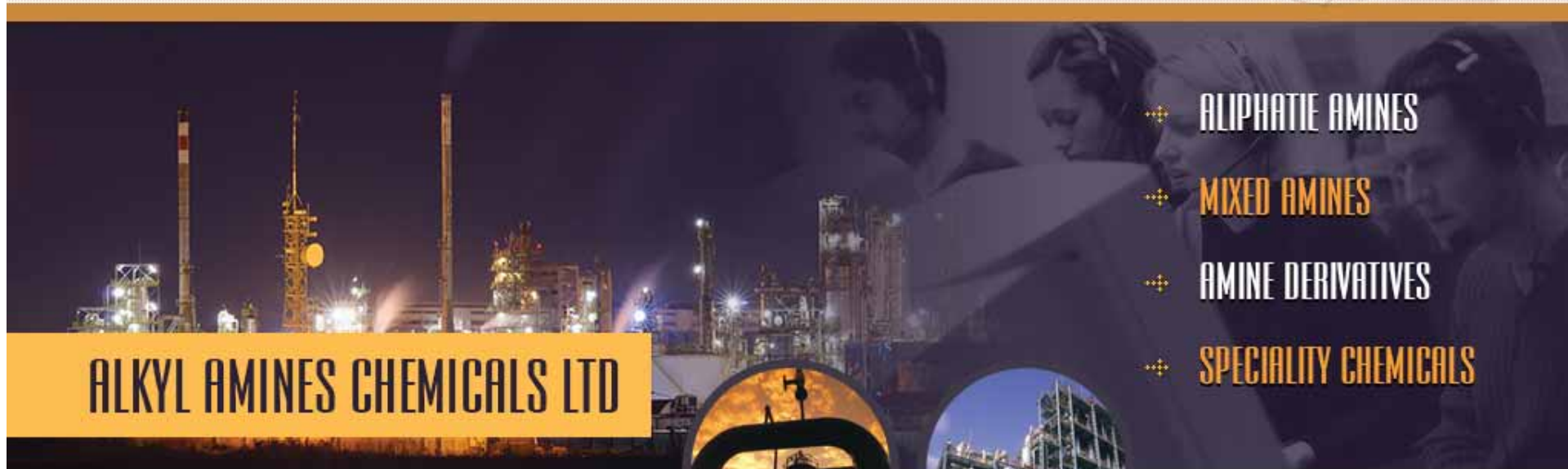




Alkyl Amines Chemicals Limited



ALKYL AMINES CHEMICALS LTD

- ✦ ALIPHATIC AMINES
- ✦ MIXED AMINES
- ✦ AMINE DERIVATIVES
- ✦ SPECIALITY CHEMICALS



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Alkyl Amines Chemicals Limited



Products and Markets



Alkyl Overview



Production & Sales



Financial



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Introduction

- The chemicals business can be grouped into petrochemicals, basic chemicals, specialties and performance chemicals in increasing degrees of value addition.
- Amines could be classified as Specialty Chemicals.

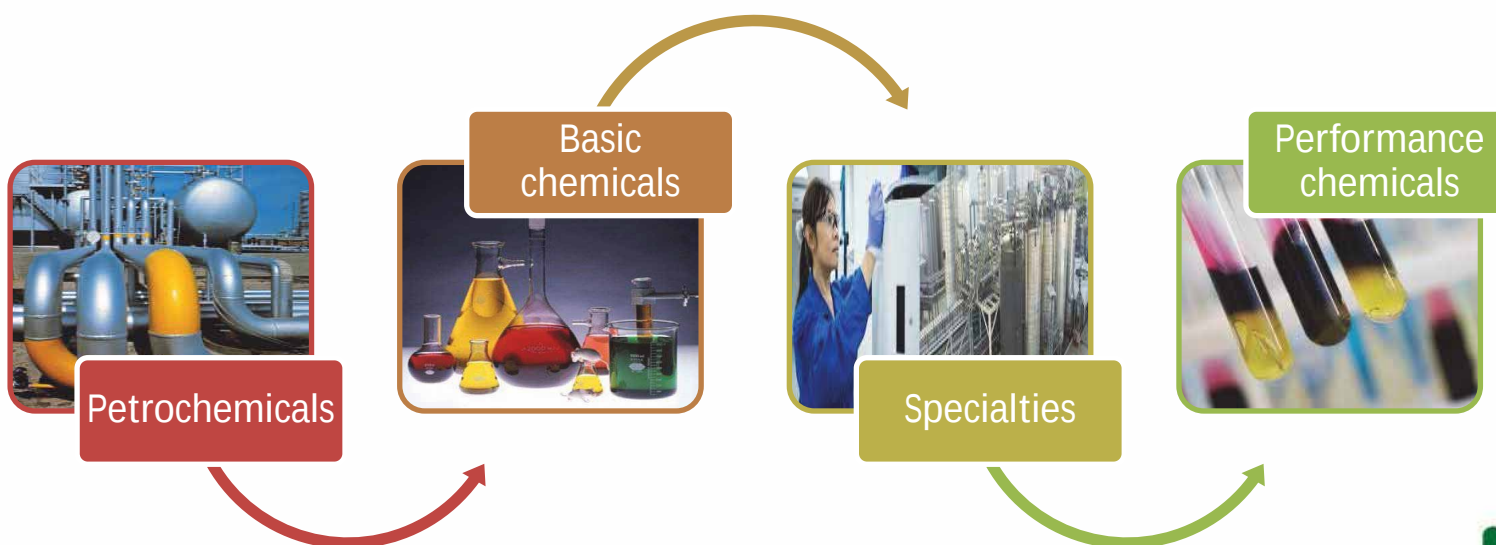


Alkyl Amines Chemicals Limited



Products and Markets

In the middle -Amines



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Products and Markets

What are AMINES?

Amines are products derived from Ammonia (NH_3) by displacement of H_2 in the Ammonia molecule by other radicals (R) such as Methyl, Ethylene and Propanol.

Structurally, three types of amines are formed – Primary/Secondary/Tertiary based on number of hydrogen atoms displaced.

