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## BHAGERIA INDUSTRIES LIMITED

REGD. OFF.: OFFICE NO. 1002, 10TH FLOOR, TOPIWALA CENTRE, OFF S. V. ROAD,  
NEAR GOREGAON RAILWAY STATION, GOREGAON (WEST), MUMBAI - 400 062.  
CIN : L40300MH1989PLC052574

May 30, 2018.

To,

**National Stock Exchange of India Limited**

Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E),  
Mumbai- 400051

**BSE Limited**

Listing Department  
P.J. Towers, 1<sup>st</sup> Floor,  
Dalal Street, Fort,  
Mumbai - 400 001

**Ref: Script Name: BHAGERIA**

**Script Code: 530803**

**Sub: Investor Presentation on the Audited financial results of the Company for the quarter and financial year ended 31 March, 2018**

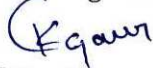
Dear Sir/Madam,

Please find enclosed a copy of investor Presentation on the Audited financial results of the Company for the quarter and financial year ended 31 March, 2018 for your information and record.

Thanking you,

Yours faithfully,

For Bhageria Industries Limited

  
Ketan Gaur  
Company Secretary



Encl: A/a

A GOVT. RECOGNISED EXPORT HOUSE

FACTORY : PLOT NO. 6310, IV PHASE, G.I.D.C. VAPI-396195. GUJARAT, INDIA TELPHONE : 0260-2452366 / 74900 19481



# **BHAGERIA INDUSTRIES LTD**

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**INVESTOR  
PRESENTATION**

**May 2018**



# SAFE HARBOR

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# Q4FY18 & FY18 RESULT HIGHLIGHTS

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# Q4FY18 & FY18 Result Highlights



Rs Cr	Q4FY18	Q4FY17	% Change	FY18	FY17	% Change
<b>Net Sales</b>	<b>104.3</b>	<b>91.3</b>	<b>14.2%</b>	<b>366.8</b>	<b>347.1</b>	<b>5.7%</b>
Cost of Materials Consumed	63.3	59.7	6.1%	224.0	215.5	3.9%
Employee Benefit Expense	4.5	3.7	20.3%	13.9	9.7	43.3%
Other Expenses	17.5	11.0	58.4%	49.1	59.5	-17.5%
<b>Total Expenses</b>	<b>85.2</b>	<b>74.4</b>	<b>14.5%</b>	<b>287.0</b>	<b>284.7</b>	<b>0.8%</b>
<b>EBITDA</b>	<b>19.1</b>	<b>16.9</b>	<b>12.9%</b>	<b>79.9</b>	<b>62.4</b>	<b>28.0%</b>
<i>EBITDA margin</i>	<b>18.3%</b>	<b>18.5%</b>	--	<b>21.8%</b>	<b>17.9%</b>	--
Other Income	2.9	2.0	47.8%	11.5	10.1	14.1%
Depreciation	3.9	2.3	76.4%	22.9	6.0	279.8%
Interest	1.5	0.3	342.4%	6.0	1.6	289.7%
<b>PBT</b>	<b>16.6</b>	<b>16.3</b>	<b>1.8%</b>	<b>62.5</b>	<b>64.9</b>	<b>-3.8%</b>
Tax Expenses (Credits)	5.9	5.9	0.00%	22.1	21.4	3.08%
<b>PAT</b>	<b>10.7</b>	<b>10.4</b>	<b>2.8%</b>	<b>40.4</b>	<b>43.5</b>	<b>-7.2%</b>
<i>PAT Margin</i>	<b>10.3%</b>	<b>11.4%</b>	--	<b>11.1%</b>	<b>12.5%</b>	--

# Balance sheet



Rs Cr	Mar'18	Mar'17
Share Capital	7.9	7.9
Equity Shares Pending Allotment	2.9	2.9
Reserves	283.6	253.7
<b>Shareholders' Funds</b>	<b>294.5</b>	<b>264.7</b>
Long Term Borrowings	9.2	4.4
Deferred Tax Liabilities	52.4	36.4
Long Term Provisions	0.7	0.5
<b>Total Non-Current Liabilities</b>	<b>62.3</b>	<b>41.3</b>
Trade Payables	52.2	33.8
Other Current Liabilities	2.4	4.1
Short Term Provisions	0.5	0.3
Short Term Borrowings	83.4	181.0
<b>Total Current Liabilities</b>	<b>138.6</b>	<b>219.3</b>
<b>Total Liabilities</b>	<b>495.3</b>	<b>525.2</b>

