



## ***INVESTOR PRESENTATION***



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# Business Overview and Future Outlook

## OUR CUSTOMER SPREADS ALL OVER THE WORLD



◦ U K ◦ USA ◦  
◦ KLAIPEDA ◦ ARGENTINA ◦ LATIN AMERICA ◦ CANADA ◦ ISRAEL ◦  
◦ PAKISTAN ◦ BANGLADESH ◦ OMAN ◦ GERMANY ◦ ITALY ◦ EGYPT ◦  
◦ SOUTH AFRICA ◦ KOREA ◦ TAIWAN ◦ SPAIN ◦ FRANCE ◦ THE NETHERLANDS ◦  
◦ BELGIUM ◦ NORWAY ◦ POLAND ◦ UKRAINE ◦ MEXICO ◦ BRAZIL ◦  
◦ AUSTRALIA ◦ CHINA ◦ TURKEY ◦ FINLAND ◦ INDONESIA ◦  
◦ JAPAN ◦ SWITZERLAND ◦ SRI LANKA ◦ RUSSIA ◦  
◦ MALAYSIA ◦ SINGAPORE ◦ BAHRAIN ◦ JORDAN ◦  
◦ GAUTEMALA ◦ COLOMBIA ◦ COSTA RICA ◦  
◦ THAILAND ◦ PUERTO RICO ◦ PERU ◦  
◦ VENEZUELA ◦ PHILIPHINES ◦

## Business Overview and Future Outlook

Balaji Amines Ltd., INDIA, an ISO 9001: 2015 certified company, specialised in manufacturing Methylamines, Ethylamines, Derivatives of Specialty Chemicals. These have been the main products, we also have facilities for the manufacture of derivatives, which are Key Raw materials for various Pharma /Pesticide industries apart from user specific requirements.

BAL, one of the leading manufacturers of Aliphatic Amines in India was set up in the year 1988 to cater to the growing requirements of value based Specialty Chemicals. BAL commenced manufacture of Methyl Amines in the year 1989 and subsequently added facilities for manufacture of Ethyl Amines and other derivatives of Methyl Amines and Ethyl Amines.

BAL has been consistently adding capacities and fine tuning processes to provide quality products at lowest cost to the customers. World over, Amines Manufacturing technology is a closely guarded process with only a few handful companies having access to such technology.

# Business Overview and Future Outlook

BAL for the first time in India tested on an indigenously developed technology and developed it further over a period of time.

Today, BAL's products are accepted in international markets and have gained the distinct export quality status, which makes it one of the few companies in India having the potential to match the stringent international quality standards for which we have been awarded ISO-9001: 2015 Certification apart from appreciation and continuous patronage from global majors for our product range.

The plants are fully equipped with latest technology like Distributed Control Systems(DCS) which facilitates the control of all operations from the control room on PC in addition, BAL possesses an excellent R&D facilities Pilot plants and state of the art laboratory facilities, which helps in conducting basic research and also to fine tune the process.



# Business Overview and Future Outlook

## BAL'S PRODUCT RANGE COMPRISES

### AMINES

- ❖ Mono Methyl Amine (MMA)
- ❖ Di-Methyl Amine (DMA)
- ❖ Tri-Methyl Amine (TMA)
- ❖ Mono-Ethyl Amine (MEA)
- ❖ Di-Ethyl Amine (DEA)
- ❖ Tri-Ethyl Amine (TEA)
- ❖ Di-Methyl Amino Ethanol (DMAE)
- ❖ Di-Ethyl Amino Ethanol (DEAE)

### DERIVATIVES

- ❖ Di-Methyl Acetamide (DMAC)
- ❖ Di-Methyl Amine Hydrochloride (DMA HCL)
- ❖ Tri-Methyl Amine Hydrochloride (TMA HCL)
- ❖ Mono-Methyl Amine Hydrochloride (MMA HCL)
- ❖ Di-Ethyl Amine Hydrochloride (DEA HCL)
- ❖ Tri-Ethyl Amine Hydrochloride (TEA HCL)
- ❖ Mono-Ethyl Amine Hydrochloride (MEA HCL)
- ❖ Benzyl Tri Ethyl Ammonium Chloride (BTEAC)
- ❖ Di-Methyl Urea (DMU)
- ❖ Choline Chloride