Primary Amine	:	$\text{R} - \text{NH}_2$
Secondary Amine	:	$\text{R}_2 - \text{NH}$
Tertiary Amine	:	$\text{R}_3 - \text{N}$

The 'Nitrogen' in an amine has the property of 3 valences. This versatility allows the 'Amine' compound to shuttle between various phases and act as a carrier of the 'Active' compounds. This property finds varied applications.





What are the categories of Amines?

The composition of the 'R' group in the amine structure defines the categories of the amines.

Aliphatic : Where 'R' is the alkyl group with 6 carbons or less. Examples are Methylamines, Ethylamines etc.

Ethylene : Where 'R' is the 'Ethylene' group. Typically these amines have more than one 'NH₃' group and are also called 'Diamines'. Examples are Ethylene Diamine (EDA), Diethylene Triamine (DETA)

Alkanol : Where 'R' is the alkanol group. Examples are Ethanolamines, Propanolamines.

Mixed / Complex : These are amines where more than one type of 'R' group combine with a 'Amine' group.

Examples are, DimethylAminoPropylamine DimethylEthylamine, Diethylhydroxylamine, etc.



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Products and Markets

End Uses



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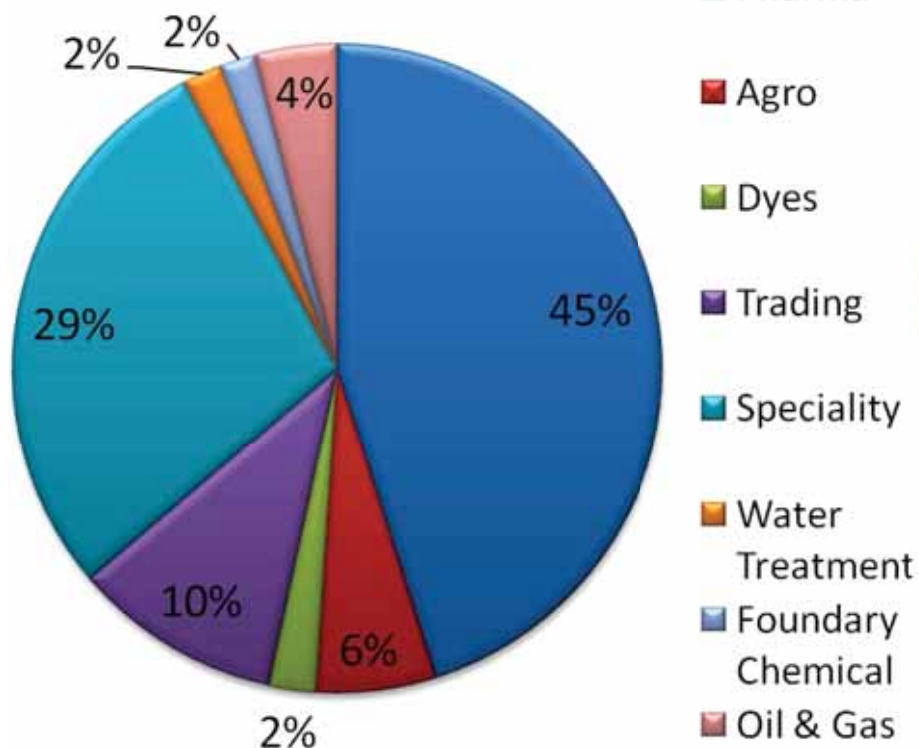
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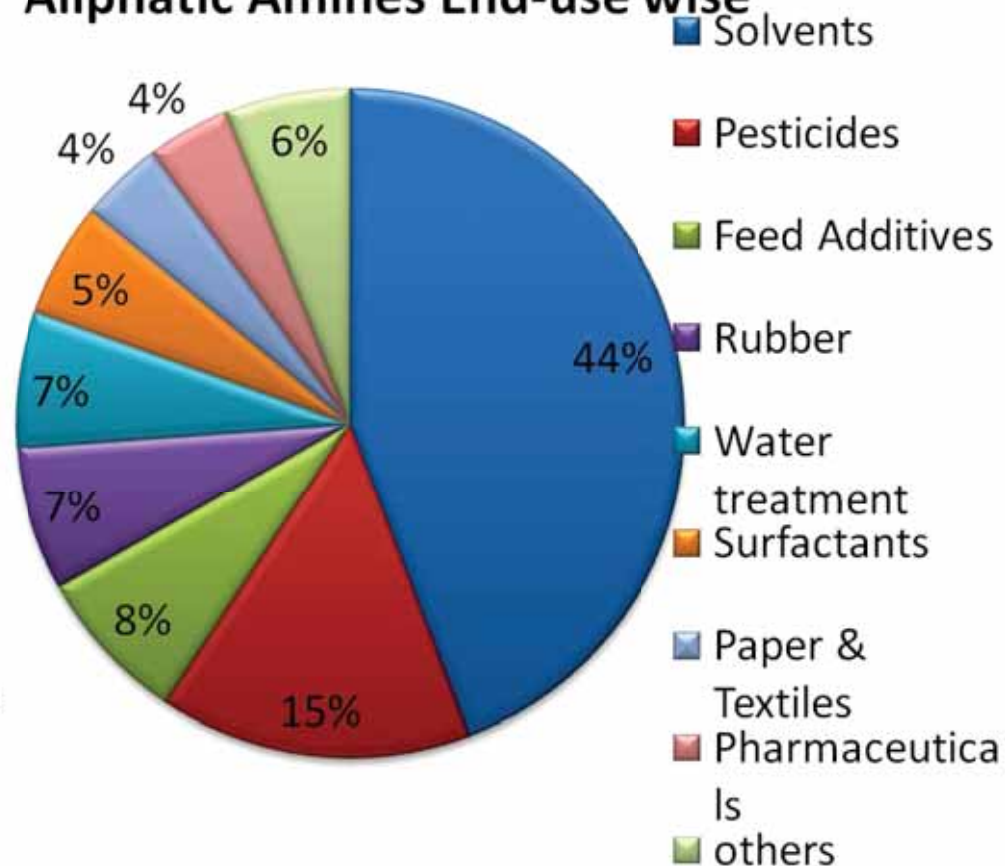
Products and Markets End uses

Current Alkyl Industry Profile

2014-15



World Consumption of Aliphatic Amines End-use wise





Introduction to Alkyl Amines Chemicals Ltd

- Alkyl Amines Chemicals Ltd (Alkyl) is a public limited listed company incorporated in 1979
- Listed on BSE & NSE .
- Alkyl is a global supplier of amines and amine-based chemicals to the pharmaceutical, agrochemical, rubber chemical & water treatment industries, among others .
- Over 30 years expertise in Amine technology .
- Alkyl has a significant stake in Diamines and Chemicals Ltd., the only manufacturer of ethylene-amines in India .
- Number of people employed – 430.