Rs Cr	Mar'18	Mar'17
Fixed Assets incl. CWIP	303.6	287.2
Long Term Loans & Advances	2.2	2.9
<b>Total Non-Current Assets</b>	<b>305.8</b>	<b>290.0</b>
Current Investments	0.8	27.3
Inventories	31.0	23.8
Trade Receivables	87.4	52.2
Cash and Bank	33.0	109.5
Short term Loans and Advances	24.1	14.7
Other Current Assets	13.2	7.6
<b>Total Current Assets</b>	<b>189.5</b>	<b>235.1</b>
<b>Total Assets</b>	<b>495.3</b>	<b>525.2</b>

# Merger of Nipur Chemicals with Bhageria Industries

## **Details of the merger:**

- Nipur chemicals which carried out job work for Bhageria Industries is now merged with Bhageria Industries
- All share deal with a ratio of 1:1.1
- The promoter holding will go up from 54% to 68%

## **Rationale for the merger**

- Operational rationalization
- Cost efficiency
- Integrated product portfolio of dye intermediates

# COMPANY OVERVIEW

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# Leading manufacturer of dye intermediates...



## Dye Intermediates

H-Acid  
Vinyl Sulphone  
Gamma Acid

2

Manufacturing  
plants



10+

Ship-to-countries



367

Revenue in  
Rs Cr (FY18)

22%

EBITDA Margin  
(FY18)

500+

Employees



14% +

Return on  
Capital Employed

EPS

Rs 18.5 per share  
(FY18)

Dividend

Rs 5.5 per share  
(110%, FY18)



... with presence across major product categories

PRODUCT	INDIAN MARKET SHARE	REVENUE CONTRIBUTION*	CAPACITY	HIGHLIGHTS
<b>H-Acid</b>	13%	43%	3,000 TPA	Captive solar power Moving towards zero discharge
<b>Vinyl Sulphone</b>	5%	38%	4,200 TPA	Located in the chemical belt of Gujarat Moving towards zero discharge
<b>Gamma Acid</b>	30%	15%	600 TPA	Moving towards zero discharge

**Major end user industries: Textiles and Leather**



# History and evolution

Became a listed entity with a objective to fund additional capacity for new products

Started exporting to Japan and other developed countries

Foray into Solar roof top panels with a capacity of 2.80 MWP

Commissioned 30MW solar plant

1989

1995

2002

2010

2014

2015

2016

2017

2018

Entered the dye intermediates business by setting up a Vinyl Sulphone plant with a capacity of 540 TPA

Expanded Vinyl Sulphone Capacity to 3600 TPA from 540 TPA

Changed name to Bhageria Industries from Bhageria Dye Chem

Solar PPA signed with SECI for 25 years with a capacity of 30MW

Listed with National Stock Exchange (NSE)

Stock split from face value of Rs 10 to Rs 5

Merger with Nipur Chemicals  
Highest ever dividend paid (110% of Face Value)

# Promoters with significant industry experience



## **Suresh Bhageria**

### *Chairman*

- Has experience of more than 30 years in the Dyes & Dyes Intermediates Industry of Drugs and Pharmaceuticals
- Holds a degree in Bachelor of Commerce



## **Vinod Bhageria**

### *Managing Director*

- Has experience of more than 30 years in the areas of Dyes & Dyes Intermediates Industry, Finance, Taxation, Audit & other allied matters.
- Holds a degree in Bachelor of Commerce



## **Vikas Bhageria**

### *Joint Managing Director*

- Experience of more than 10 years in the areas General Business Management & Project Execution
- Bachelor of Commerce and Master of Computer Applications



## **Chandraprabha Bhageria**

### *Executive Director*

- Has an experience of over 25 Years in general management & communication

# Supported by board of directors



## **SP Tulsian**

*Independent Director*

A renowned market analyst with rich experience of over 36 years; a commerce and law graduate, holds professional qualifications of Chartered Accountancy & Company Secretary

## **PS Dalvi**

*Independent Director*

Has specialization in Chemical industry and having experience of over 38 year in various fields. He is a Qualified B.Sc (Hons) Tech

## **OP Bubna**

*Independent Director*

Has an experience of over 40 Years in taxation field. He is Qualified B.Com from Mumbai University and M.B.A from S.P. Jain Institute of Management and research

## **Shyam Agrawal**

*Independent Director*

A reputed eye specialist. He has a rich experience of more than 35 years as a surgeon in the field of ophthalmology

## **Sandeep Singh**

*Independent Director*

A renowned Media Professional. Specialised in Media Planning from the Mudra Institute of Communications Ahmedabad & in General Business Management from IIM, Bangalore