### SPECIALITY CHEMICALS

- ❖ N-Methyl-2-Pyrrolidone (NMP)
- ❖ N-Ethyl-2-Pyrrolidone (NEP)
- ❖ Gamma Butyrolactone
- ❖ 2-Pyrrolidone (2-P)
- ❖ Morpholine
- ❖ Dimethylformamide
- ❖ Acetonitrile

### PHARMA EXCIPIENTS

#### ❖ Pharmapure Povidone®

(PVP K-30 & PVP K-25)  
IP/BP/JP/EP/USP Grade

# BALAJI SPECIALITY CHEMICALS PVT LTD

Balaji Speciality Chemicals Pvt Ltd (BSCPL) was incorporated in the year 2010 and involved in various R&D activities in developing processes for some of the Specialty chemicals. BSCPL became subsidiary of Balaji Amines Limited in 2018 by virtue of Investment of 55% Stake in the equity. BSCPL has manufacturing facilities at MIDC, Chincholi, Solapur for manufacture of unique products which are import substitutes and first time being manufactured in India :

- Ethylenediamine (EDA), Capacity 22000 MT/Year
- Piperazine (Anhydrous), Capacity 3500 MT/Year
- Diethylenetriamine (DETA), Capacity 3500 MT/Year
- Aminoethylpiperazine (AEP), Capacity 1000 MT/Year

As per market data, last year India had Imported around 39000 MT EDA, 5000 MT Piperazine and 4000 MT DETA. The Company's installed capacity is 30000 TPA and expected to start its production activities in FY 2019-20. The Company has got status of "Mega Project" by the Government of Maharashtra.

# RESEARCH & DEVELOPMENTS

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BAL has in-house R&D centre recognised by the Department of Science and Technology, Government of India.

BAL has been carrying out continuous Research and Development in the following areas recently:

- Identification of new products and development of latest process technologies are continuously worked on.
- Continuous improvement of processes and fine tuning of process parameters to optimize utilization of energy, utilities & raw materials consumption and alternate routes are being looked at.
- Backward and forward integration of products to improve value chain and better utilization of all the resources.



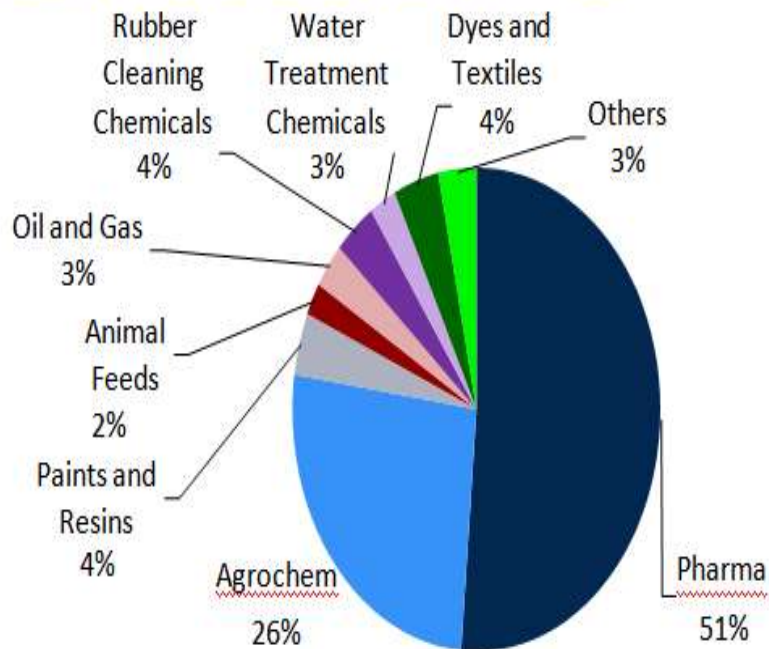
## RESEARCH & DEVELOPMENTS

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- Adoption of advanced technologies in recovering waste heat, waste water has resulted in minimizing the impact on environment and concentration of core principle of Reduce, Reuse and Recycle of all the resources.
- For sustainable usage of natural resources, the Company has initiated various models in reducing, reusing and recycling of various natural resources.
- Has initiated to use Renewable energy at every opportunity like, Wind mills, Solar power and Waterless Cooling systems etc.,

# Market Leadership

## Industry Wise Revenue Break Up



- Methyl Amines & Derivatives : Market Share of > 60% in India
- Di-Methyl Amine Hydrochloride (DMA-HCL) : nearly 60 to 70% of the global market share
- The only manufacturer in India of NMP, NEP, Morpholine, 2-P, GBL, PVPK, DMF
- Most of our product selections are import substitutes

BAL caters to the industries which are considered to be important for growth of the economy, it includes :

Active Pharmaceuticals Ingredients (APIs)

Agro –chemicals and pesticide formulations

Refineries

Water treatment chemicals

Rubber Chemicals

Electronics sector

Leather processing chemicals

Photographic chemicals

Dye stuff and paints industries

Animal Feed, Pharma Excipients



All above segments are growing at faster pace and this gives immense opportunity for the company to leverage in these segments.

