b>-141.51</b>
<b>Cash Flow from Financing Activities</b>	<b>-22.18</b>	<b>-20.00</b>
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>60.95</b>	<b>14.35</b>
Add: Cash and cash equivalents as at 1st April	29.72	15.37
Add: Net effect of exchange gain on cash and cash equivalents	-	-
<b>Cash and cash equivalents as at 31st March</b>	<b>90.67</b>	<b>29.72</b>



About Us

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# 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

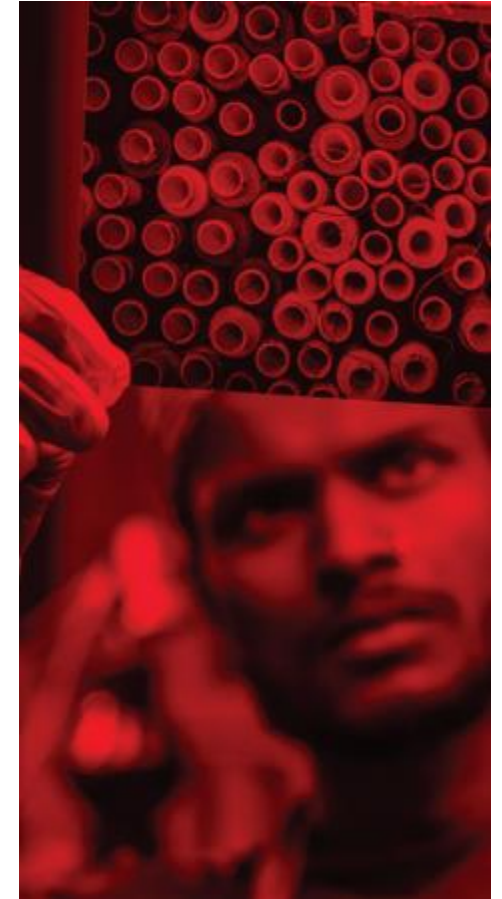
**Only  
Company** to  
develop an Indigenous  
Technology to  
manufacture Amines

**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

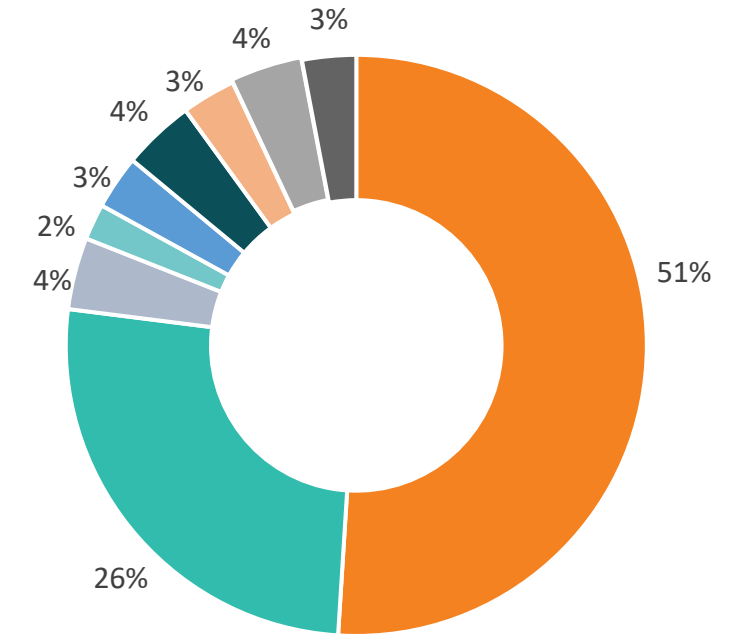
**Strong Global presence  
INDIAN  
MULTINATIONAL**



# 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 fastest growing segment</li> <li>Within specialty chemicals, is the single-largest product 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> </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>Solvents across industries like pharmaceuticals, petrochemicals, dyes, Agro and paint industries</li> </ul>

