



Alkyl Amines Chemicals Limited

A large industrial facility, likely a refinery or chemical plant, illuminated at night with numerous lights and tall distillation columns.

ALKYL AMINES CHEMICALS LTD

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





Alkyl Amines Chemicals Limited



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.



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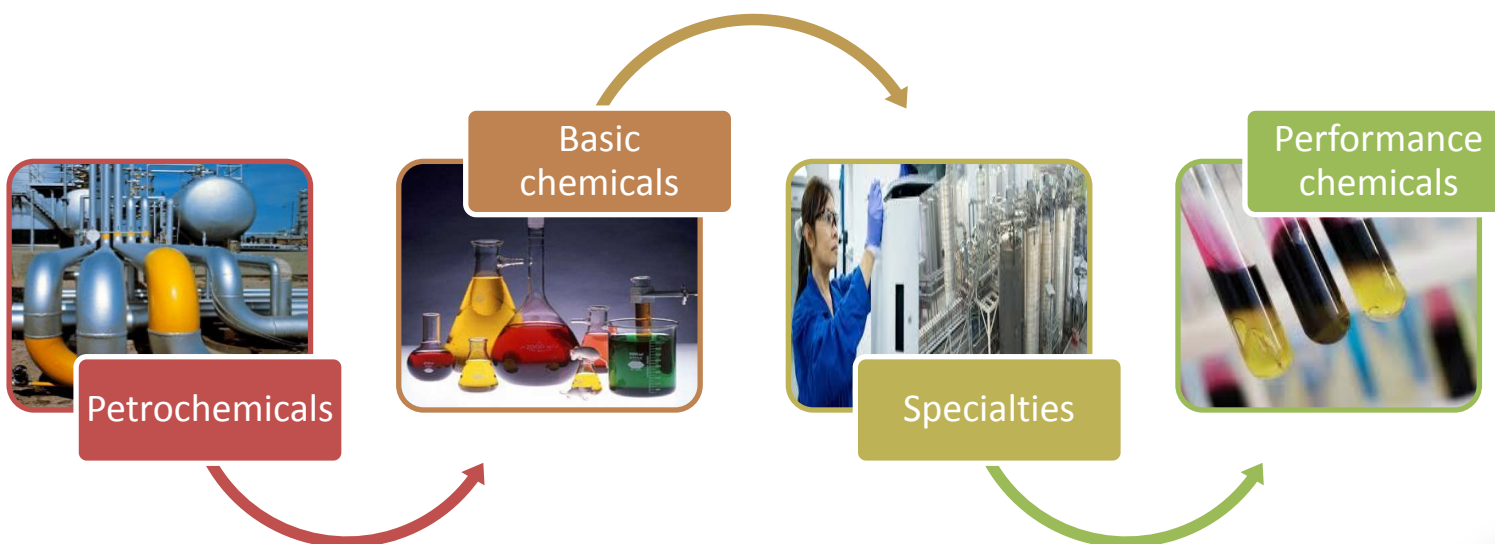


Alkyl Amines Chemicals Limited



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.



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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, Ethylamine's 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 Ethanolamine's, Propanolamines.

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

Examples : DimethylAminoPropylamine,DimethylEthylamine, Diethyl hydroxylamine, etc.