# Key Milestones

## FY - 88

- Inception of Balaji Amines Limited to manufacturing Methyl Amines and Later added Ethyl Amines to the range

## FY - 91

- First Plant Commissioned for Manufacturing Aliphatic Amines at Tamalwadi, Solapur (Unit I)

## FY - 92

- Developed its own in-house R&D center to manufacture few of the derivatives of Ethyl Amines, Methyl Amines and Speciality chemicals

## FY - 95

- Started Manufacturing Dimethyl Amine Hydrochloride (DMA-HCL) which is used for the diabetic drug like Metformin, Tramadol etc.
- BAL got listed on The Bombay Stock Exchange through IPO at a Premium

## FY - 2000

- BAL added derivatives of Ethyl Amines, Methyl Amines to its product range which included MMU, DMU, DMAE, DEAE, CC, TMAHCL and DEAHCL

# Key Milestones

## FY - 01

- BAL became ISO 9001 certified Company

## FY - 03

- Second Expansion of DMAHCL Plant at Unit II
- Increased the Manufacturing capacity of Mythyl Amines

## FY - 05

- Developed few more Speciality products like NMP, Morpholine at in-house R&D center

## FY - 06

- Became first and sole manufacturer of GBL, NMP, Morpholine in India
- Started Balaji Foundation for social work

## FY - 09

- Commissioned with an increased manufacturing capacity for the Unit III at MIDC, Chincholi, Solapur
- BAL got certification of “Recognized in-house R&D center by Ministry of Science & Technology

# Key Milestones

## FY - 10

- Started PVP-K30 (Polyvinyl Pyrrolidone) plant
- Started Dimethyl Amino Ethanol (DMAE) plant

## FY - 11

- Started GBL, NMP/2P

## FY - 12

- Expanded Methylamines plant

## FY - 13

- Started Dimethyl Formamide for the First time and Expanded Dimethyl Amine Hydrochloride

## FY - 14

- Started Hotel Division “Balaji Sarovar Premiere”



