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Balaji



CIN : L24132MH1988PLC049387

AMINES LIMITED

...A Speciality Chemical Company

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

10th November, 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 Q2FY24 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

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Results Highlights

About Us

Hotel Division

Financial Performance

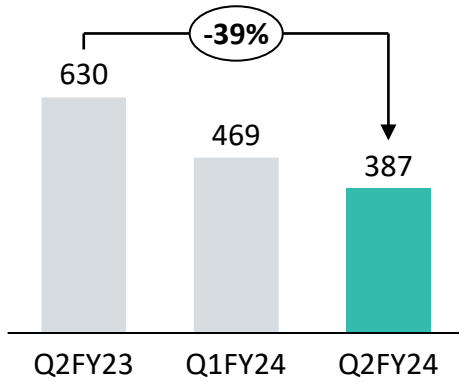
Moving towards Growth Prospects



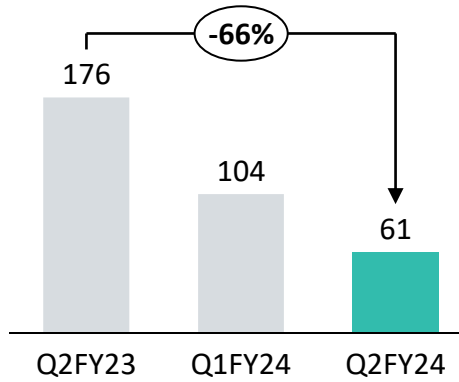
Q2FY24 : Financial Highlights

Consolidated

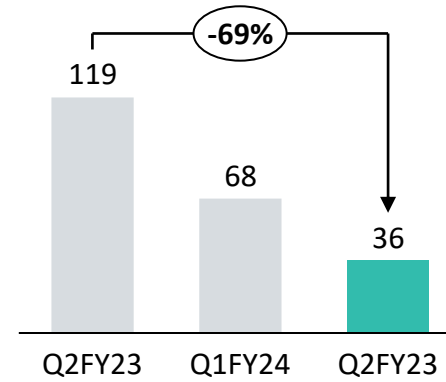
Revenue (Rs. Crore)



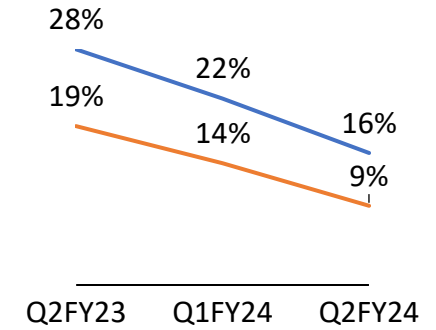
EBITDA (Rs. Crore)



PAT (Rs. Crore)

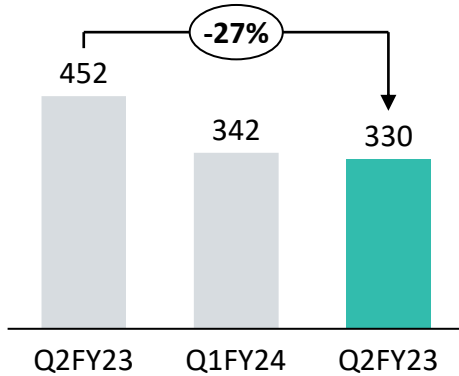


EBITDA & PAT Margin

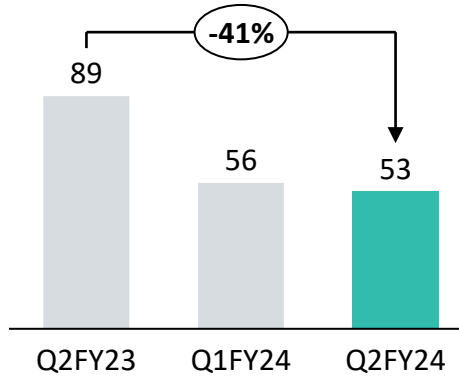


Standalone

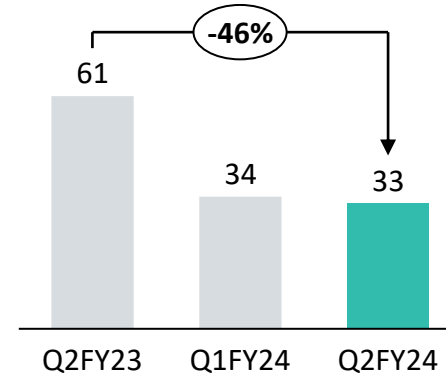
Revenue (Rs. Crore)