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Products and Markets

End Uses



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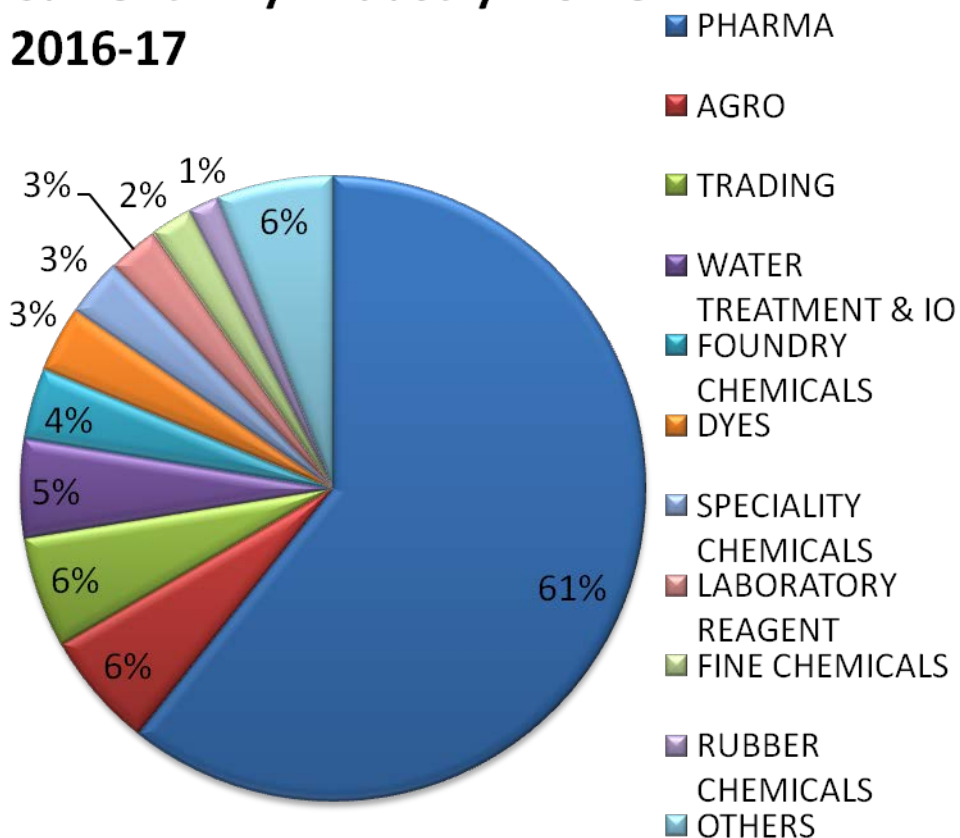


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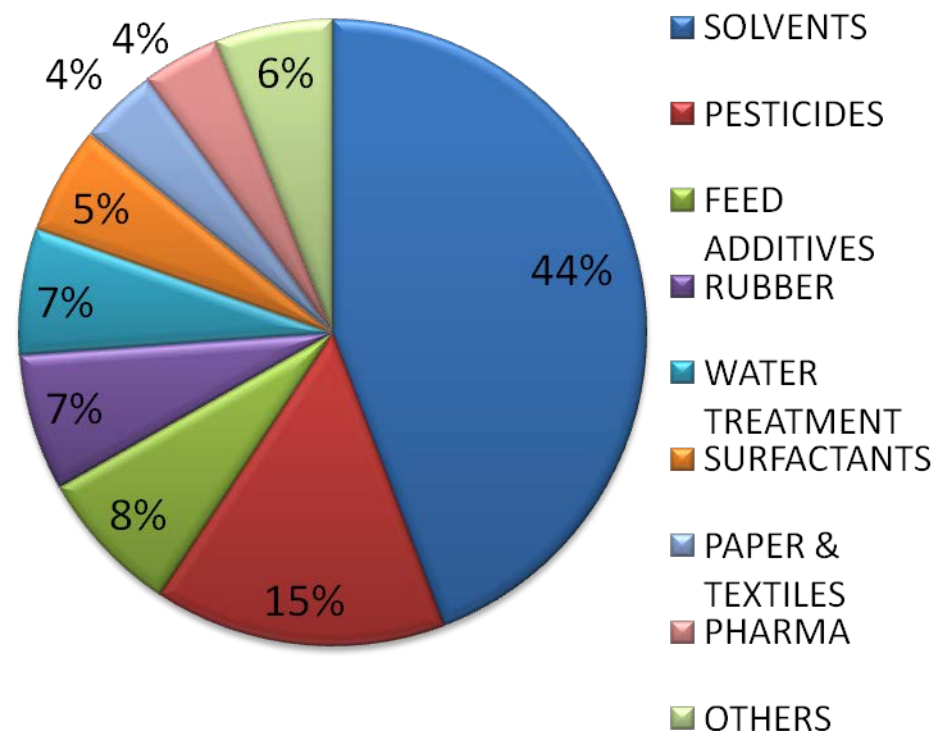