## **Surendra Gupta**

*Independent Director*

Has expertise in taxation having experience of over 2 decades. He is a well known philanthropist & holds professional qualifications of Chartered Accountancy & Company Secretary

## Vapi, Gujarat - Vinyl Sulphone

- Latest upgraded production facilities
- Best pollution control facilities
- Moving towards zero discharge



## Boisar, Maharashtra - H-Acid/Gamma Acid

- Spread over 25 acres square metres with more land available for expansion
- Captive solar power plant leading to cost saving
- Effluent Treatment Plant; Treatment of waste water within permissible limits before disposal & 30% of the waste water is reused
- Moving towards zero discharge



# Focus on Safety, Health & Environment



## Safety

- Safety representative For each plant.
- Fire hydrant for each plant
- Safety training
- Classroom training
- On job training
- Mock drill for Ethylene Oxide conducted by Reliance

## Health

- In-house occupational Health Center
- Part time doctor
- Medical representatives
- Pre-medical checkup
- Annual medical checkup
- Special camps

## Environment

- Air pollution Management
- In-house facilities
- Recover & re-use
- Solid waste management
- Sludge and gypsum
- Waste water management (In-house facilities)



# Long term client partnerships

## Domestic Clients

**Bodal Chemicals Ltd.** **Lonsen-Kiri**

**ICL**  
INDO COLCHEM PVT. LTD.  