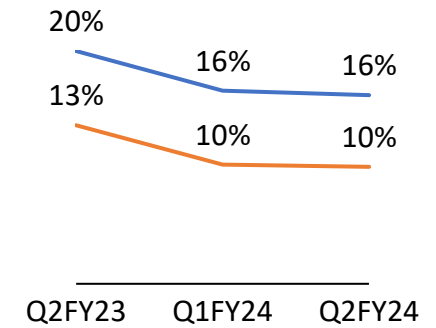
EBITDA (Rs. Crore)



PAT (Rs. Crore)

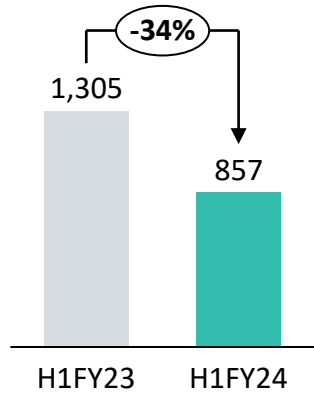


EBITDA & PAT Margin

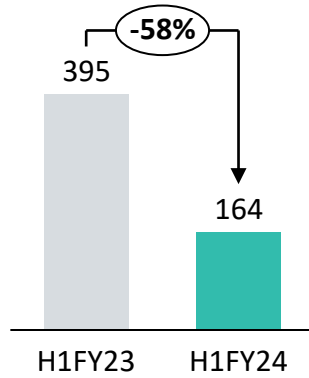


Consolidated

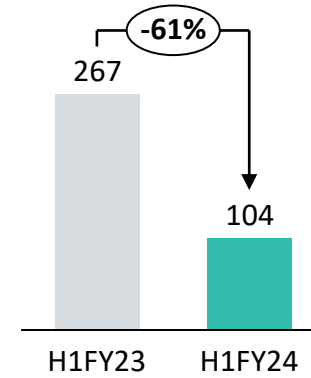
Revenue (Rs. Crore)



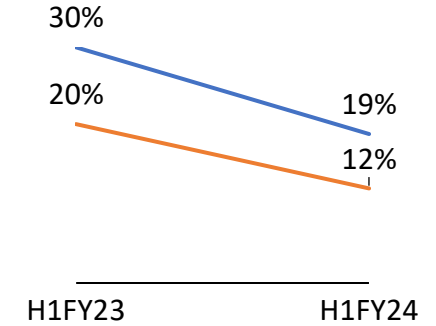
EBITDA (Rs. Crore)



PAT (Rs. Crore)

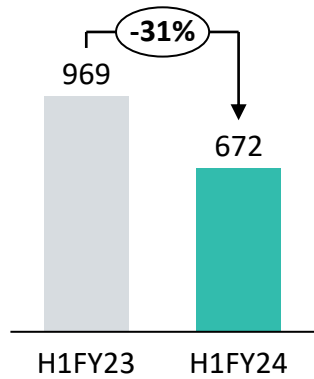


EBITDA & PAT Margin

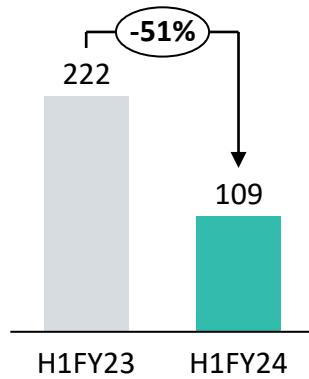


Standalone

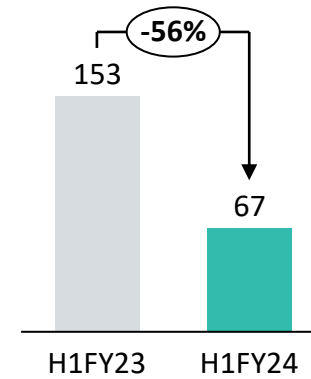
Revenue (Rs. Crore)



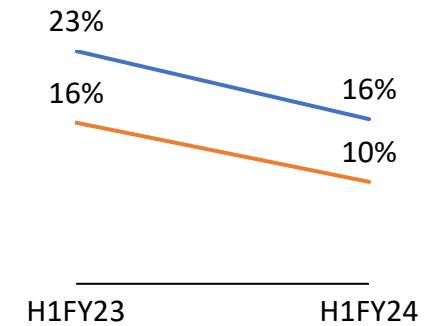
EBITDA (Rs. Crore)