Products and Markets End uses

Current Alkyl Industry Profile 2016-17



World Consumption of Aliphatic Amines End-use wise





Alkyl Amines Chemicals Limited



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 35 years expertise in Amine technology .
- Alkyl has a significant stake in Di-amines and Chemicals Ltd., the only manufacturer of ethylene-amines in India .
- Number of people employees– 460.



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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.
- In 2014-15 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, 18000 and 50001.



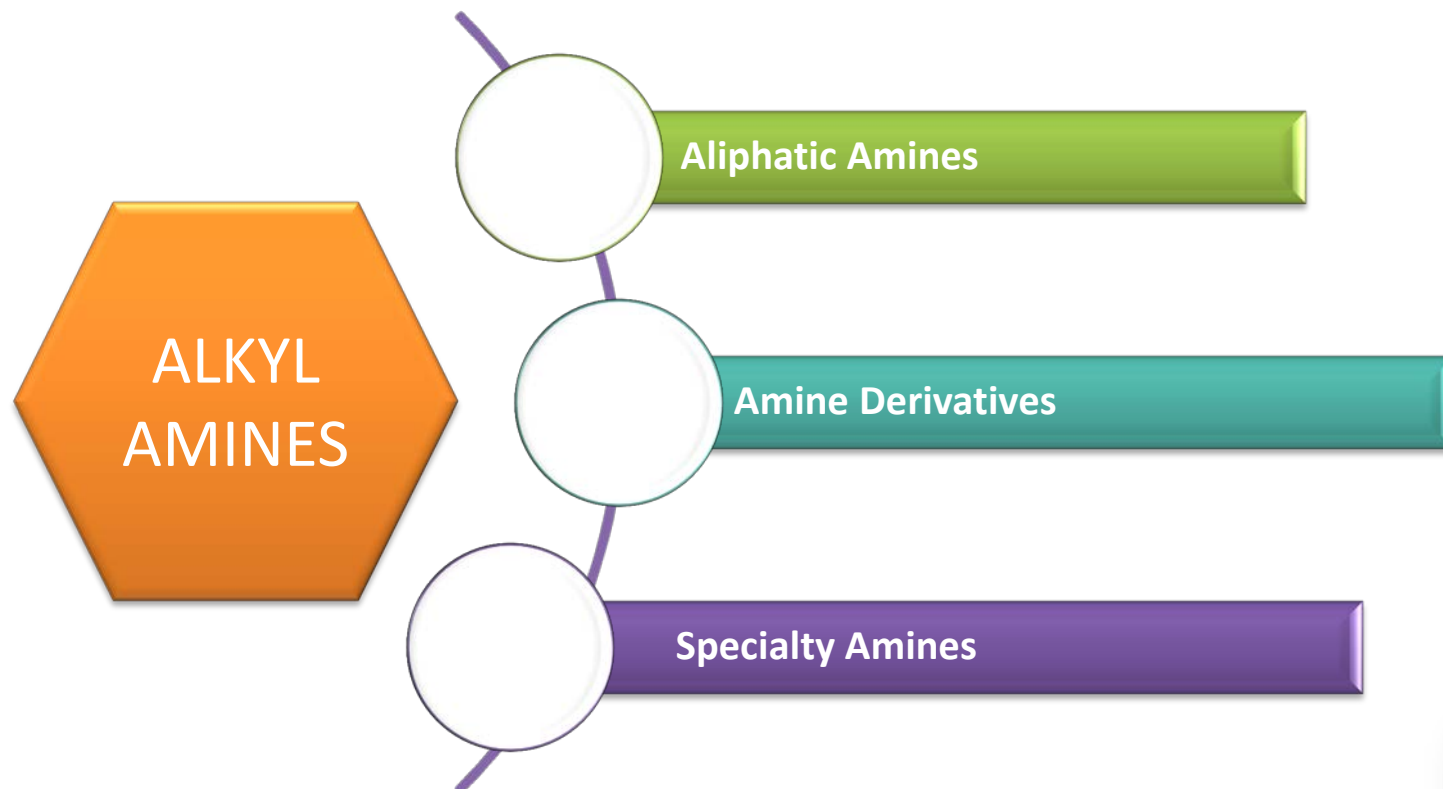
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Alkyl's Product Range