Alkyl's commitment to sustainability

- The Responsible Care initiative of the Indian Chemical Council aims to improve the compliances of its member companies to international standards in sustainability covering health, safety, environment, energy and community interactions.
- This year we were awarded the Responsible Care certification to join a group of less than 50 companies in India.
- Alkyl has always emphasized its commitment to providing quality products, ensuring a low foot print on the environment and safety at work. We have been in the past awarded with the ISO 9000, 14000, and 18000 certificates and are working towards a 50001 certification for energy conservation.

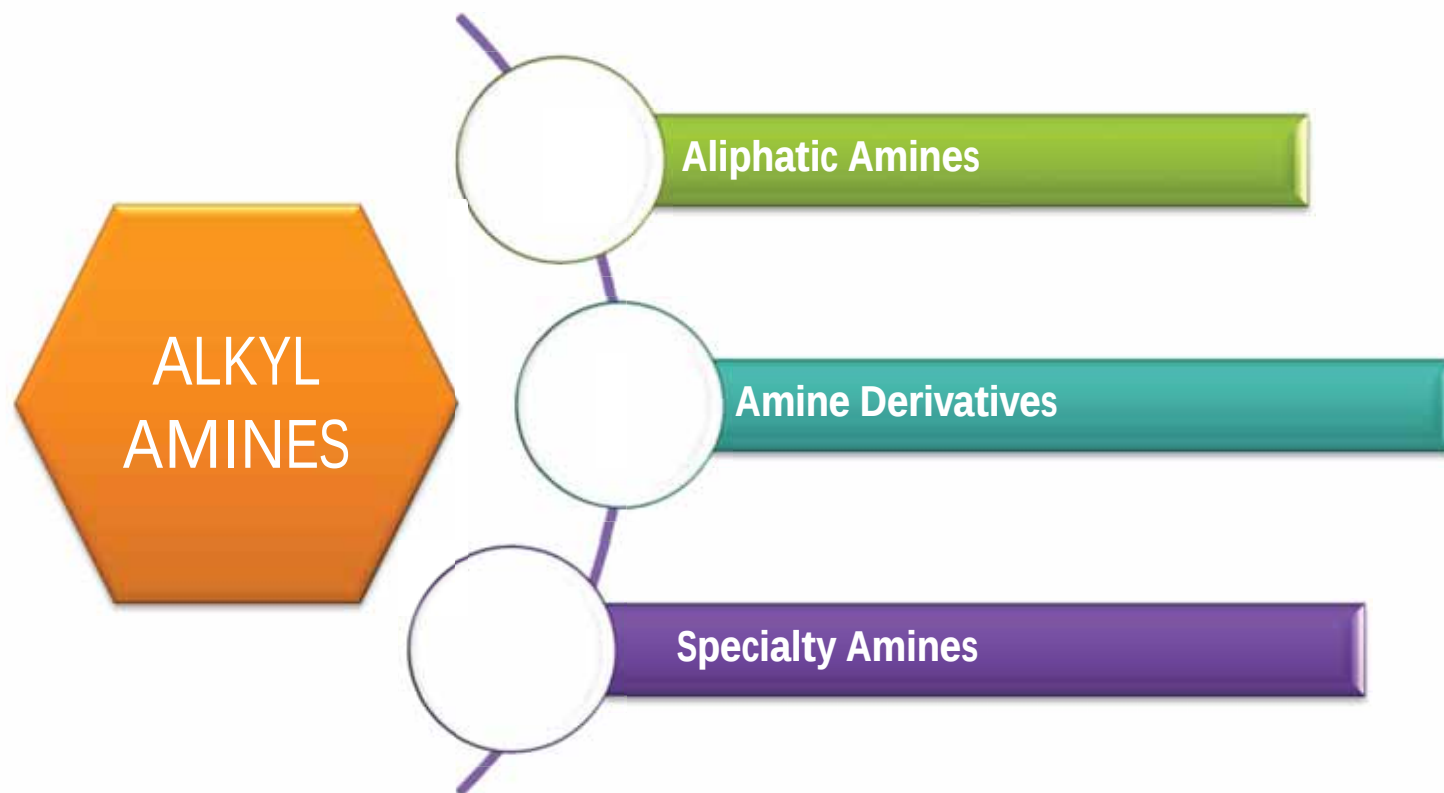




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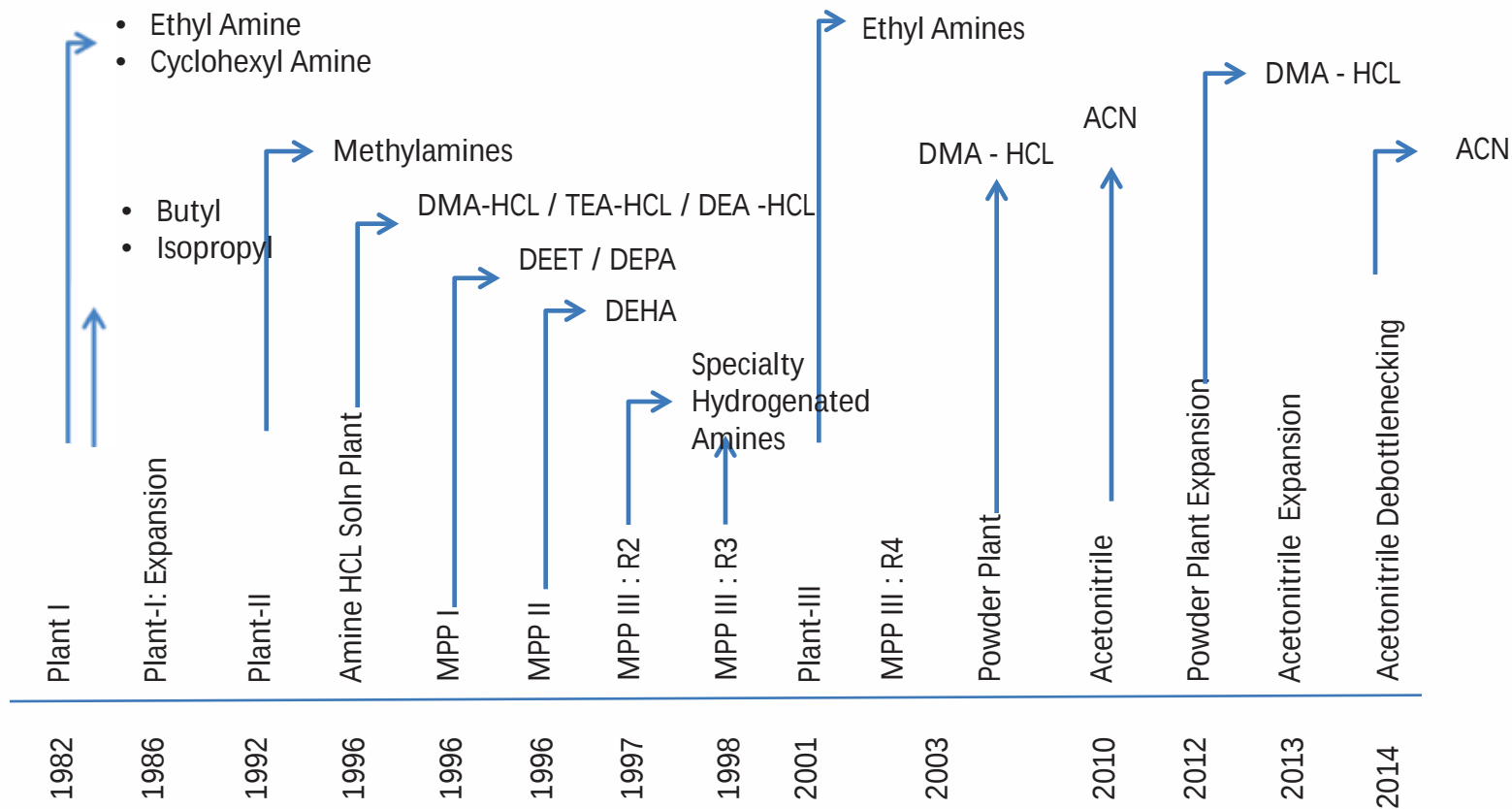
Alkyl's Product Range



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Journey so far



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Alkyl Amines Chemicals Limited



Operations

Locations

1. Corporate office - Worli. Mumbai
2. Registered office - Vashi, Navi Mumbai
3. Nine Manufacturing plants at Kurkumbh, Pune,
4. Two Manufacturing plants at Patalganga, Raigad,
5. R & D and Technology centre – Pune
6. *Solar Power Plant , Bhoom , Osmanabad*
7. *Upcoming site - Dahej, Gujarat*





Alkyl Amines Chemicals Limited



Management Team

Chairman and Managing Director

Yogesh M. Kothari

Executive Director (Operations)

Kirat Patel

Executive Director (Commercial)

Suneet Kothari

Non-Executive Directors

- *Hemendra M.Kothari*
- *Shyam B. Ghia*
- *Shoban Thakore*
- *Dilip Piramal*
- *Premal Kapadia*
- *K.R. V. Subramanian*
- *Tarjani Vakil*