PAT (Rs. Crore)



EBITDA & PAT Margin



Revenue from Operations for Q2FY24 stood at ₹ 387 crore, as compared to ₹ 469 crore in Q1FY24. Total volumes stood at 27,613 MT for Q2FY24 as against 26,820 MT in Q1FY24. For Q2FY24,

- Amines volumes stood at 8,092 MT
- Amines Derivatives volumes stood at 10,236 MT
- Specialty Chemicals volumes stood at 9,285 MT

EBITDA for Q2FY24 was ₹ 61 crore, as compared to ₹ 104 crore in Q1FY24. EBITDA margin for Q2FY24 stood at 16% as against 22% in Q1FY24. PAT for Q2FY24 was ₹ 36 crore as compared to ₹ 68 crore in Q1FY24. Diluted EPS for Q2FY24 stood at ₹ 10.71 per equity share as against ₹ 16.28 in Q1FY24.

- n-Butylamine : The new expansion project work is progressing at brisk speed. The Plant is expected to be commissioned during the 4th Quarter of FY 2023-24.
- 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 first half of FY 2024-25.
- The company is proposing to take up the following projects at Unit-IV:
 - N-Methyl Morpholine (NMM) - 3000 TPA
 - N-(n-butyl) Thiophosphoric triamide (NBPT) - 2500 TPA
 - Pharmapure Povidone (PVP K-30) - 4000 TPA
- The Company is proposing to go for a Solar Power Plant near Solapur, Maharashtra.
- The Company has already initiated a Solar power generation plant for captive consumption at Unit IV on all the sheds / Buildings for about 1600 KW costing approximately Rs. 7.50 crores for the compliances of Netzero under ESG to reduce carbon footprint

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)	Q2FY24	Q1FY24	Q-o-Q	H1FY24	H1FY23	Y-o-Y
Total Revenue	330	342	-3%	672	969	-31%
Raw Material	193	202		396	539	
Employee expense	16	15		32	45	
Other expenses	67	68		135	163	
EBITDA	53	56	-6%	109	222	-51%
EBITDA Margin	16%	16%		16%	23%	
Depreciation	8	8		16	15	
EBIT	44	48	-7%	92	207	-55%
EBIT Margin	13%	14%		14%	21%	
Finance Cost	1	0		1	2	
Profit before Tax	44	47	-7%	91	205	-56%
PBT Margin	13%	14%		14%	21%	
Tax	11	13		24	52	
Profit after Tax	33	34	-5%	67	153	-56%
PAT Margin (%)	10%	10%		10%	16%	
EPS (in Rs.)	10.09	10.64		20.73	47.34	

Standalone Balance Sheet Statement

ASSETS (Rs. Crs.)	Sep – 23	Mar-23
(1) NON-CURRENT ASSETS		
(a) Property, plant & equipment	593	599
(b) Capital work-in-progress	153	74
(c) Investment Property	5	5
Financial Assets		
(i) Investments	66	66
(ii) Loans	-	-
(iii) Other Financial Assets	5	4
(d) Deferred Tax Asset	-	-
(e) Other Non - current assets	43	29
Sub Total (A)	865	777
(2) CURRENT ASSETS		
Inventories	202	267
(b) Financial Assets		
(i) Investments	-	62
(ii) Trade receivables	255	260
(iii) Cash and cash equivalents	25	91
(iv) Bank Balances other than (iii) above	202	70
(v) Other Financial Assets	0	0
(c) Current tax assets (net)	2	2
(d) Other current assets	15	21
Sub Total (B)	701	774
Total Assets (A+B)	1,566	1,551

EQUITY AND LIABILITIES (Rs. Crs.)	Sep – 23	Mar-23
EQUITY		
(a) Equity Share capital	6	6
(b) Other equity	1,428	1,394
Sub Total (C)	1,434	1,400
LIABILITIES		
(1) Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	-	-
(ii) Trade Payables	-	-
(iii) Other Financial Liabilities excl. provisions	3	1
(b) Provisions	2	2
(c) Deferred Tax Liabilities (Net)	61	59
(d) Other Non-Current Liabilities	1	1
Sub Total (D)	66	63
(2) Current Liabilities		
(a) Financial liabilities		
(i) Borrowings	-	-
(ii) Trade Payables	33	36
(iii) Other Financial Liabilities	22	46
(b) Other current liabilities	7	6
(c) Provisions	0	0
(d) Current Tax Liabilities (Net)	5	-
Sub Total (E)	66	88
Total Equity & Liabilities (C+D+E)	1,566	1,551