Amines



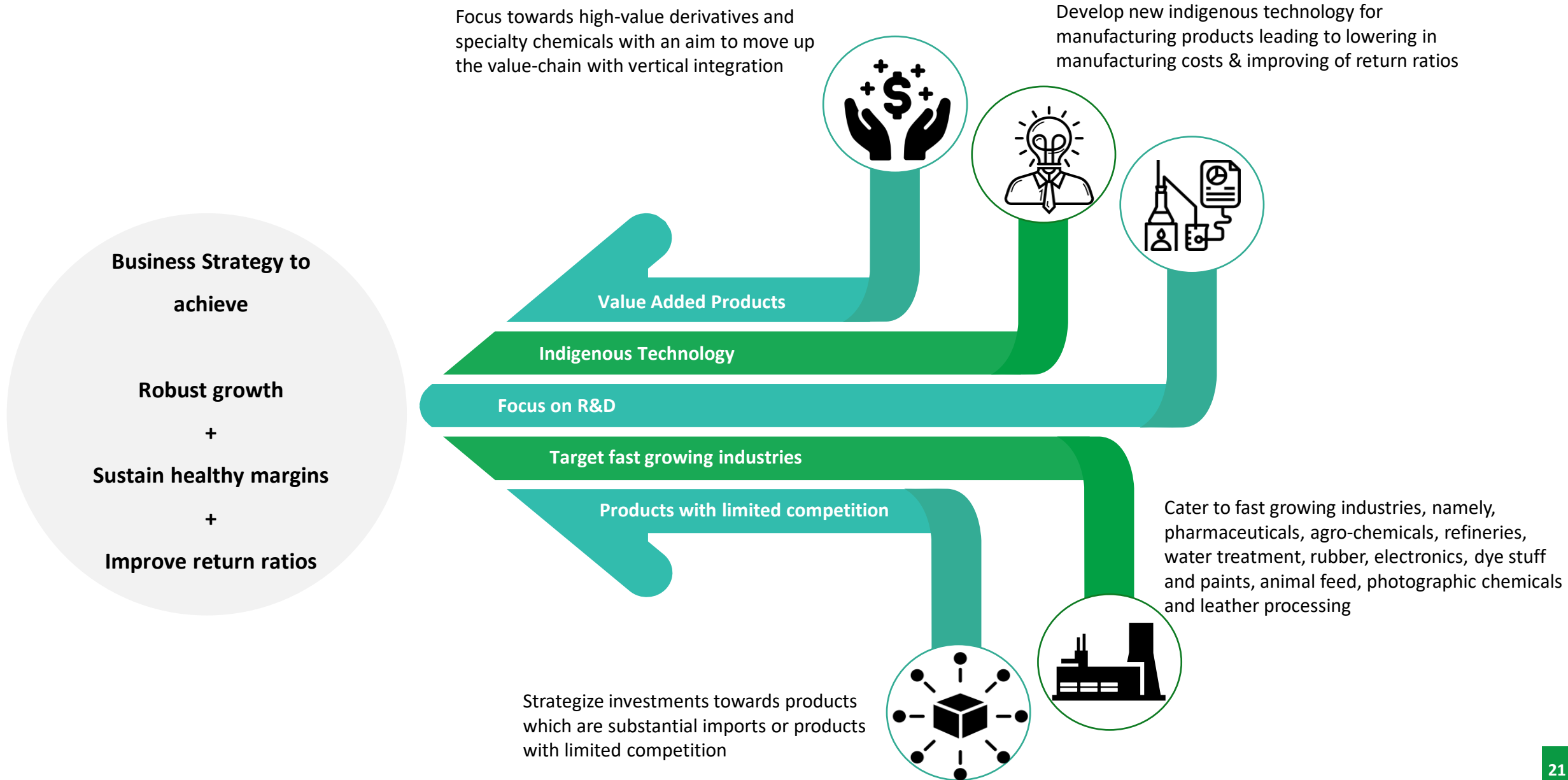
Amine Derivatives



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	30,000	Pharma, Agro, Polymers, Petro, Dyes, Paints
Acetonitrile	9,000	15,000	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
Di Methyl Ether (DME)	-	1,00,000	Replacement of LPG
N-Butylamine	-	15,000	Pharma, Agro
<b>Total</b>	<b>2,31,000</b>	<b>2,07,500</b>	