# Key Milestones

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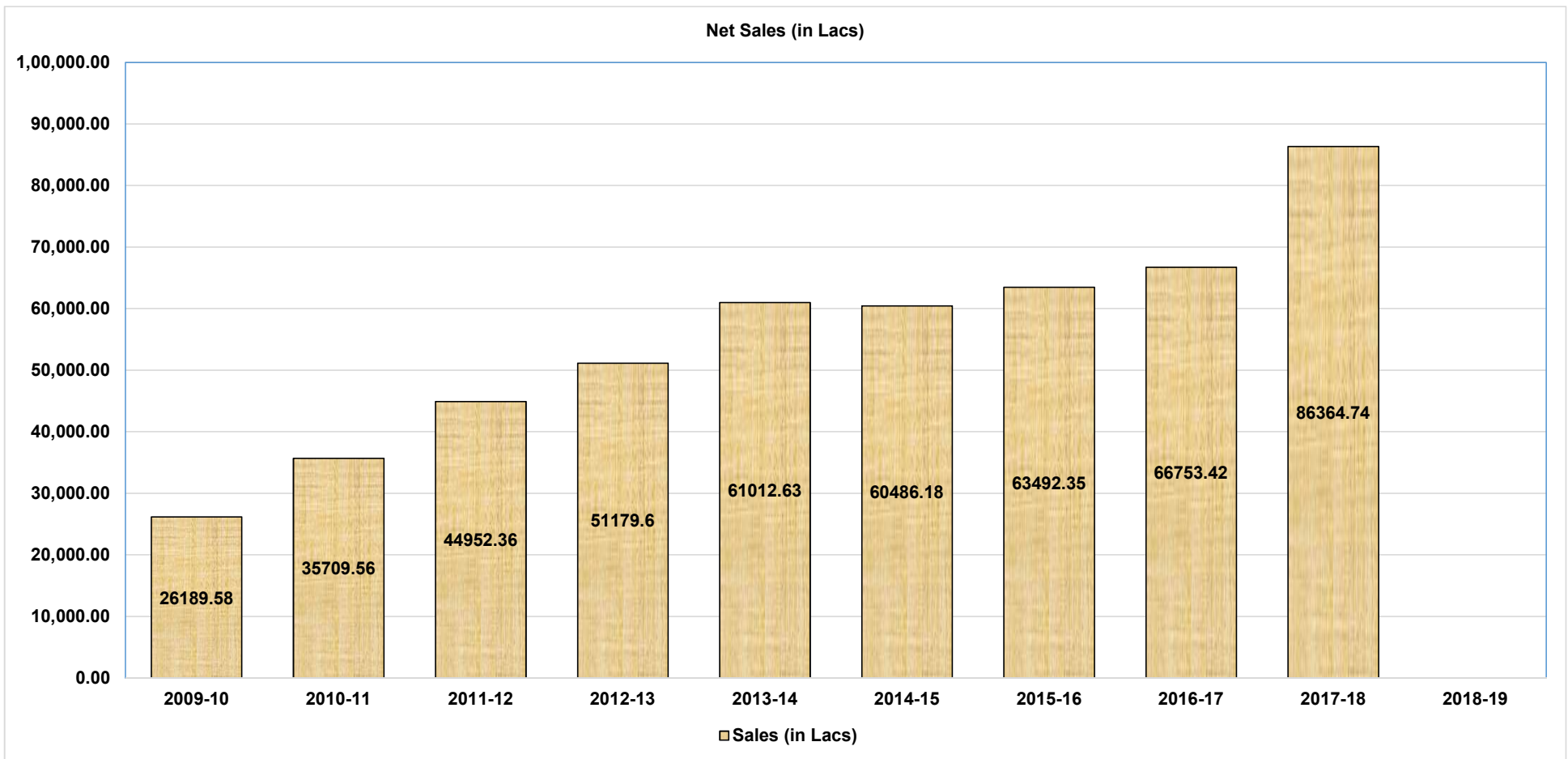
## FY - 18

- Allotment of 90 Acres of Land at MIDC, Chincholi and the Maharashtra state Government has accorded “Mega Project” Status for this new Project
- new plant for manufacture of Morpholine and Acetonitrile is commissioned after successful trial runs and ready to be operational
- BSCPL became Subsidiary of BAL which will start its production activities in 2019-20

