



Results of Q1 (01 April-30 June): Financial Year 2012-13

Balaji Amines Limited is an ISO 9001:2008 accredited company with a unique positioning in the field of manufacture of specialty chemicals, aliphatic amines and its derivatives, addressing the needs of APIs, agrochemicals, rubber chemicals, water treatment chemicals, refineries and other industries in the domestic and global markets.

The company operates from three manufacturing complexes, with two facilities in Solapur (Maharashtra) and one at Hyderabad (Andhra Pradesh). BAL has a dedicated Research and Development center which is continuously engaged in reduction of manufacturing costs through process improvements. The company has been instrumental in introducing new products and expanding existing facilities every year.

Key Operating Highlights

- Recorded net Sales of Rs 136.55 crore for the quarter ended 30 June 2012. Net Sales increased by 19.70 % for the quarter ended 30 June 2012, from Rs 114.08 crore of the previous year.
 - Profit After Tax (PAT) increased by 30.68% over the previous quarter Rs 9.37 crore to Rs 7.17 crore .
- Current year first quarter.
- Exports during the quarter ended 30 June 2012 went up by 35.11% from Rs 23.10 crore of first quarter of FY 2011-12 to Rs 31.21 crore for the quarter ended 30 June 2012.

Additional Information

New plant for manufacture of a Methylamines with 30000 TPA was commissioned in March 2012 and is operating as per the plan.

The following expansion / diversification projects are expected to be commissioned during FY 2012-13:

- A new plant for manufacture of DMAHCL and DMF is proposed with an installed capacity of 10800 MTA and 21000 MTA respectively at MIDC (Chincholi, Maharashtra), which will be commissioned during FY 2012-13.
- Construction is in full swing for development of a 100-room hotel property at Solapur to be operational by end-March 2013. A formal agreement with Sarovar Group of Hotels has been entered into for operating / managing the hotel property under the name 'Balaji Sarovar Premier'.

Achievements

- **REACH Certification**

BAL is the only Indian company to register under European Union (EU) norms for REACH certification for supply of NMP to EU countries. This will enable BAL to target exports of maximum capacity of the new facility which is being commissioned.

- **EU Certificate of Suitability**

The Pharmapure Povidone (PVP K-30) manufacturing facility has received 'EU Certificate of Suitability', which enables BAL to export PVP K-30 to regulated markets of Europe. The plant has also been successfully audited by multiple multinational auditing agencies as well as customers.