## Balaji Speciality Chemicals

Product	Licensed Capacity	Application Areas
Ethylenediamine	37,350	Pesticides, Polymers
Piprazine	4,050	Pharma, Oilfield
Diethyltri-amine	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
- Qutar
- Slovenia
- Kuwait

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



# 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

# 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**



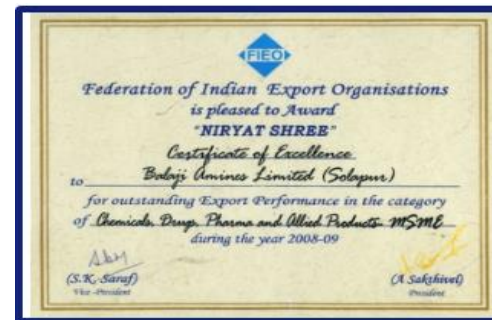
**Mahatma Award for Sustainable and  
Responsible Business Practice from  
Aditya Birla Group 1st October, 2022**



**WHO GMP  
Certificate**



**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



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



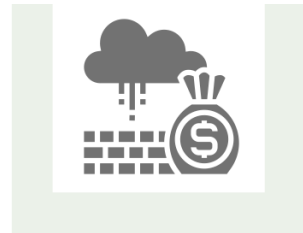
Niche product offering with high lead time in customer approvals



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 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



## 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



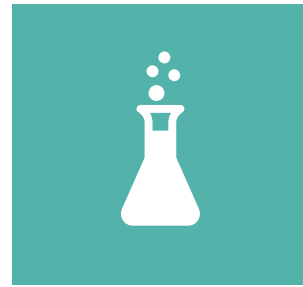
## Project Accorded Mega Project Status

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 expansion** will involve capex for a new products N-Butylamines, Methylamine, Di Methyl Ether, Acetonitrile & DMF is subject to government approval/Permission/ Environment Clearance



## Project Capex

**Project cost of Rs. 250 Crore** of Phase-1 was funded entirely by Internal Accruals. **Phase-2 expansion would involve capex of Rs. 300-350 crore to be incurred over FY23 and FY24**. This will be funded mostly by internal accruals



## Product Profile

Di Methyl Ether plant and New Acetonitrile plant. The production for all products under Phase-2 expansion will commence between mid FY24 till end of FY25



## Indigenous Technology

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



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

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



## High Demand for Products

**The demand of Ethylamines has increased in India. High demand** exists for **DMC** which is currently fully met by imports. **Exports opportunity for both products also exists.** Demand for Acetonitrile is expected to remain elevated, as it has emerged as preferred solvent

01

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 currently imported. Thus, BSCPL would be the sole manufacturer of these products in India

02

Undertook capex of about Rs. 250 crore; loan contribution of Rs. 150 crore. Expected revenue at Peak utilization around Rs. 475 - 500 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 and DETA

06

Gradual ramp up in production expected leading to peak utilization levels in 2023



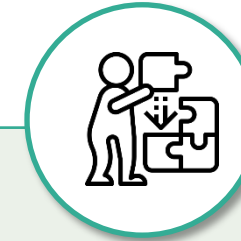
## New Products

Identification of new products and development of latest process technologies



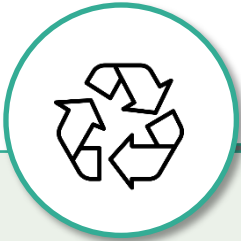
## Optimization

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





**Hotel Division**

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- 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 – Operating Matrix