Cash Flow Statement for six months ended (in Rs. Crore)	Sep - 23	Sep - 22
Profit before Tax	91	205
Adjustment for Non-Operating Items	10	13
Operating Profit before Working Capital Changes	102	218
Changes in Working Capital	-98	-110
Cash Generated from Operations	3	109
Less: Direct Taxes paid	-17	-35
Net Cash from Operating Activities	-13	74
Cash Flow from Investing Activities	-19	-42
Cash Flow from Financing Activities	-33	-19
Net increase/ (decrease) in Cash & Cash equivalent	-66	12
Add: Cash and cash equivalents as at 1st April	91	35
Add: Net effect of exchange gain on cash and cash equivalents	0	0
Cash and cash equivalents as at 31st March	25	47

Consolidated Statement of Profit & Loss

Particulars (in Rs. Crore)	Q2FY24	Q1FY24	Q-o-Q	H1FY24	H1FY23	Y-o-Y
Total Revenue	387	469	-17%	857	1,305	-34%
Raw Material	222	256		478	645	
Employee expense	19	18		37	47	
Other expenses	85	92		177	218	
EBITDA	61	104	-42%	164	395	-58%
EBITDA Margin	16%	22%		19%	30%	
Depreciation	11	11		22	22	
EBIT	50	92	-46%	142	373	-62%
EBIT Margin	13%	20%		17%	29%	
Finance Cost	2	2		4	7	
Profit before Tax	48	90		138	367	-62%
PBT Margin	12%	19%		16%	28%	
Tax	12	23		34	100	
Profit after Tax	36	68	-46%	104	267	-61%
PAT Margin (%)	9%	14%		12%	20%	
EPS (in Rs.)	10.71	16.28		26.99	66.52	

Consolidated Balance Sheet Statement

ASSETS (Rs. Crs.)	Sep-23	Mar-23
(1) NON-CURRENT ASSETS		
(a) Property, plant & equipment	766	775
(b) Capital work-in-progress	196	113
(c) Right of use assets	-	-
(d) Investment Property	5	5
(d) Financial Assets		
(i) Investments	0	0
(ii) Loans	-	-
(iii) Other Financial Assets	7	6
(e) Deferred Tax Asset	-	-
(f) Other Non - current assets	47	30
Sub Total (A)	1,020	930
(2) CURRENT ASSETS		
(a) Inventories	234	303
(b) Financial Assets		
(i) Investments	-	73
(ii) Trade receivables	348	378
(iii) Cash and cash equivalents	143	148
(iv) Bank Balances other than (iii) above	202	89
(v) Other Financial Assets	4	1
(c) Current tax assets (net)	2	-
(d) Other current assets	36	43
Sub Total (B)	969	1,033
Total Assets (A+B)	1,989	1,963

EQUITY AND LIABILITIES (Rs. Crs.)	Sep-23	Mar-23
EQUITY		
(a) Equity Share capital	6	6
(b) Other equity	1,602	1,548
Non controlling interest	161	144
Sub Total (C)	1,769	1,698
LIABILITIES		
(1) Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	17	30
(ii) Lease Liabilities	-	-
(iii) Trade Payables	-	-
(iv) Other Financial Liabilities excl. provisions	3	1
(b) Provisions	2	2
(c) Deferred Tax Liabilities (Net)	82	81
(d) Other Non-Current Liabilities	1	1
Sub Total (D)	104	115
(2) Current Liabilities		
(a) Financial liabilities		
(i) Borrowings	27	27
(ii) Lease Liabilities	-	-
(iii) Trade Payables	42	62
(iv) Other Financial Liabilities	25	48
(b) Other current liabilities	7	6
(c) Provisions	0	0
(d) Current Tax Liabilities (Net)	14	6
Sub Total (E)	116	149
Total Equity & Liabilities (C+D+E)	1,989	1,963