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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



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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
- Dilip Piramal
- Shyam B. Ghia
- Shoban Thakore
- Premal Kapadia
- 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.



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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. Ethyl amines, 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.



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Manufacturing Strengths

❖ **Reactions :**

- Reductive Amination
- Hydrogenation
- Cyanoethylation
- Oxidation
- Amidation

❖ **Distillations**

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

❖ **Powder making facilities**

❖ **Multi purpose plants.**



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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

ISO 50001 - Energy Management



➤ Responsible care Certification .

➤ Rating by Crisil :

A stable – Long Term

A+ – Short Term



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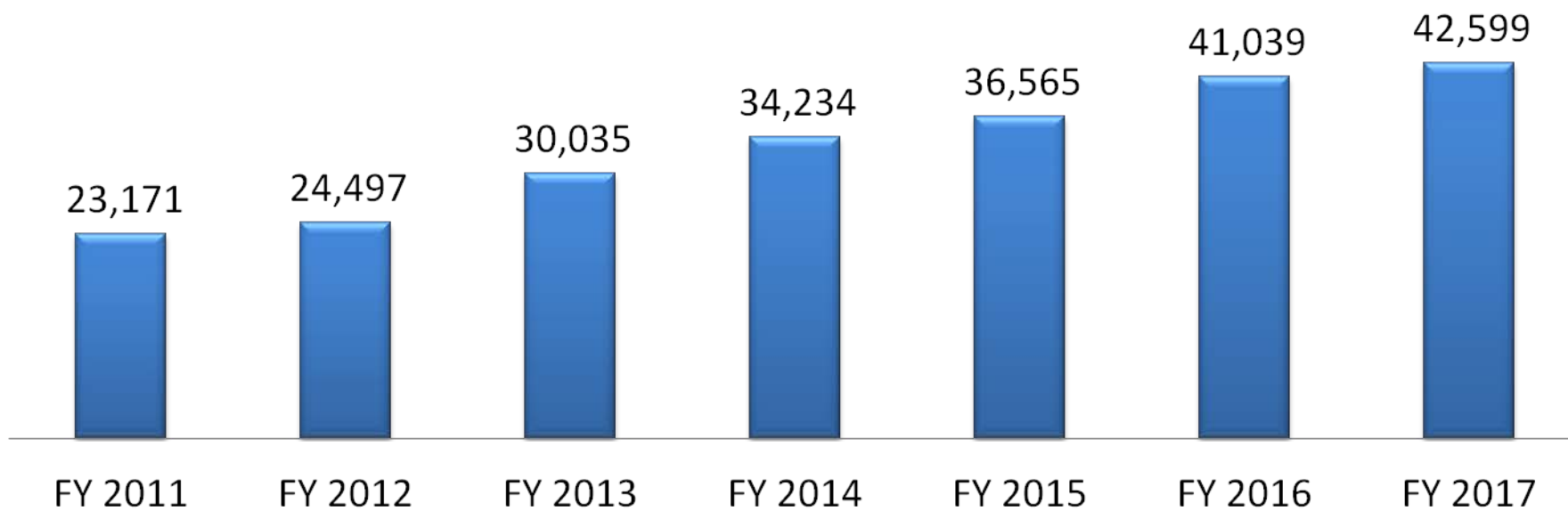