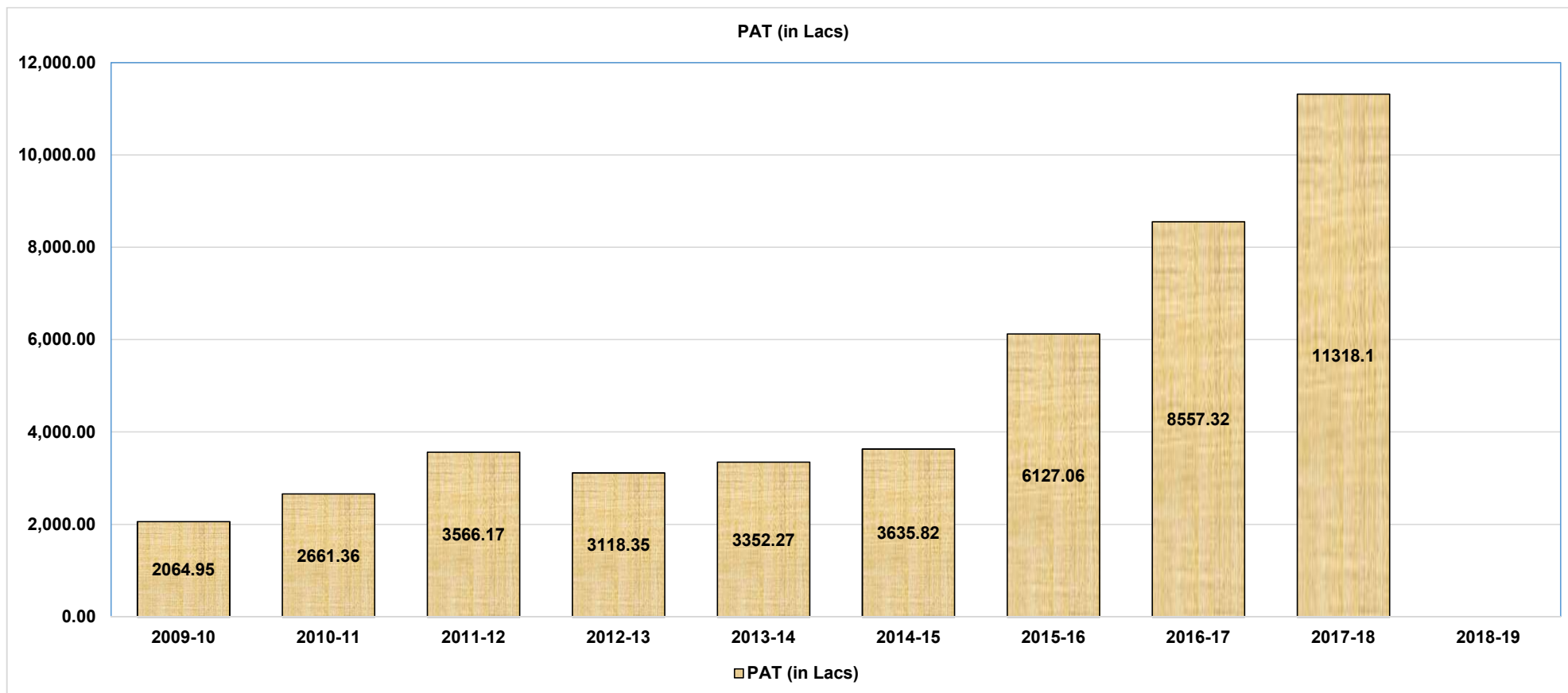
# Standalone Profit & Loss

						(Rs. In Lakhs)	
Sl. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31.12.2018	30.09.2018	31.12.2017	31.12.2018	31.12.2017	31.03.2018
1	Total Income from Operations	24085.81	21787.11	21940.39	71989.10	62288.35	88104.73
2	Net Profit before Tax, Exceptional and/or Extraordinary items	3550.41	3837.26	4498.83	12560.83	12585.71	16523.93
3	Net Profit for the period before tax after Exceptional and/or Extraordinary items	3550.41	4193.25	4558.74	12916.82	12645.62	16583.84
4	Net Profit for the period after tax after Exceptional and/or Extraordinary items	2627.39	3098.07	2808.66	9107.81	8000.50	11318.10
5	Total Comprehensive Income for the period	2627.39	3098.07	2808.66	9107.81	8000.50	11318.10
6	Equity Share Capital	648.02	648.02	648.02	648.02	648.02	648.02
7	Reserves (excluding Revaluation Reserve)	46058.33	46058.33	37078.55	46058.33	37078.55	37078.55
8	Earnings Per Share						
	1. Basic:	8.11	9.56	8.67	28.11	24.69	34.93
	2. Diluted:	8.11	9.56	8.67	28.11	24.69	34.93