**129** Rooms

Constitutes  
**1.52%** of  
Total Revenue

Negligible Routine  
Capex incurred

RS. **3,925**  
ARR



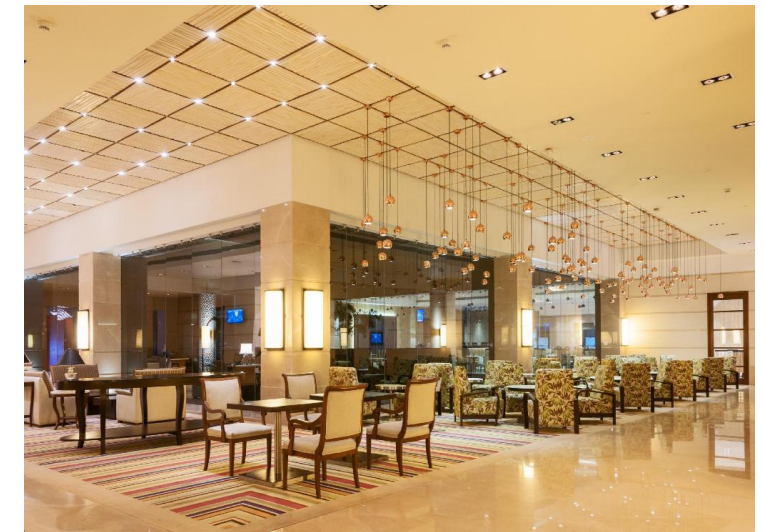
**69%** Occupancy  
Rate



RS. **2,713**  
RevPAR

*Renowned Five Star Hotel In the City of Solapur*

For FY23



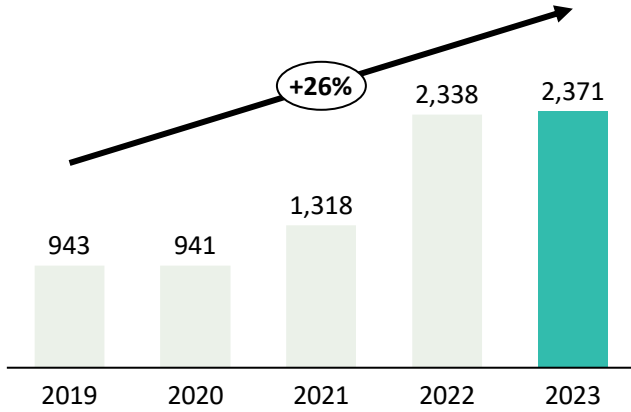
ARR : Average Room Revenue  
RevPAR: Revenue per Available Room



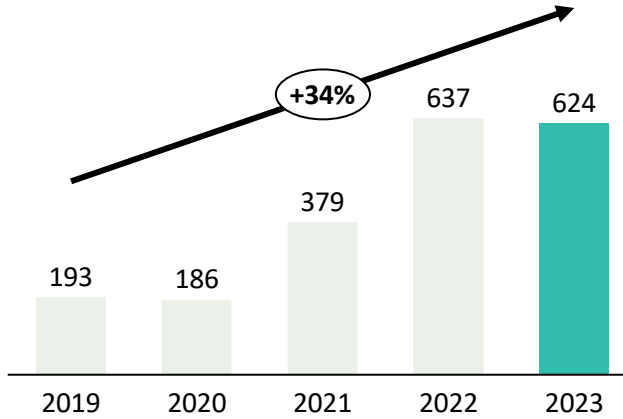
# Financial Performance

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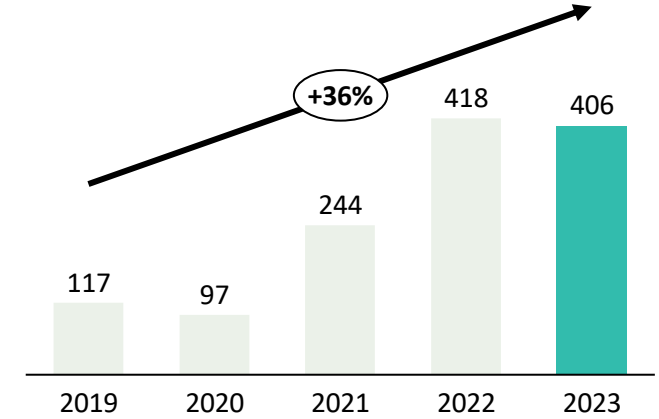
### Revenue (Rs. Crs.)