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Strengths

- A wide palette of products (100+). Most developed in house.
- Global leader in Ethyl amines.
- One of the leading players globally in DEHA (Diethyl hydroxyl amine)
- One of the largest producers of DMA-HCL
- Leading producer of Acetonitrile with a unique process
- Globally leading manufacturer of various specialty amines
- Dominant Indian manufacturer of most of our product range
- Strong in commercialization of processes through in-house team
- Reputation as a reliable, ethical supplier.





Production

Alkyl has two manufacturing sites with Eleven plants in western Maharashtra, covering approximately Eighty acres

- The Patalganga site of around Ten acres is Seventy Five Kilometers from Mumbai. Methylamines & higher aliphatic amines are manufactured here.
- The Kurkumbh site covering Seventy acres is Sixty Kilometers from Pune. Ethylamines, Amine Derivatives & Specialty Amines are manufactured here.
- *A new site of approx. Twenty Five acres is being developed to expand our Amines and Amines derivative capacities in Dahej, Gujarat about Three Hundred Kilometers north of Mumbai.*





Manufacturing Strengths

- **Reactions :**
 - » Reductive Amination
 - » Hydrogenation
 - » Cyanoethylation
 - » Oxidation
 - » Amidation

- **Distillations**
 - * Pressure / Atmospheric / Vacuum
 - * Fractional / Azeotropic
 - * Continuous /Batch.

- **Powder making facilities**

- **Multi purpose plants**





Capacity / Production (In MT)

Year - 2015	Aliphatic Amines	Derivatives	Specialty Chemicals
Capacity	34,000*	17,000*#	7,400*
Production	27,406	13,719	4,251

* Approximate Figure.

Include Sub contractor.