Sales by Quantity

■ Quantity (MT)

CAGR (5 years) = 12 %

CAGR (3 years) = 7%



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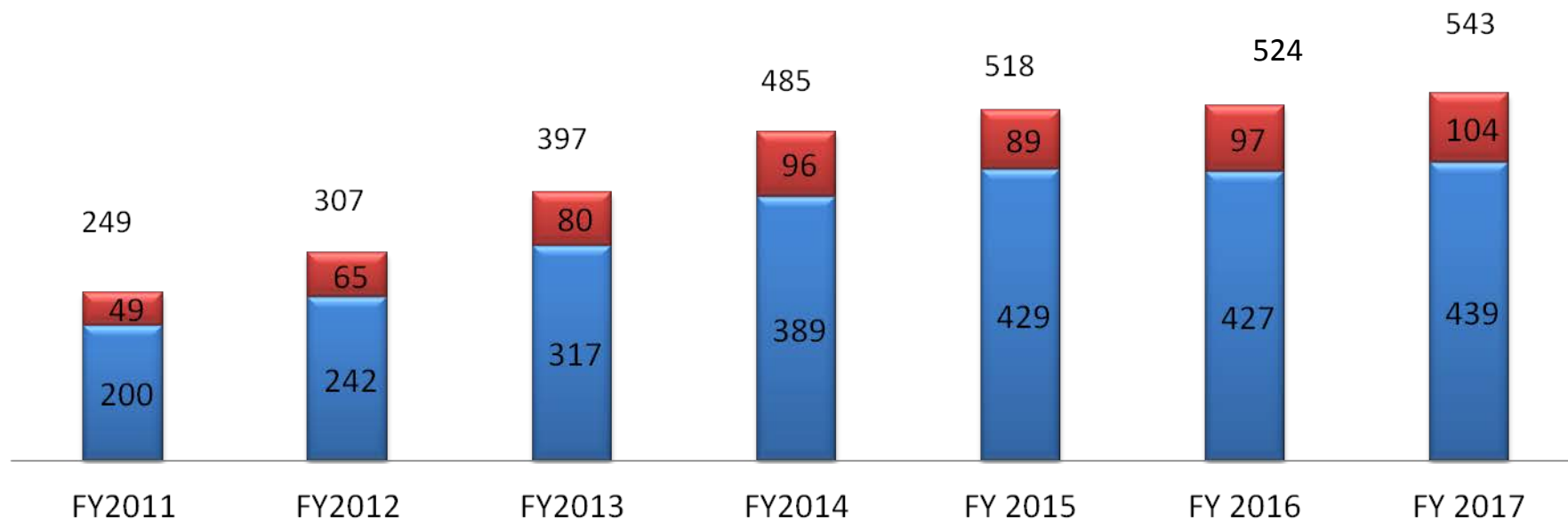
Gross Revenue (Rs. Crores)

■ Domestic

CAGR(5years) = 12%

■ International

CAGR(3years) = 4%



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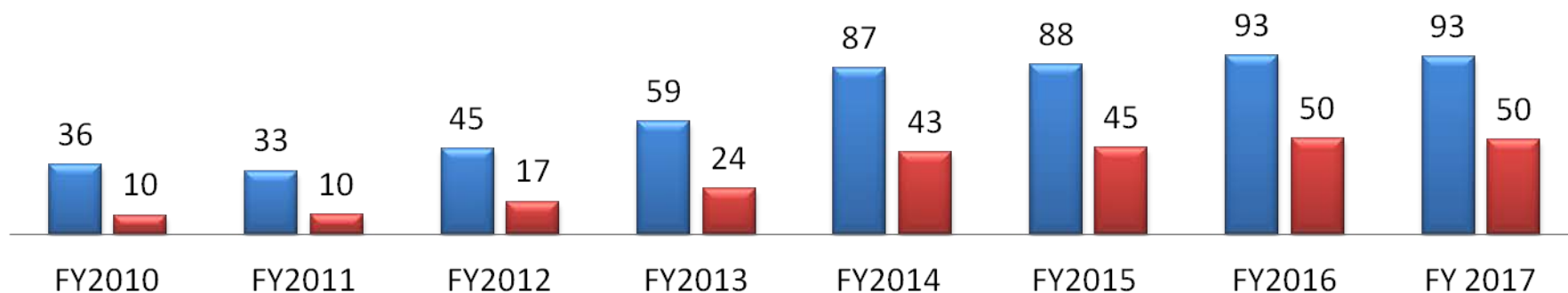
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EBIDTA/PAT