Consolidated Cash Flow Statement

Cash Flow Statement for six months ended (in Rs. Crore)	Sep - 23	Sep - 22
Profit before Tax	138	367
Adjustment for Non-Operating Items	16	25
Operating Profit before Working Capital Changes	154	392
Changes in Working Capital	-69	-248
Cash Generated from Operations	85	144
Less: Direct Taxes paid	-26	-59
Net Cash from Operating Activities	59	84
Cash Flow from Investing Activities	-12	-43
Cash Flow from Financing Activities	-51	-19
Net increase/ (decrease) in Cash & Cash equivalent	-5	23
Add: Cash and cash equivalents as at 1st April	148	33
Add: Net effect of exchange gain on cash and cash equivalents	0	0
Cash and cash equivalents as at 31st March	143	56

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 oligopolistic 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 strong correlation between revenue growth of Aliphatic Amines and that of end-user industries.</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 key raw materials used to manufacture Aliphatic Amines.</p>
<p>Globally, ~61% of aliphatic amines and amine-based chemicals get consumed in the pharmaceutical sector, 26% gets consumed in the agrochemicals industry and the rest finds application in other industries.</p>	<p>Methanol is a critical raw material primarily imported 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 usage, Aliphatic Amines and their derivatives primarily find application as solvents (44%), followed by pesticides (15%) and animal/poultry feed additives (8%).</p>	<p>For Indian Amine manufacturers, 45-55% of the export revenue comes from Europe 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

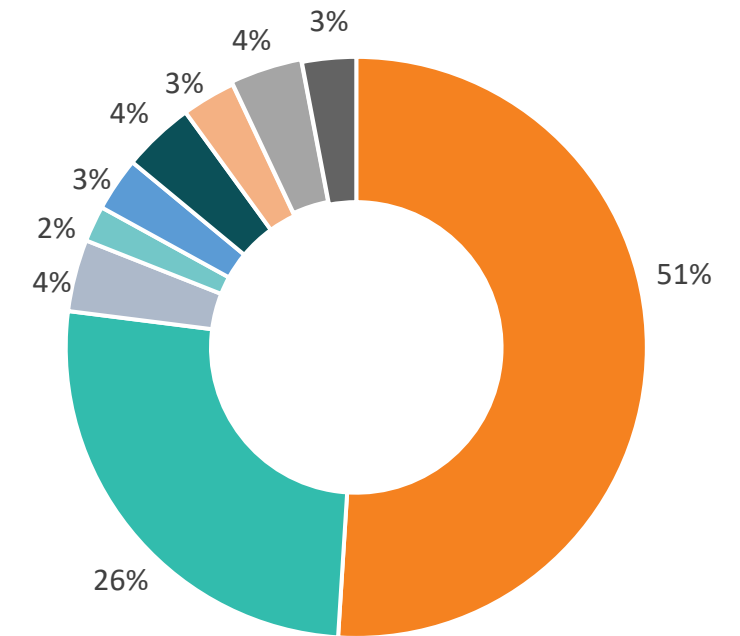
**Strong Global presence
INDIAN
MULTINATIONAL**