Inputs

The Key Inputs are :

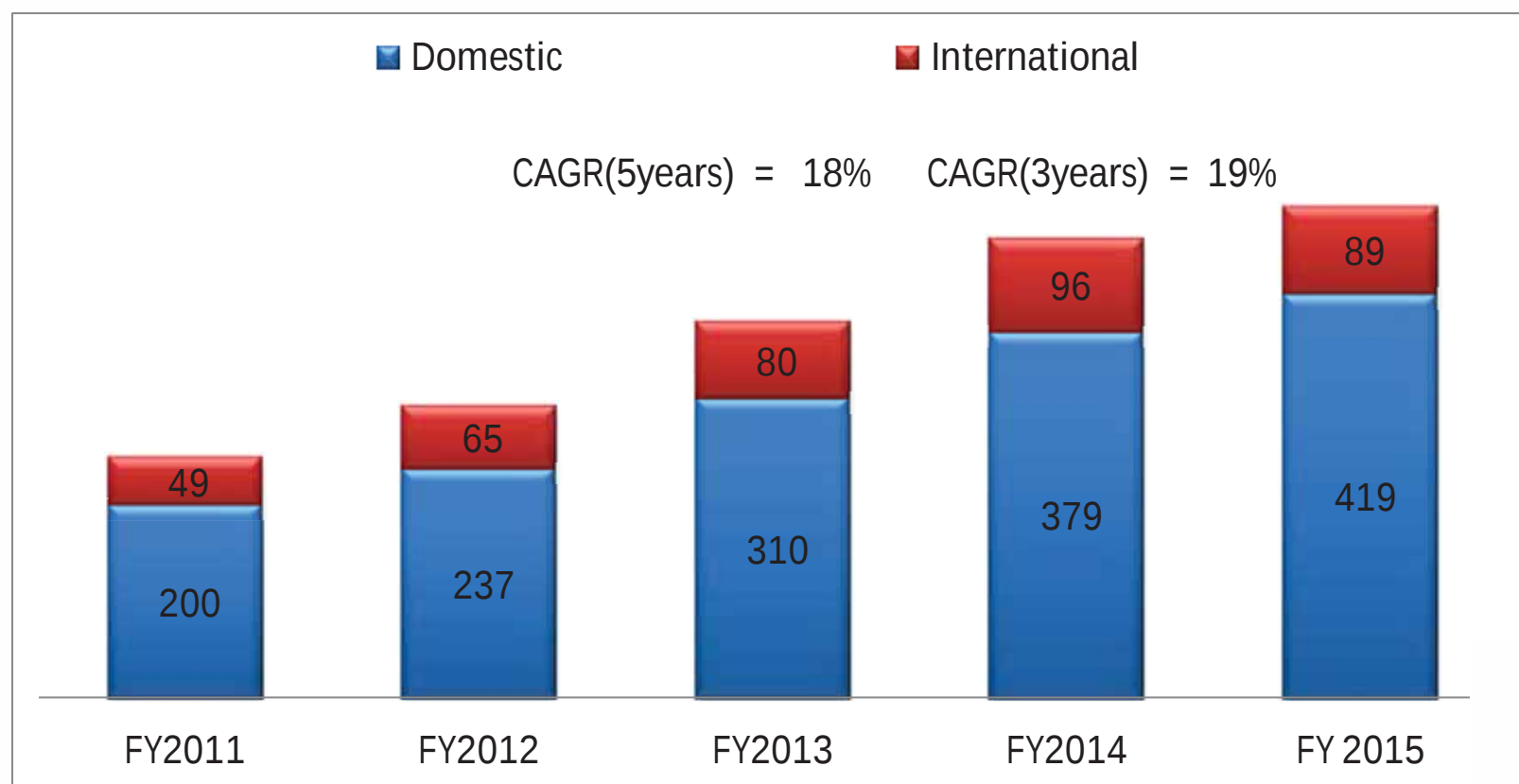
- Ammonia,
- Alcohols (Ethanol, Methanol, Iso propanol ,2EthylHexanol etc)
- Acetic Acid.
- Fuel (Coal, Bagasse, LSHS)
- Electricity (Grid, Cogen, Solar)



Alkyl Amines Chemicals Limited



Gross Revenue (Rs. Crores)



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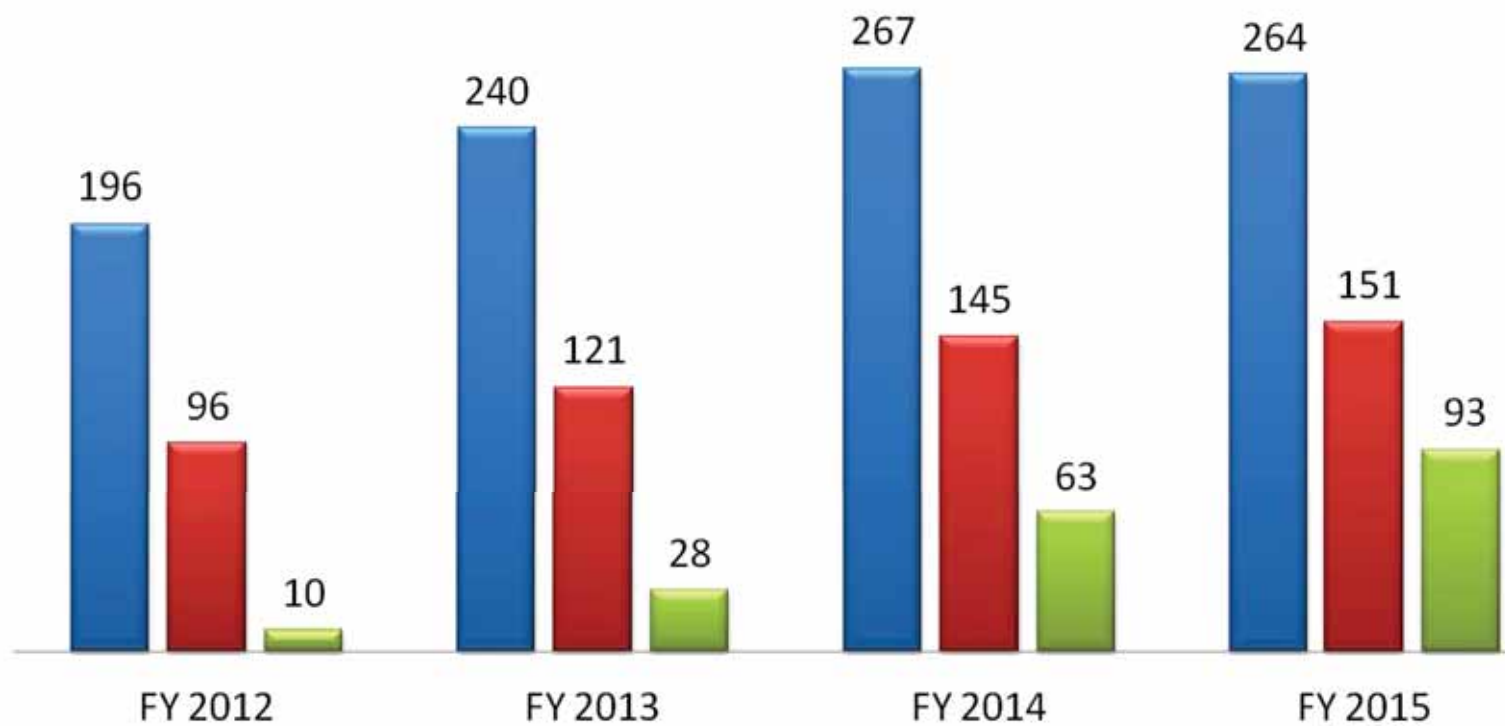