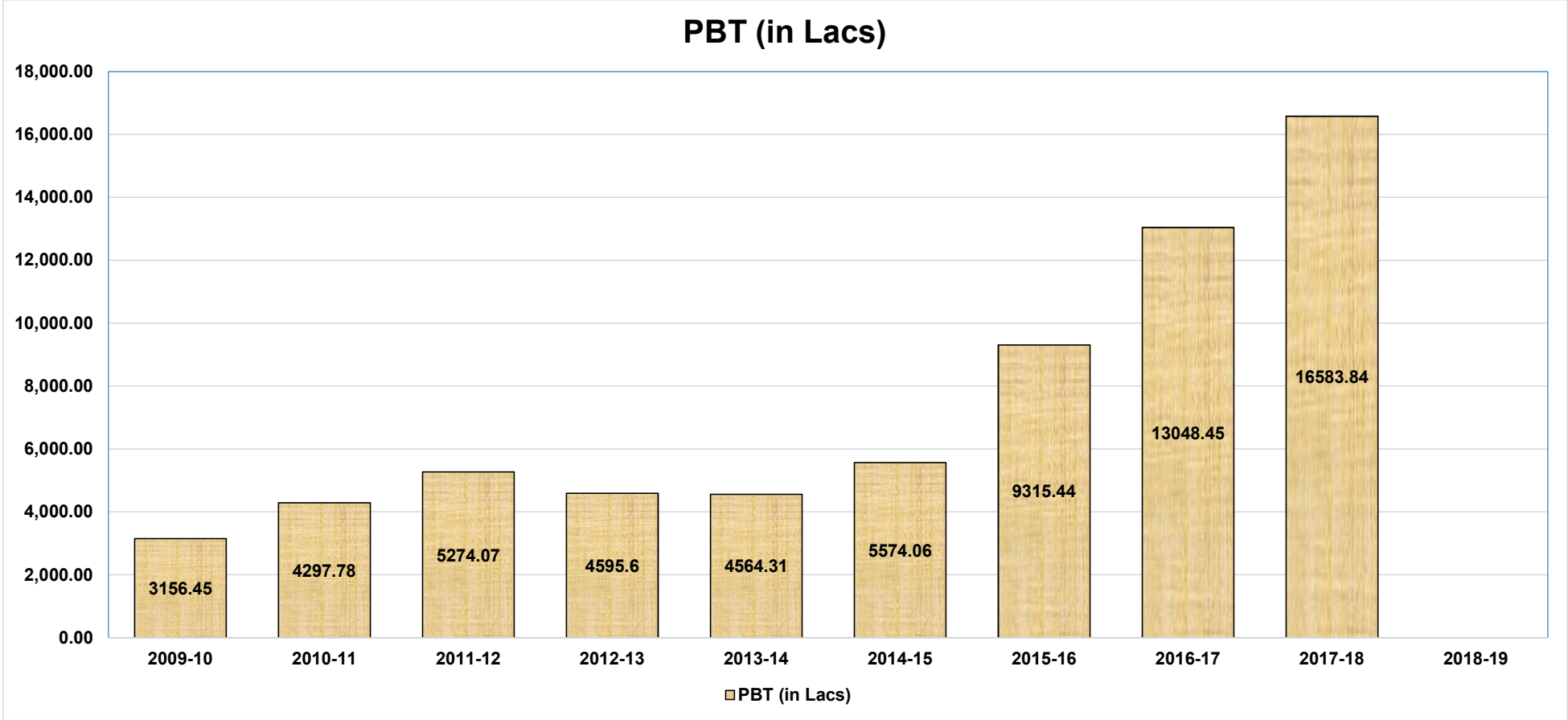
## Key Financial Highlights



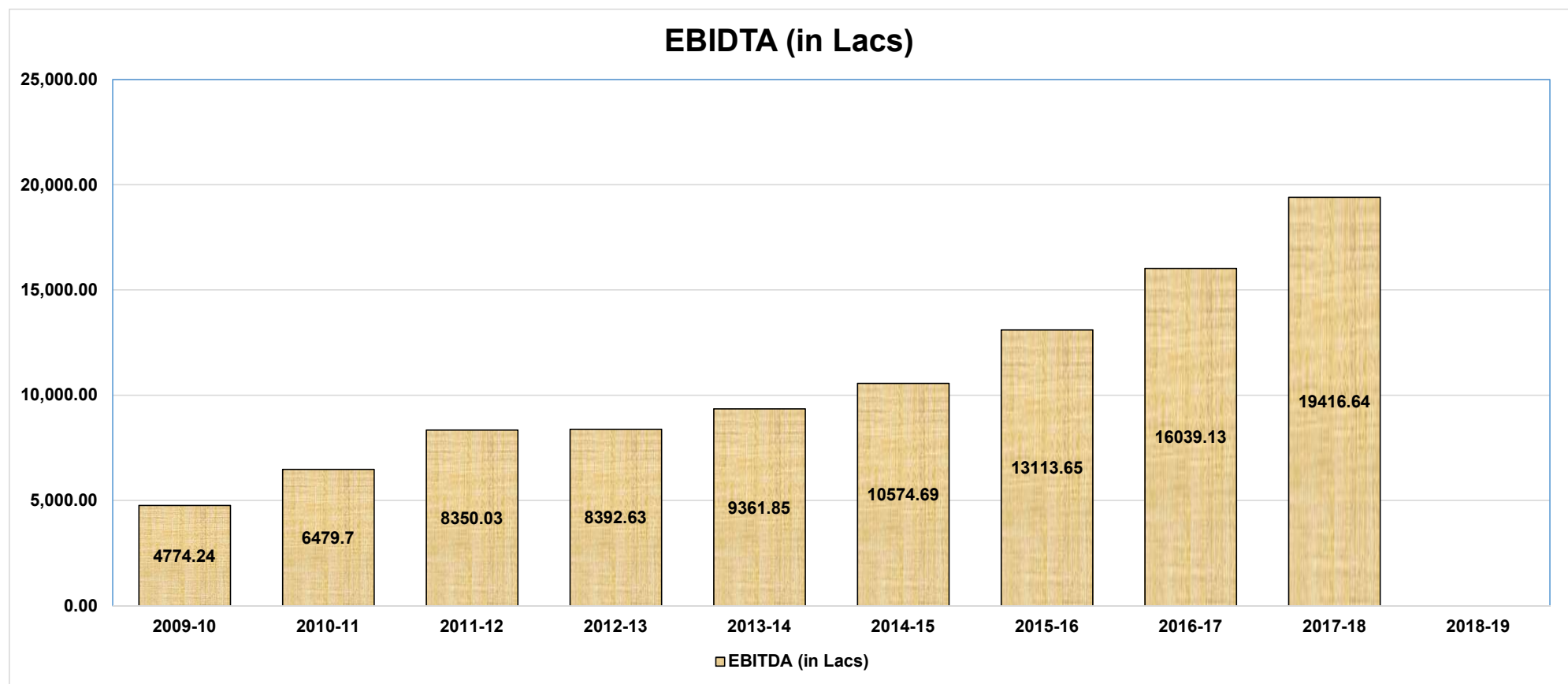