*Imagination of Colors*

**BHAVIN INDUSTRIES**  
A Colourtex group Company

**colourtex**  
The Dyestuff Company

**HUNTSMAN**  
Enriching lives through innovation

**JAY Chemical Industries Limited**

## Global Clients

**Everlight Chemical**

**PT Sinar**

**HUNTSMAN**  
Enriching lives through innovation

**PT BIPORIN AGUNG**  
FULLY INTEGRATED COLORANTS COMPANY

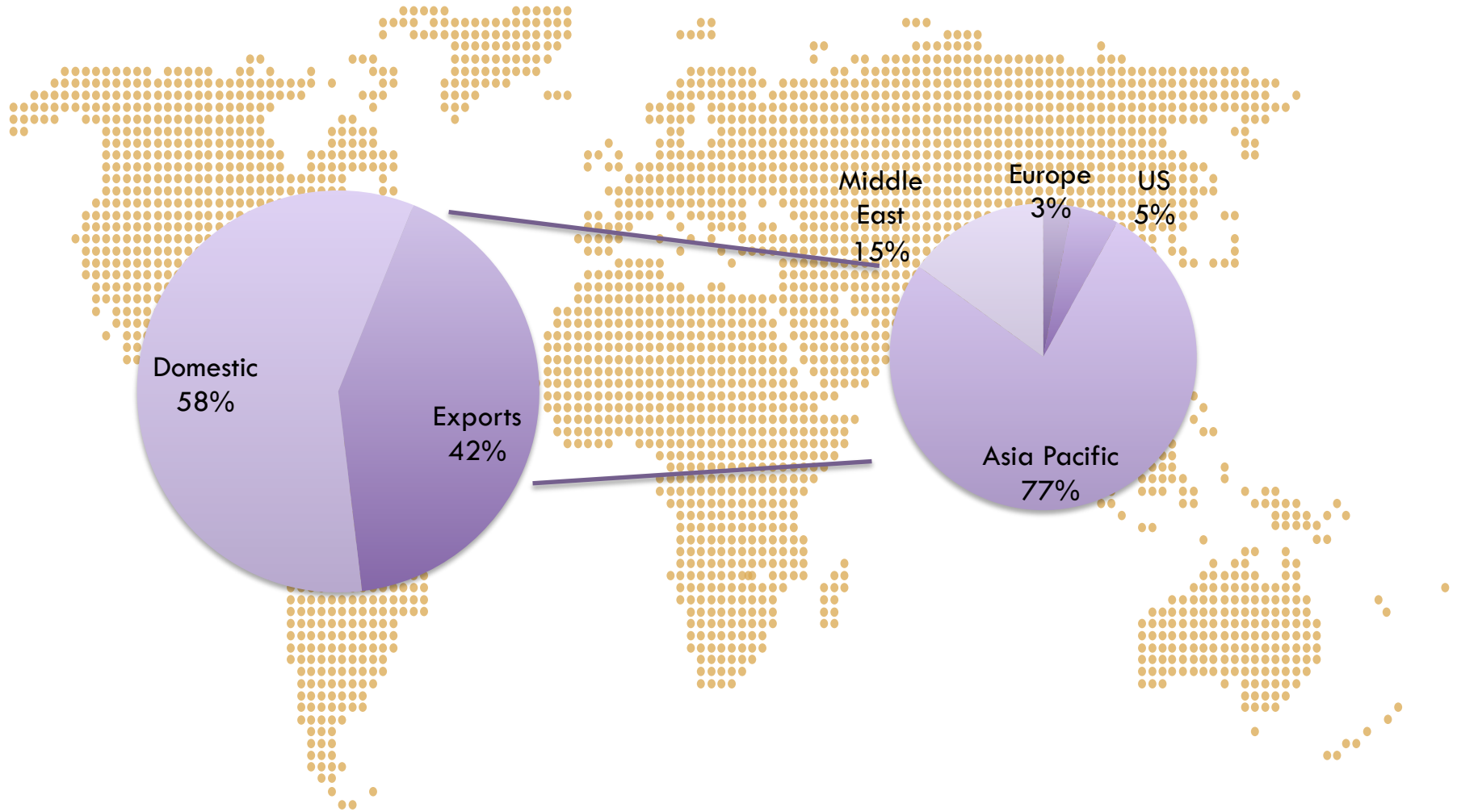
**ARCHROMA**  
LIFE ENHANCED

**HODOGAYA CHEMICAL**





# Exports contributing to 42% of revenues



# Solar foray



**25 year PPA with Solar Energy Corporation  
of India (SECI) in Maharashtra**

**Capacity - 30MW**

**Tariff – Rs 4.41/unit**

**Total project capex – Rs 180 cr**

**Solar rooftop solution - 25 year  
PPA with Asahi India Glass Ltd,**

**TRIL Ltd, Lucas Ltd & Kajaria**

**Ceramics**

**Capacity – 4 MW**

**Tariff – Rs 6.61/unit**

# Sustainable inclusive growth



## Health & Safety

Installed Water Purification Plant at Kamptee & Mauda at Nagpur



## Village Sanitation

Construction of toilets at Kachhi Gaam, Vapi



## Eye Care

Donated cataract operation equipments to Param Shakti Peeth, a non-profit organization serving the underprivileged in Delhi



# FINANCIAL HIGHLIGHTS

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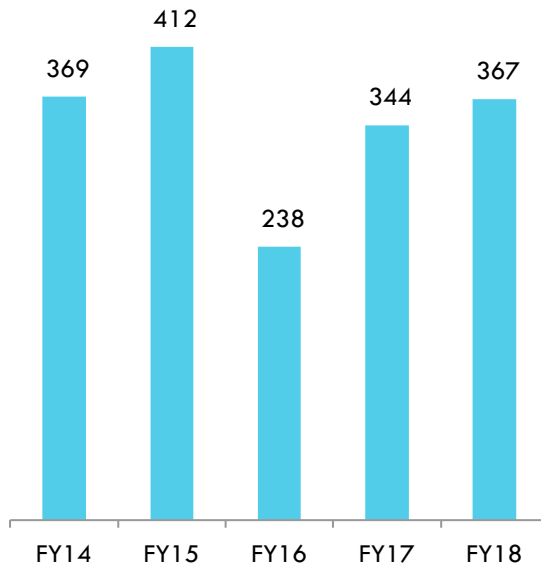