Gross Revenue Break-up (Rs Crores)

■ Aliphatic Amines

■ Amine Derivatives

■ Specialities



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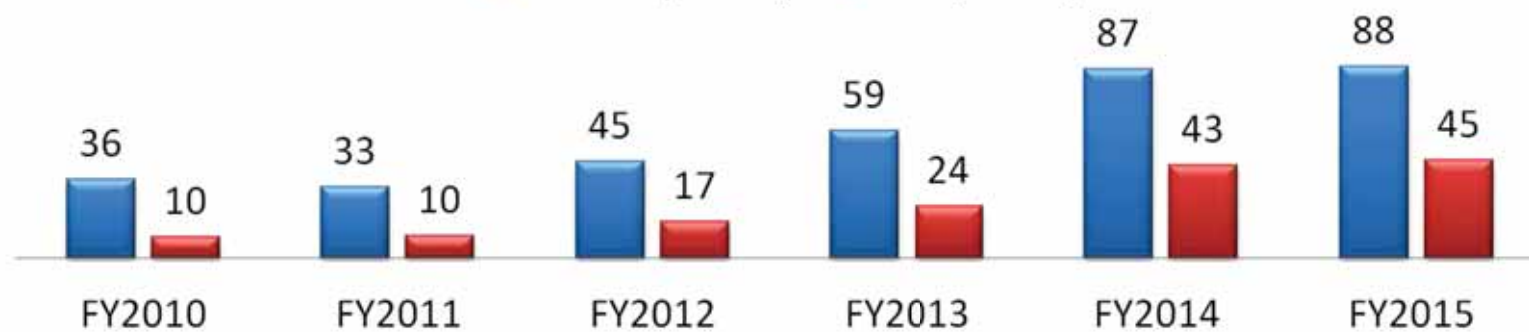


Alkyl Amines Chemicals Limited

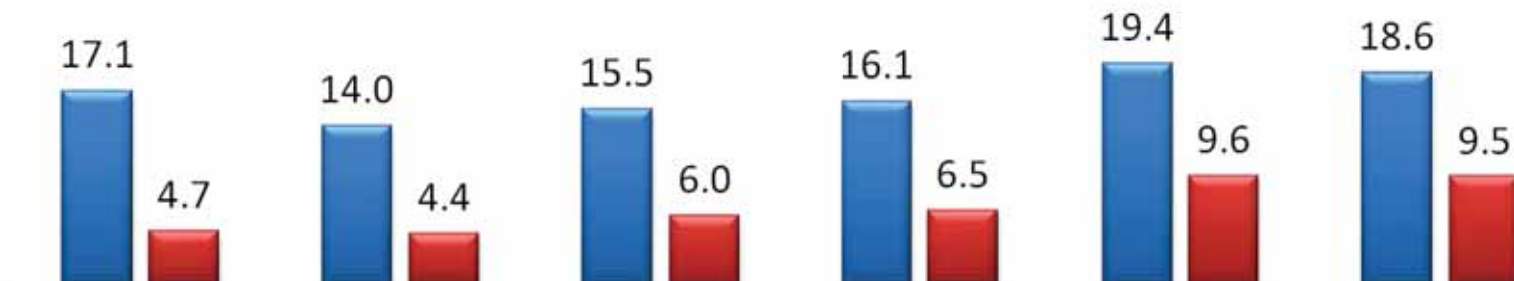


EBITDA/PAT

■ EBITDA (Rs crs.) ■ PAT (Rs crs.)