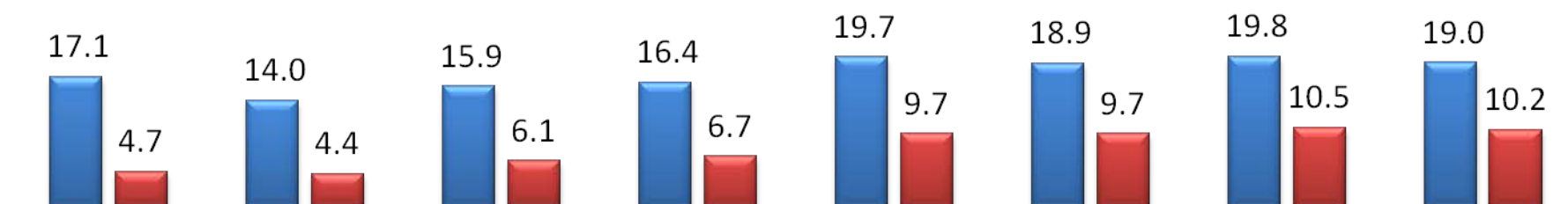
■ EBIDTA (Rs crs.)

■ PAT (Rs crs.)



■ EBIDTA % of Net Sales

■ PAT % of Net Sales



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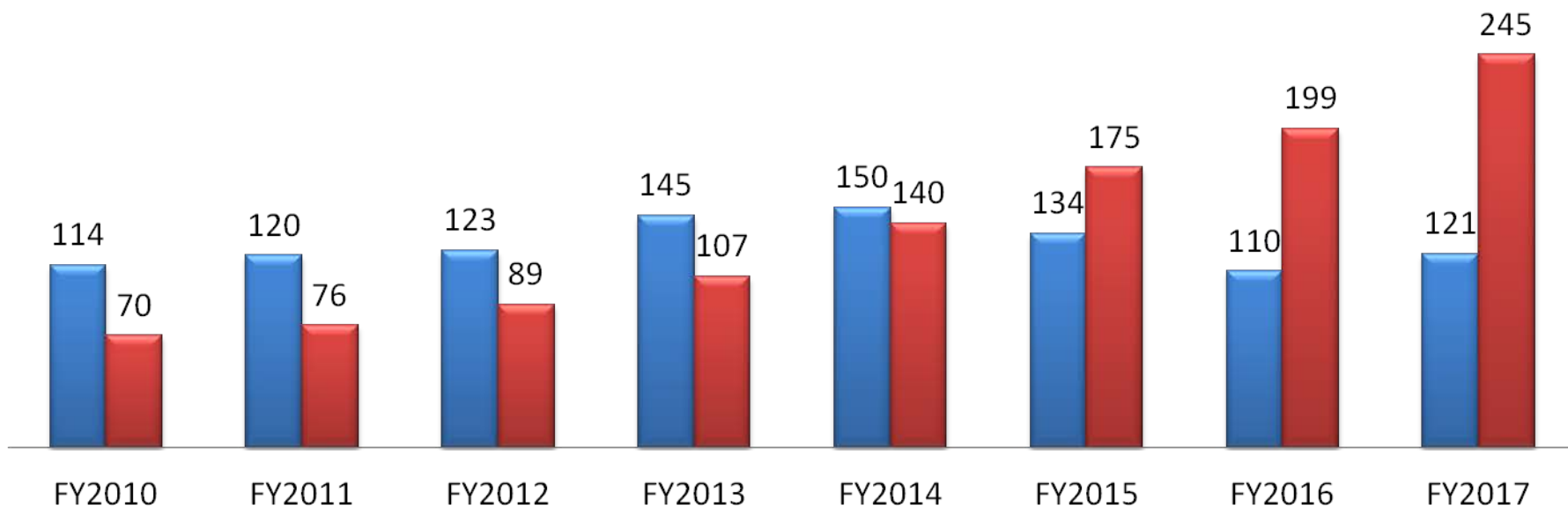
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Capital Employed (Rs Crores)