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

Amines



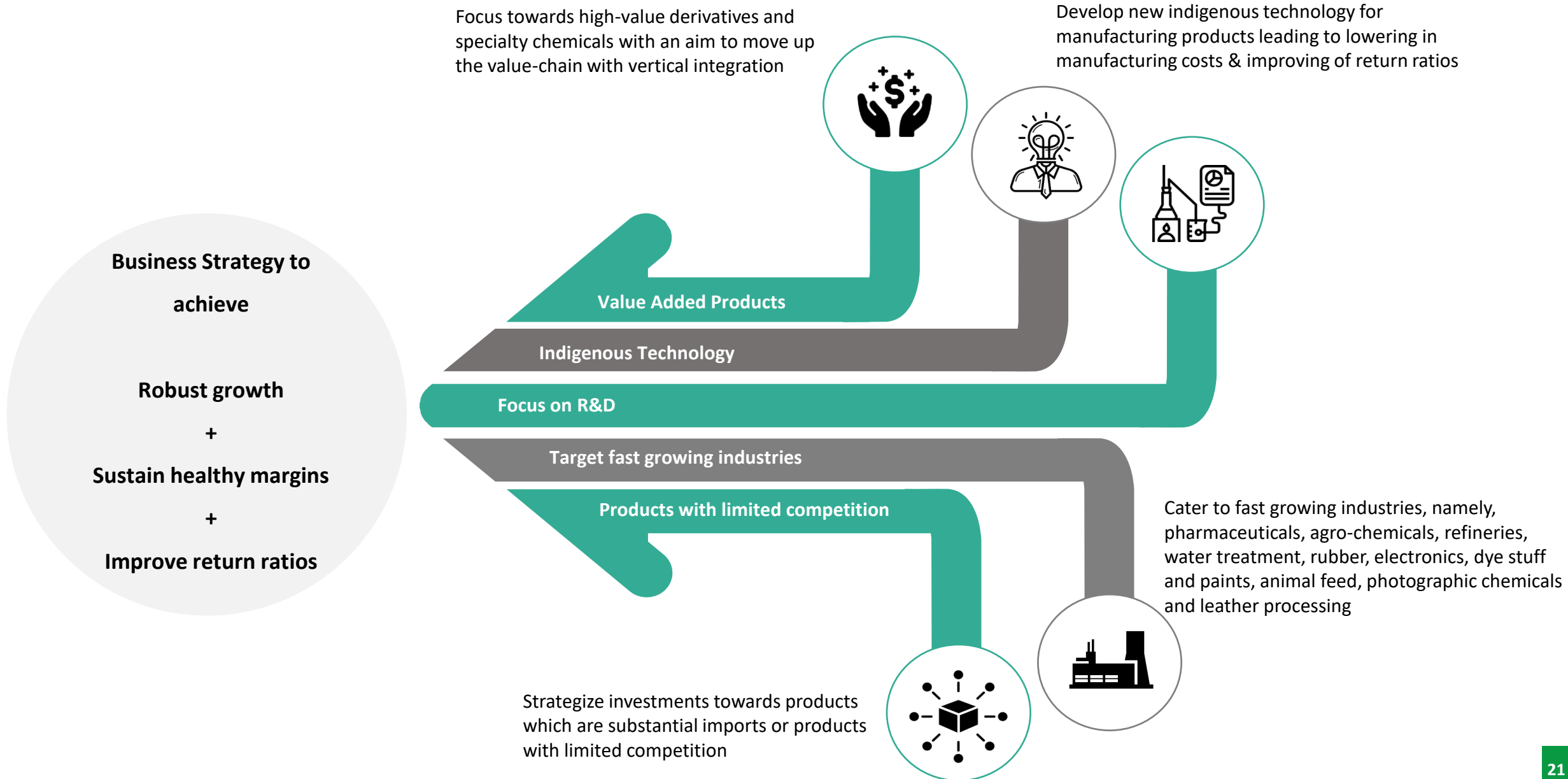
Amine Derivatives



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
Total	2,31,000	1,62,500	



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
Total	45,330	



Proven Product Portfolio with few products manufactured for the 1st 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

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**



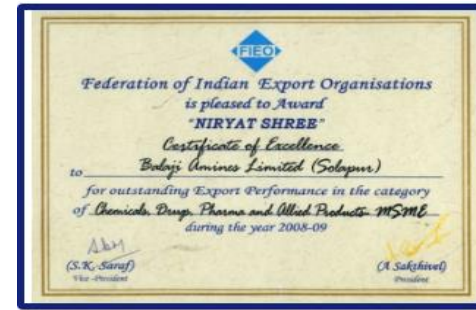
**Mahatma Award for Sustainable and
Responsible Business Practice from
Aditya Birla Group 1st October, 2022**



**“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




Well positioned Business Model aimed at Sustainable growth



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



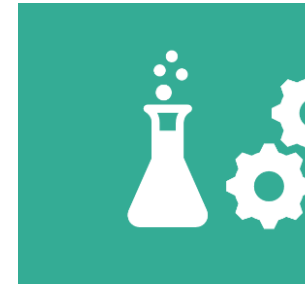
Project Accorded Mega Project Status

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.