■ EBITDA % of Net Sales ■ PAT % of Net Sales



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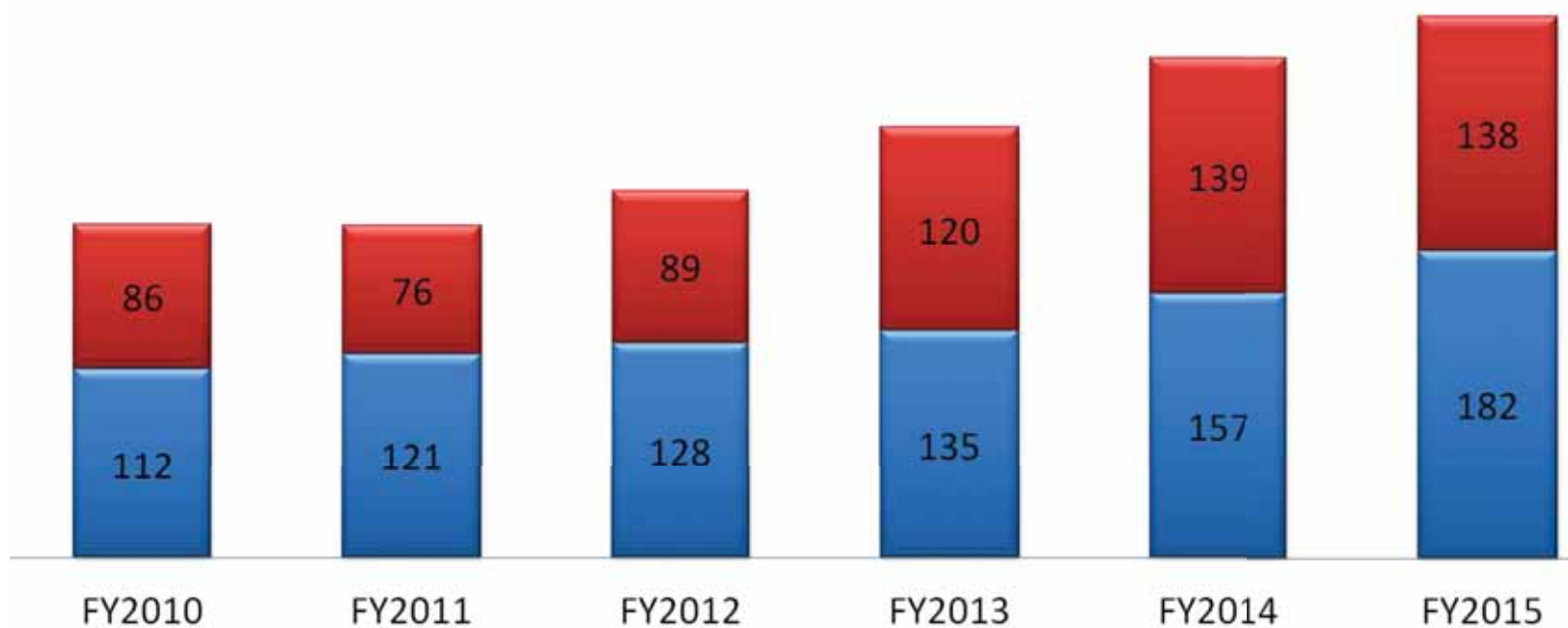


Alkyl Amines Chemicals Limited



Capital Employed (Rs crores)

■ Net Fixed Assets ■ Net Current Assets



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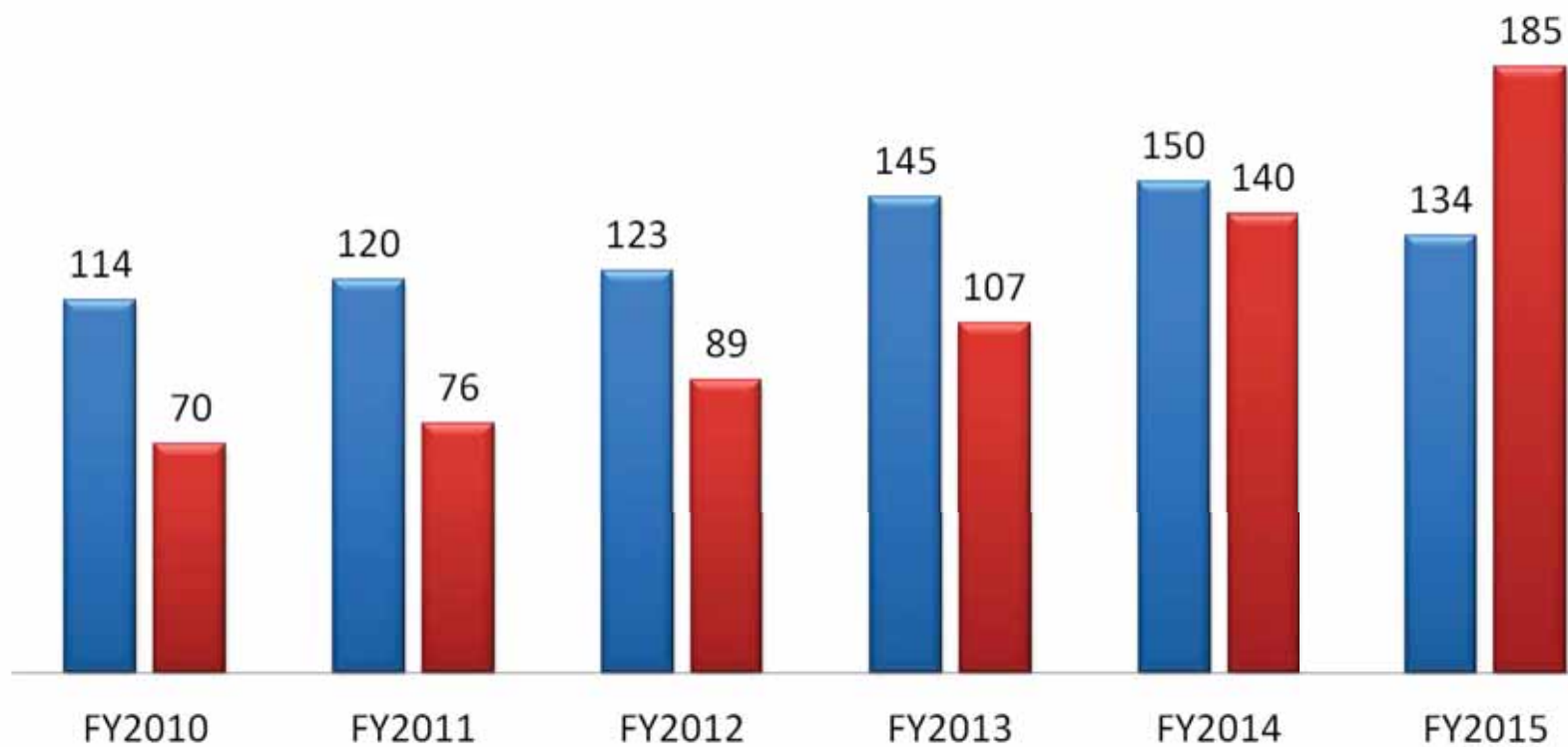
Alkyl Amines Chemicals Limited