## Key Financial Highlights



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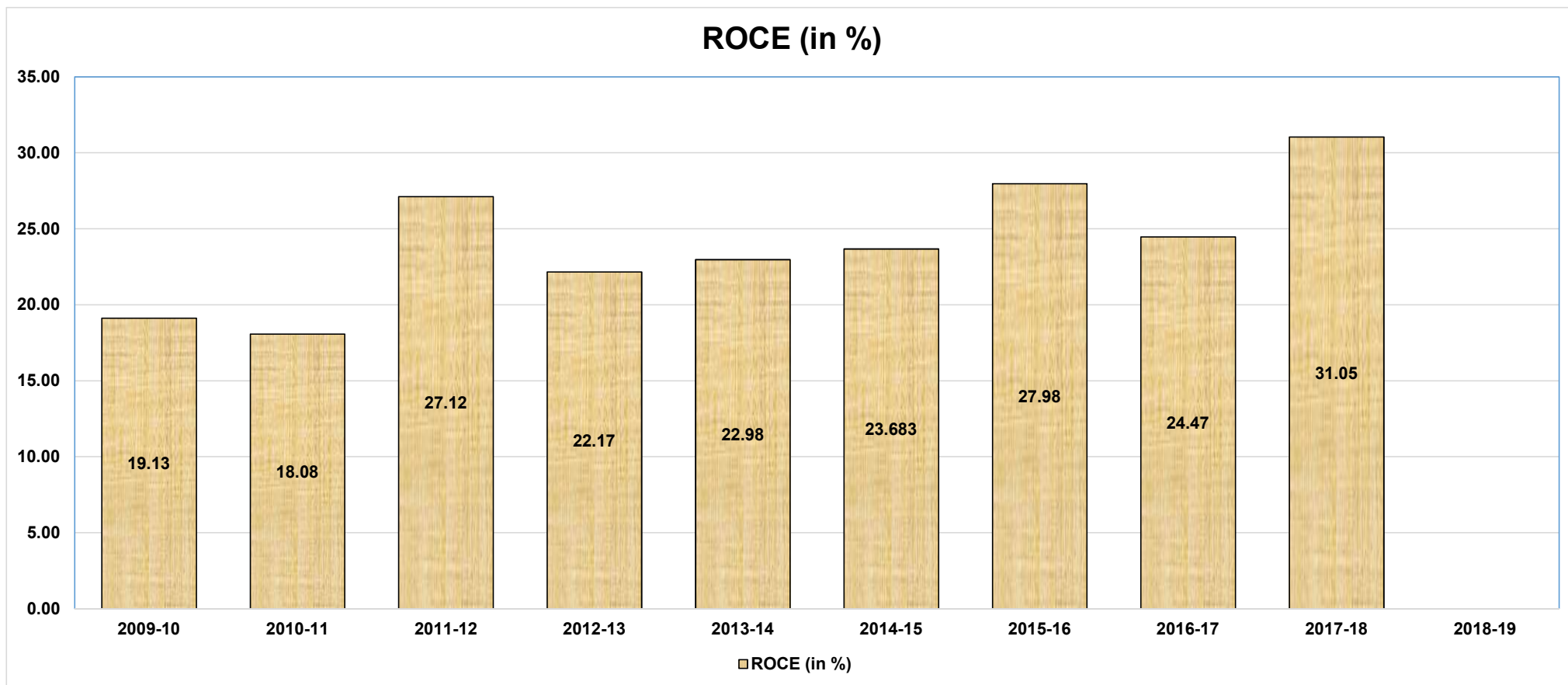