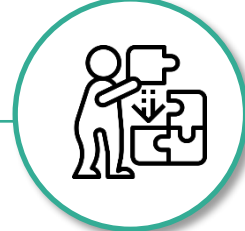
New Products

Identification of new products and development of latest process technologies



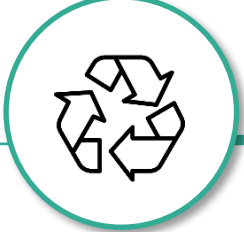
Optimization

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



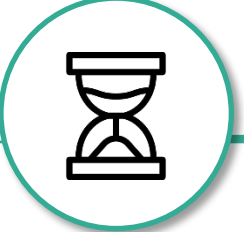
Integration

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 – H1 FY24 Operating Matrix

129 Rooms

Constitutes
2.06% of
Total Revenue

Negligible Routine
Capex incurred

RS. **4,232**
ARR

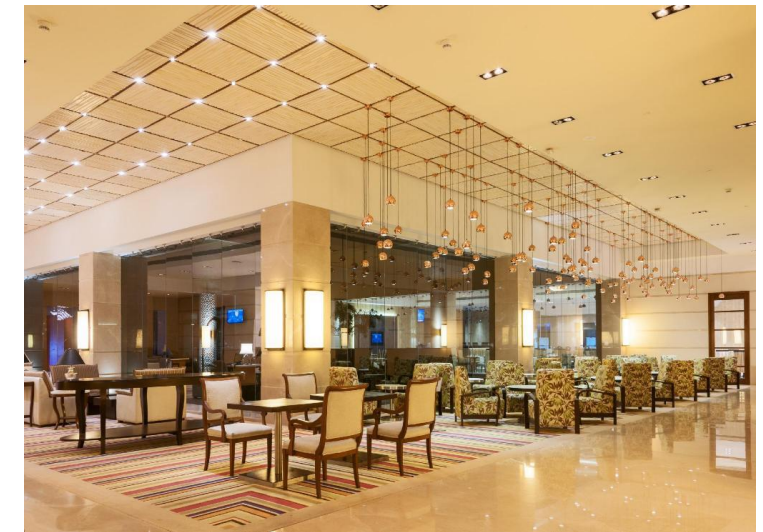


70% Occupancy
Rate



RS. **2,981**
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

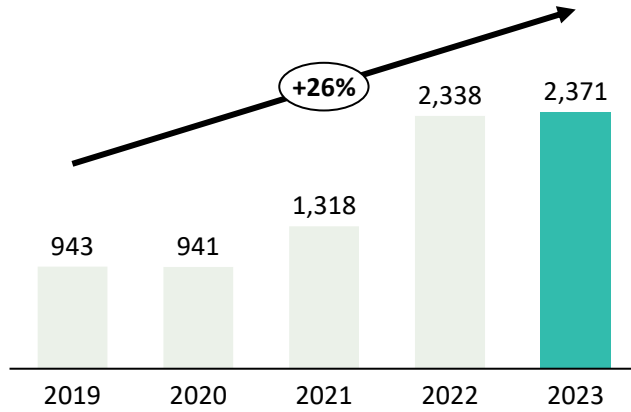


Financial Performance

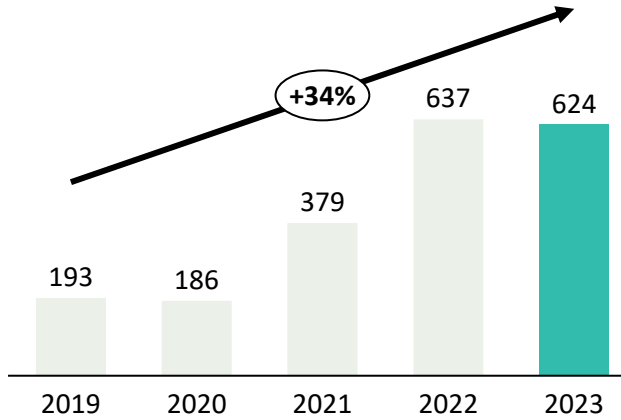
Moving towards Growth Prospects

Consolidated Performance Highlights

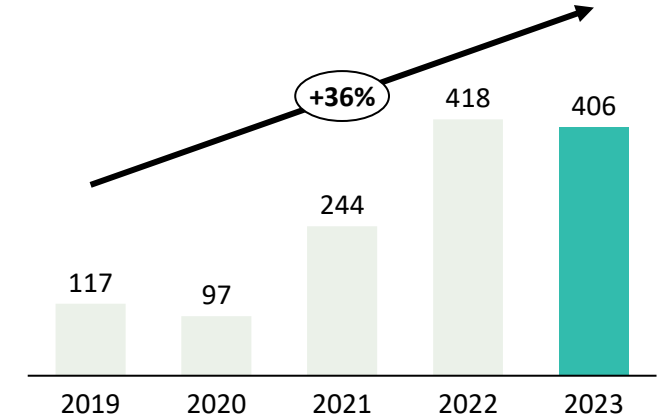
Revenue (Rs. Crs.)