Capital Employed (Rs crores)

■ Debt

■ Net Worth



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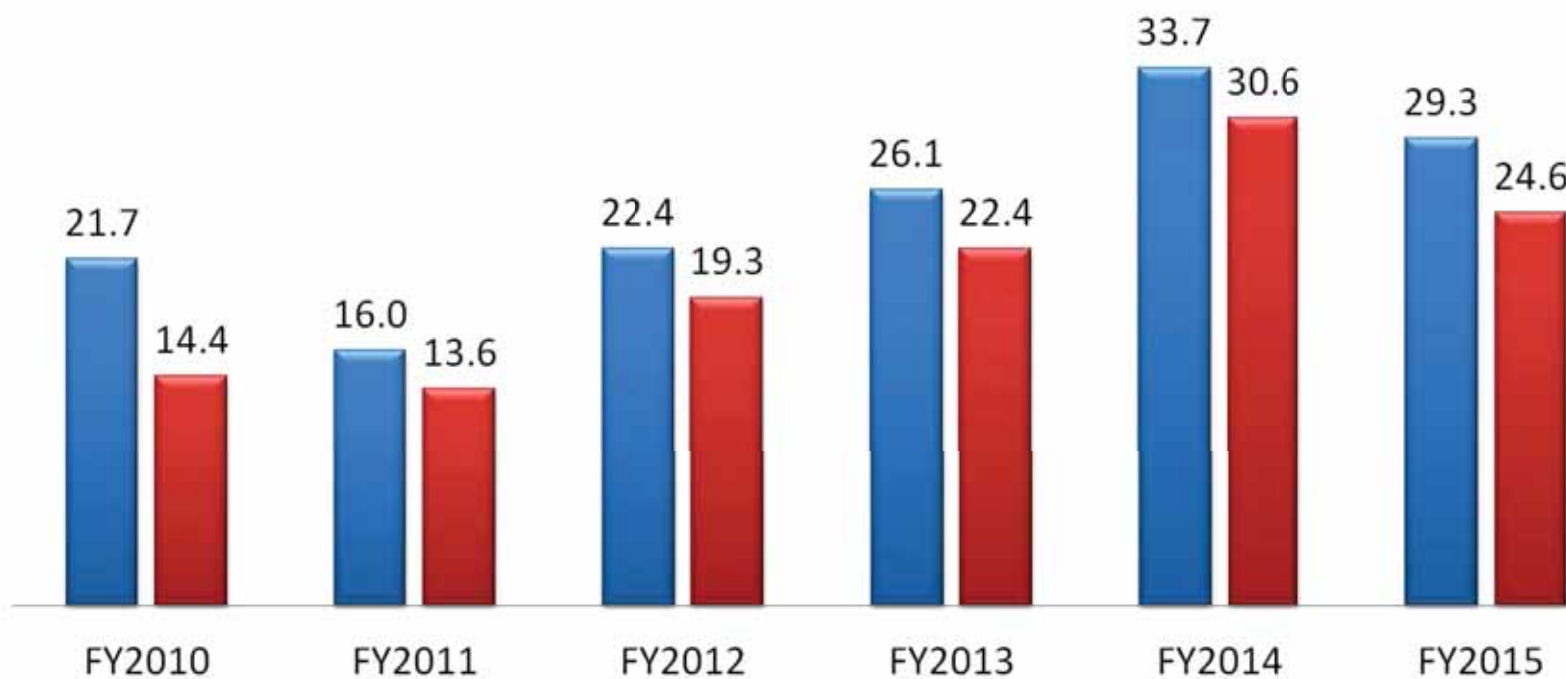
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ROCE/RONW

■ ROCE %

■ RONW %



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Alkyl Amines Chemicals Limited



Yearly Financial

Rs In Lakhs

Particulars	FY 2012	FY 2013	FY 2014	FY 2015
1. Income from Operations				
a. Net Sales/Income from Operations (net of excise duty)	28,151	35,897	44,029	46,798
b. Other Operating Income	650	689	581	839
Total Income from Operations (net)	28,801	36,586	44,610	47,637
2. Expenses				
a. Cost of Materials Consumed	15,650	20,028	24,051	25,915
c. Employee Benefits Expense	1,605	2,088	2,591	3,118
d. Other Expenses (net)	7,185	8,579	9,307	9,755
e. Depreciation and Amortization	891	1,003	974	1,135
f. Finance costs	1,103	1,294	1,224	1,023
Total Expenses	26,434	32,992	38,148	40,946
3. Profit/(Loss) before Tax	2367	3,593	6,462	6,691
4. Tax Expense	652	1,200	2,174	2,149
5. Net Profit / (Loss) after tax	1,715	2,393	4,288	4,542



Alkyl Amines Chemicals Limited



Quarterly Financial for the year 2014-15

Rs In Lakhs

Particulars	Q1	Q2	Q3	Q4
1. Income from Operations				
a. Net Sales/Income from Operations (net of excise duty)	12,425	11,693	11,103	11,577
b. Other Operating Income	265	92	292	190
Total Income from Operations (net)	12,690	11,785	11,395	11,767
2. Expenses				
a. Cost of Materials Consumed	7,289	6,307	6,063	6,256
c. Employee Benefits Expense	773	838	709	798
d. Other Expenses net	2,233	2,502	2,536	2,484
e. Depreciation and Amortization	269	295	288	283
f. Finance costs	287	262	240	234
Total Expenses	10,851	10,204	9,836	10,055
3. Profit/(Loss) before Tax	1,839	1,581	1,559	1,712
4. Tax Expense	596	533	506	514
5. Net Profit / (Loss) after tax	1,243	1,048	1,053	1,198



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Certifications

➤ Integrated Management System Certification.

ISO 9001 - Quality Management System

ISO 14001 - Environmental Management System

ISO 18001 - Occupational Health & Safety Management System



➤ Responsible care Certification .

➤ Rating by Crisil :

A stable – Long Term

A+ - Short Term



THANK YOU



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