■ Debt

■ Net Worth



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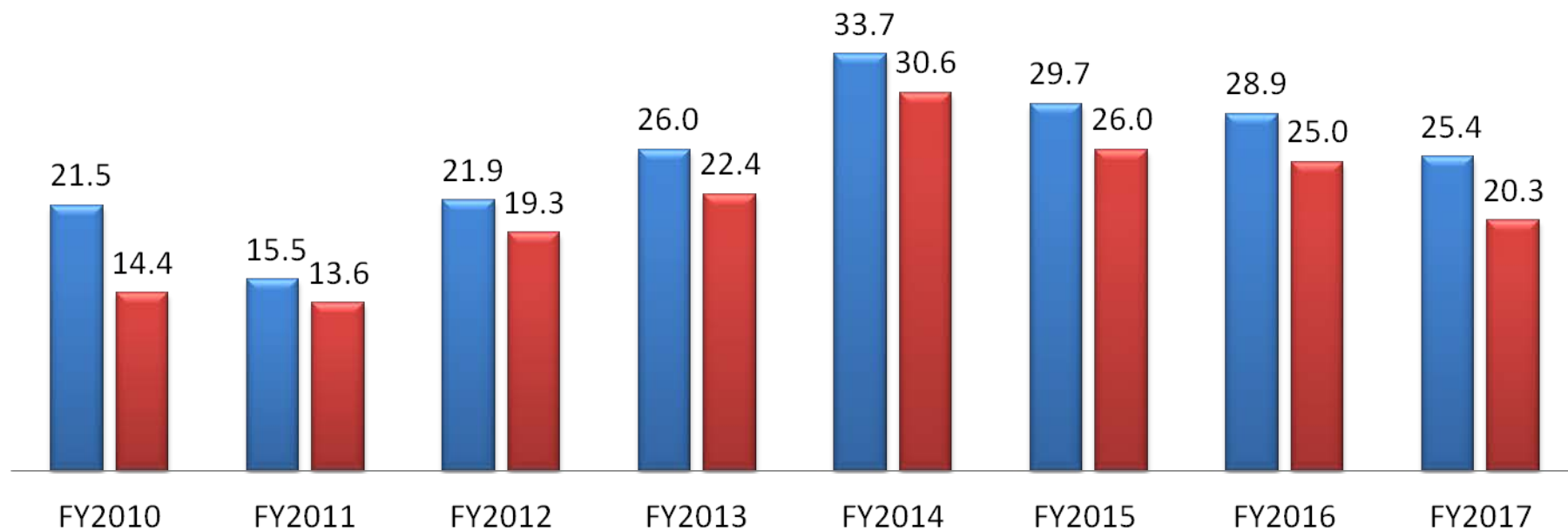
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ROCE/RONW