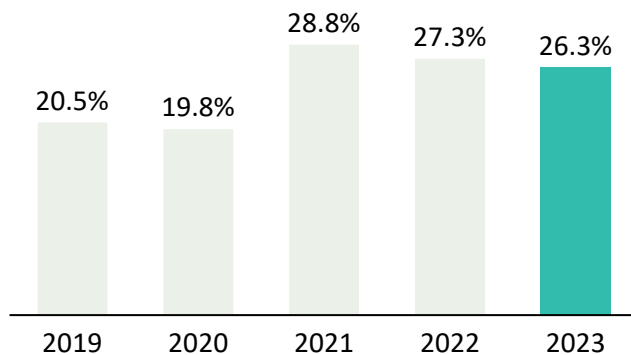
EBITDA (Rs. Crs.)



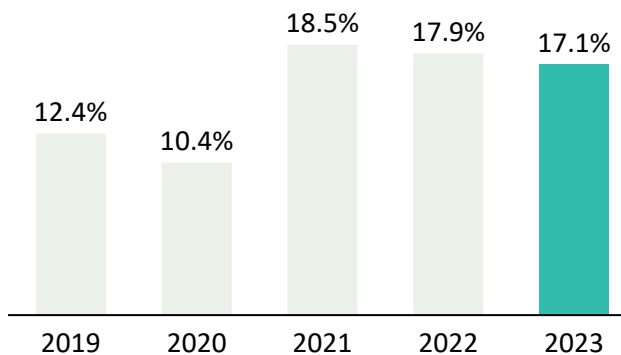
PAT (Rs. Crs.)



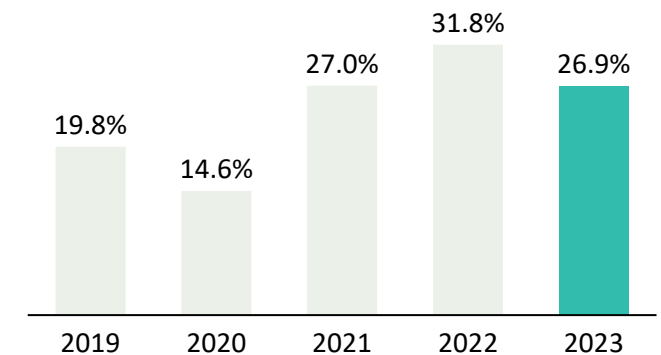
EBITDA Margin (%)



PAT Margin (%)



RoE (%)



Strong Core ROCE Profile

Particulars (Rs. Crs.)	FY22	FY23
Consolidated Debt	101	58
Consolidated Networth	1315	1698
Total Capital Employed	1416	1756
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
Core Chemical Business Capital Employed (A)	1204	1602
EBIT on Consolidated Basis	595	579
Add: EBIT Loss Specific to Hotel Balaji Sarovar & Others	-1	-4
Core Chemical Business EBIT (B)	595	574
ROCE for Core Chemical Business (B/A)	49%	36%
ROCE at Consolidated Entity Level	42%	33%

- 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

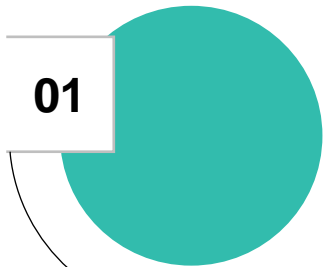
Financial Performance

Moving towards Growth Prospects



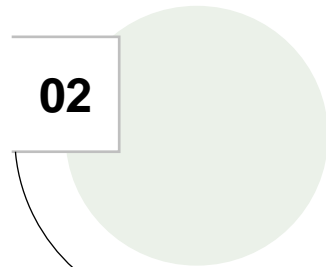
Unit 4 : Capex Phase – 2 & 3

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



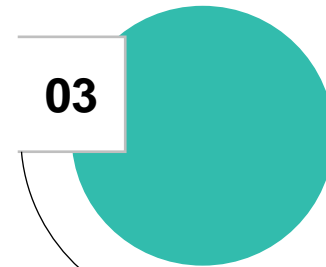
Unit 4: Increased capacity utilization & capacity additions of Phase – 1 capex

Higher capacity utilization of new
Ethylamines plant



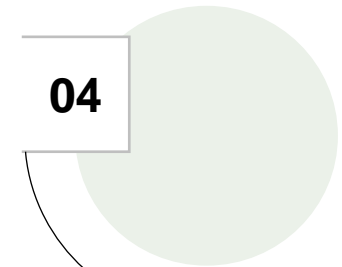
Improvements at Subsidiary Plant

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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