## Key Financial Highlights

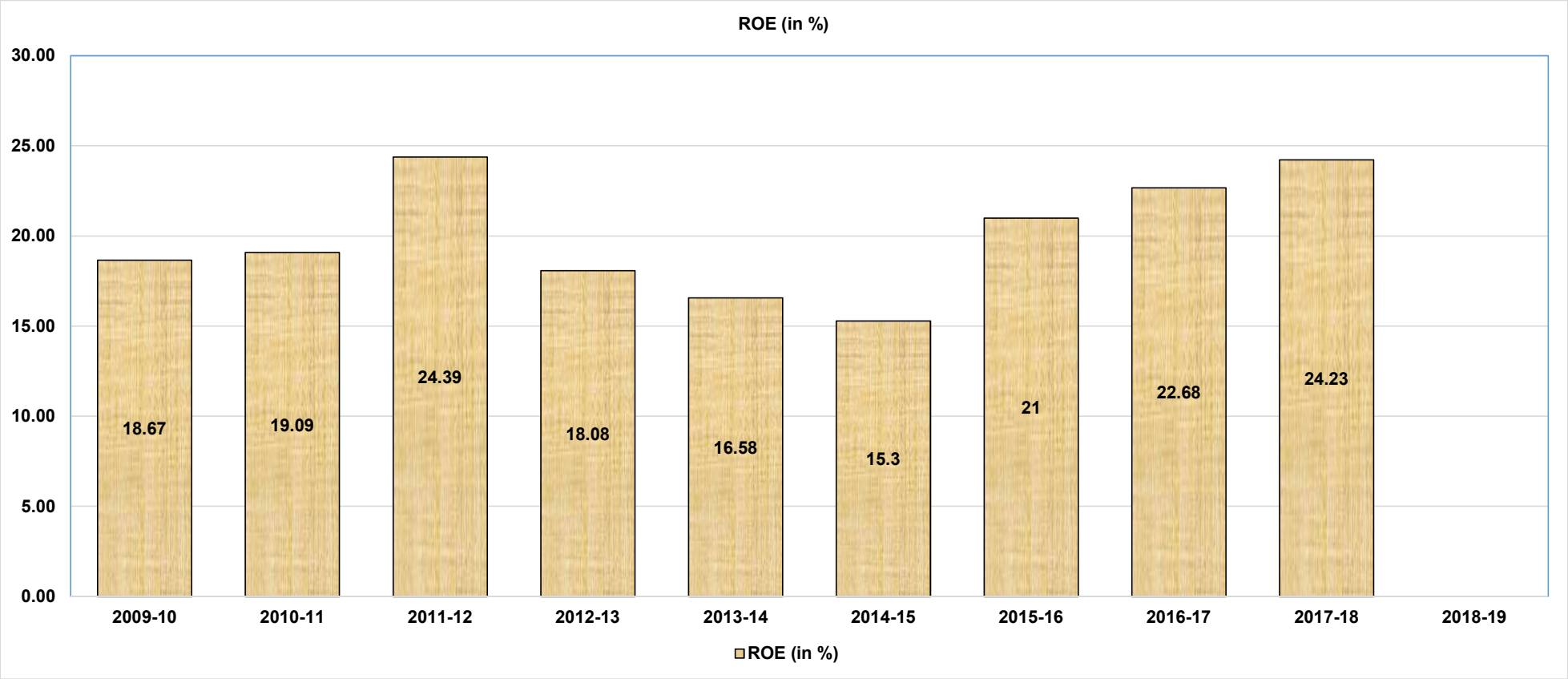




## Key Financial Highlights



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thank you!