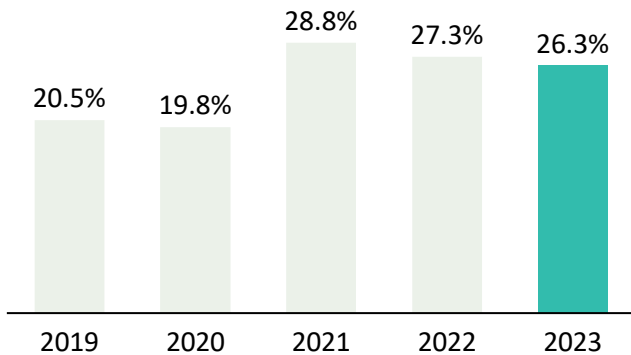
### EBITDA (Rs. Crs.)



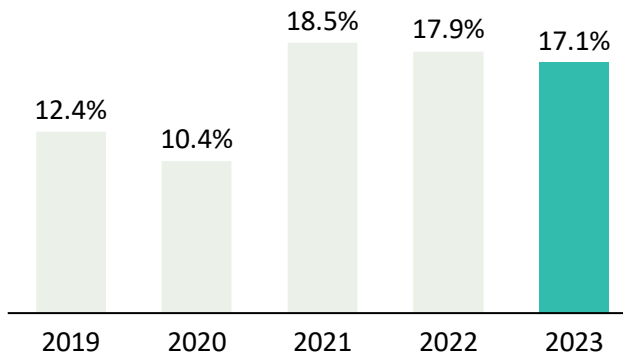
### PAT (Rs. Crs.)



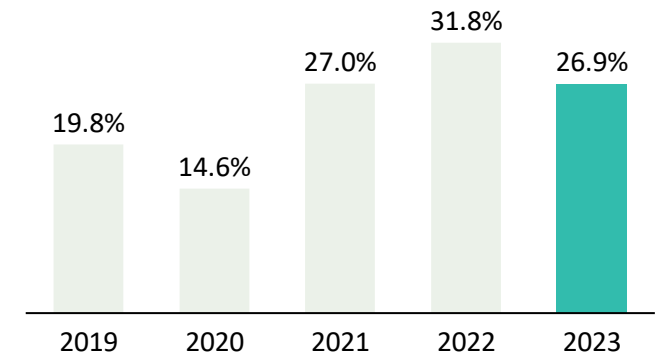
### EBITDA Margin (%)



### PAT Margin (%)



### RoE (%)



# Strong Core ROCE Profile

Particulars (Rs. Crs.)	FY20	FY22	FY23
Consolidated Debt	259.57	100.64	57.57
Consolidated Networth	668.37	1,314.86	1,698.16
<b>Total Capital Employed</b>	<b>927.94</b>	<b>1,415.50</b>	<b>1,755.73</b>
Less: Investment in Hotel Balaji Sarovar & CFL Lamps	133.32	131.75	119.44
Add: Loss in Hotel Balaji Sarovar & CFL Lamps	46.64	66.21	61.16
Less: Investments/Loan in Balaji Speciality	112.35	-	
Less: Investments in Greenfield project (Unit 4) & Power Plant in Unit 3	69.14	145.54	95.87
<b>Core Chemical Business Capital Employed (A)</b>	<b>659.77</b>	<b>1,204.42</b>	<b>1,601.58</b>
EBIT on Consolidated Basis	154.14	595.39	578.79
Add: EBIT Loss Specific to Hotel Balaji Sarovar & CFL Lamps	1.93	-0.87	-4.37
<b>Core Chemical Business EBIT (B)</b>	<b>156.07</b>	<b>594.52</b>	<b>574.42</b>
<b>ROCE for Core Chemical Business (B/A)</b>	<b>23.66%</b>	<b>49.36%</b>	<b>35.87%</b>
<b>ROCE at Consolidated Entity Level</b>	<b>16.61%</b>	<b>42.06%</b>	<b>32.97%</b>