# Improving profitability

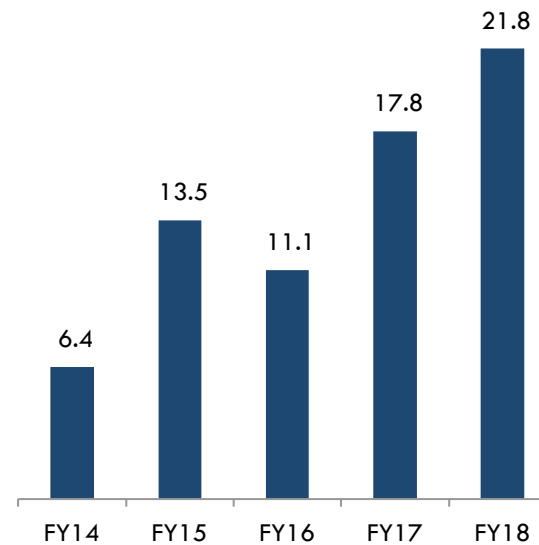
## Revenue

Rs cr



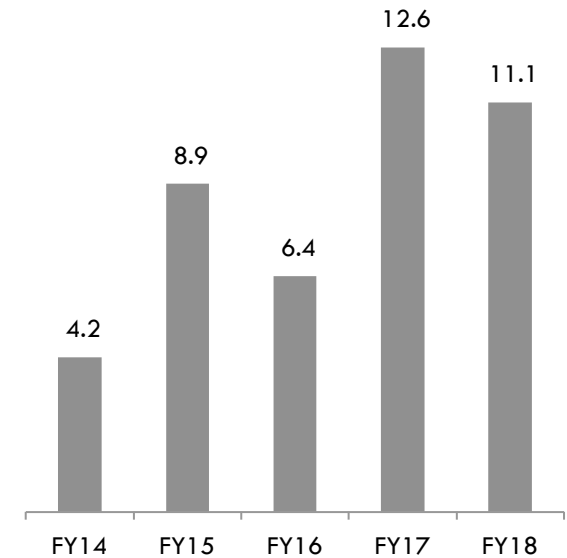
## EBITDA margins

%



## PAT margins

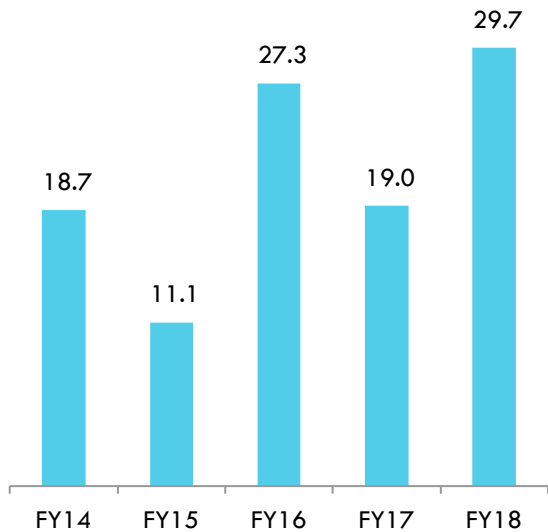
%



# ...With consistent dividend paying track record

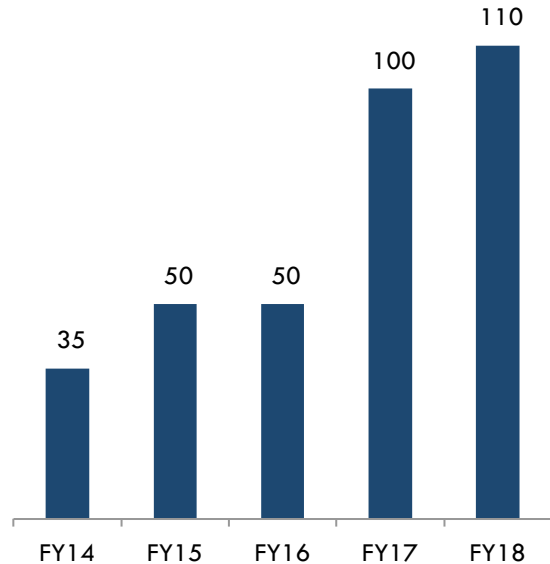
## Dividend Payout

%



## Dividend

% of face value



Highest ever dividend paid Rs 5.5 per share (110% of face value)

# Annual Consolidated Profitability highlights



Rs Cr	FY15	FY16	FY17	FY18
<b>Net Sales</b>	<b>412.4</b>	<b>238.5</b>	<b>344.4</b>	<b>366.8</b>
Cost of Materials Consumed	253.3	146.2	215.5	224.0
Employee Benefit Expense	4.3	3.9	9.7	13.9
Other Expenses	99.1	61.9	59.2	49.1
Total Expenses	356.6	211.9	284.7	286.1
<b>EBITDA</b>	<b>55.7</b>	<b>26.5</b>	<b>62.4</b>	<b>79.9</b>
<b>EBITDA margin</b>	<b>13.5%</b>	<b>11.1%</b>	<b>18.0%</b>	<b>22.0%</b>
Other Income	2.6	1.9	8.4	11.5
Depreciation	1.5	3.4	3.3	22.9
Interest	2.1	1.3	1.2	6.0
<b>PBT</b>	<b>54.8</b>	<b>23.8</b>	<b>65.0</b>	<b>63.3</b>
Tax Expenses (Credits)	18.1	8.4	21.4	22.1
<b>PAT</b>	<b>36.6</b>	<b>15.4</b>	<b>43.5</b>	<b>40.3</b>
<b>PAT Margin</b>	<b>8.9%</b>	<b>6.4%</b>	<b>12.6%</b>	<b>11.1%</b>

# Thank You



Mr. Rakesh Kachhadiya / Mr. Bhavesh Kikani

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