- For FY20, investments made to the tune of Rs. 112.35 crore in subsidiary company of Balaji Amines not considered, as the volume offtake was very limited
- For FY21, investments made to the tune of Rs. 155.57 crore for new Ethylamines plant is not considered, as the operations has just commenced in the month of May 2021
- For FY22, investments made to the tune of Rs. 145.54 crore for DMC plant and Unit 3's power plant is not considered, as the operations are expected to commence in Q1FY23
- Core Chemical Business RoCE is significantly higher, depicting the inherent strength of the business and capabilities developed in product manufacturing
- Capex in Greenfield project (Unit 4) to start substantially contributing to Revenues and profitability from FY23 onwards

# Consistent Dividend Payout



Particulars (Rs. per share)	FY19	FY20	FY21	FY22	FY23
Consolidated Book Value	182.71	206.28	280.83	405.81	524.11
Consolidated EPS	36.27	32.34	73.52	113.71	110.47
Dividend	2.80	3.20	4.00	6.00	10.00



# Moving towards Growth Prospects

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## Capex Phase - 2

Capex for Phase 2 of Greenfield  
Capex to be completed till FY25

## Increased capacity utilization & capacity additions of Phase – 1 capex

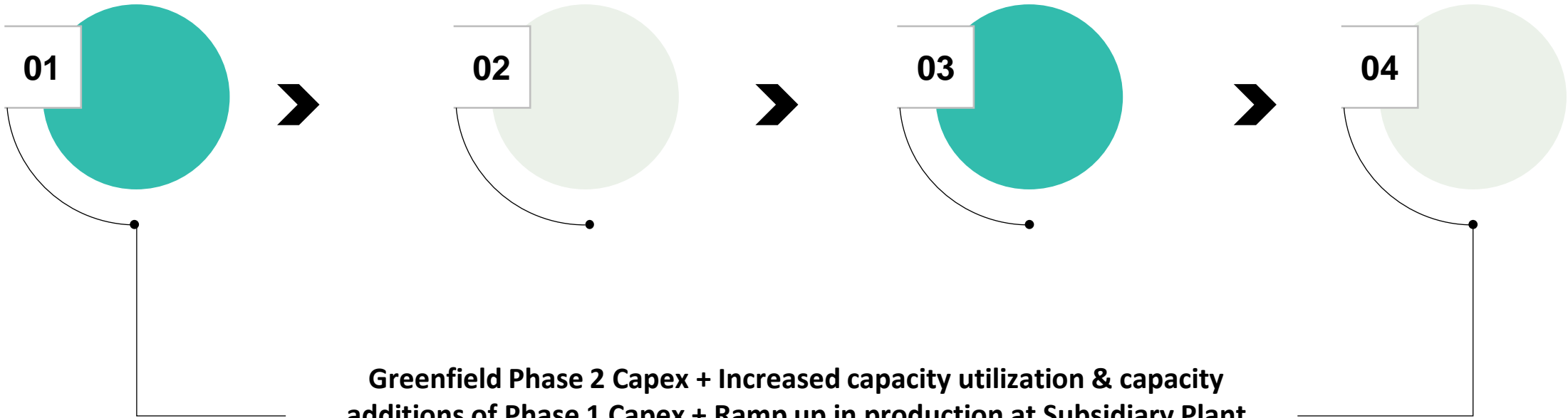
Higher capacity utilization of new Ethylamines plant as well as capacity additions on account of DMC and PG

## Ramp up in production at Subsidiary Plant

Ramp up in manufacturing of Ethylene Diamine, Piperazine and Diethylenetriamine in Balaji Speciality Chemicals to provide strong boost to volume offtake

## 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



**Greenfield Phase 2 Capex + Increased capacity utilization & capacity additions of Phase 1 Capex + Ramp up in production 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) Jan 2023



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



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



Constructed Ladies And Gents Toile Block At Innovative School Ankoli Tal Mohol Dist Solapur Dt 03.09.2022



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



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



Distribution  
Of Ro Plant  
To Ganesh  
Naik Primary  
School,  
Solapur Nov  
2022



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

# Thank You

For further information, please contact:

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Email - [cs@balajiamines.com](mailto:cs@balajiamines.com)

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