■ ROCE %

■ RONW %



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Yearly Financial

Rs In Lakhs

Particulars	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
1. Income from Operations						
a. Net Sales/Income from Operations (net of excise duty)	28,151	35,897	44,029	46,798	47,261	48,862
b. Other Operating Income	650	689	581	839	1,099	1,201
Total Income from Operations (net)	28,801	36,586	44,610	47,637	48,359	50,064
2. Expenses						
a. Cost of Materials Consumed	15,650	20,028	24,051	25,915	25,193	26,329
c. Employee Benefits Expense	1,605	2,088	2,591	3,118	3,472	3,822
d. Other Expenses (net)	7,185	8,579	9,307	9,755	10,354	10,643
e. Depreciation and Amortization	891	1,003	974	1,135	1,289	1,429
f. Finance costs	1,103	1,294	1,224	1,023	803	562
Total Expenses	26,434	32,992	38,148	40,946	41,111	42,785
3. Profit/(Loss) before Tax	2,367	3,593	6,462	6,691	7,248	7,279
4. Tax Expense	652	1,200	2,174	2,149	2,263	2,319
5. Net Profit / (Loss) after tax	1,715	2,393	4,288	4,542	4,985	4,961



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Quarterly Financial for the year 2015-16 and 2016-17

Rs In Lakhs

Particulars	Q4 16-17	Q-3 16-17	Q2 16-17	Q1 16-17	Q4 15-16	Q3 15-16	Q2 15-16	Q1 15-16
1. Income from Operations								
a. Net Sales/Income from Operations (net of excise duty)	12,821	13,249	12,009	10,783	11,757	10,925	11,996	12,583
b. Other Operating Income	292	388	437	84	347	235	259	258
Total Income from Operations (net)	13,113	13,637	12,447	10,867	12,104	11,160	12,255	12,841
2. Expenses								
a. Cost of Materials Consumed	7,196	6,882	6,748	5,503	5,955	5,519	6,812	6,907
c. Employee Benefits Expense	850	999	992	982	825	869	843	935
d. Other Expenses (net)	2,864	2,769	2,667	2,304	2,573	2,649	2,496	2,636
e. Depreciation and Amortization	404	345	336	344	342	334	323	291
f. Finance costs	144	140	159	157	148	199	224	233
Total Expenses	11,458	11,135	10,937	9,315	9,842	9,570	10,698	11,002
3. Profit/(Loss) before Tax	1,656	2,502	1,544	1,578	2,262	1,591	1,557	1,839
4.Tax Expense	527	813	498	481	724	407	491	640
5.Net Profit / (Loss) after tax	1,129	1,689	1,047	1,096	1,538	1,183	1,066	1,199



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Comparison of Quarter ending 31st March 2017 with 31st March 2016

- Sales volume has increased by 7% from 10,355 MT in quarter ended March 31, 2016 to 11,048 MT in quarter ended March 31, 2017.
- Net Sales Value has increased by 8% from Rs. 118 Crs in Mar-16 quarter to Rs. 128 Crs in Mar-17 quarter due to increase in sales volume as above.
- EBIDTA in Mar-17 quarter is Rs. 22 Crs at 17.18% of Net Sales compared to Rs. 28 Crs at 23.40% in Mar-16 quarter. Decrease in EBIDTA margin % is due to decrease in contribution margin mainly on account of increase in raw material and fuel costs, not absorbed fully by increase in selling prices.
- Other Expenses at Rs. 29.50 Crs is higher by 12% in Mar-17 quarter compared to Mar-16 quarter at Rs. 26.23 Crs mainly due to increase in fuel costs
- Profit before Tax for quarter ended Mar-17 is Rs. 16.56 Crs lower by 27% as against Mar-16 quarter at Rs. 22.62 Crs.
- Profit after Tax for quarter ended Mar-17 is Rs. 11.30 Crs lower by 27% as against Mar-16 quarter at Rs. 15.38 Crs



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Comparison of Quarter ending 31st March 2017 with 31st December 2016

- Sales volume has decreased by 5% from 11,618 MT for the quarter ended December 31, 2016 to 11,048 MT in quarter ended March 31, 2017.
- Net sales Value has decreased by 3% from Rs. 132 Crs in Dec-16 quarter to Rs. 128 Crs in Mar-17 quarter due to decrease in sales volume as above.
- EBIDTA in Mar-17 quarter is Rs. 22 Crs at 17.18% of Net Sales compared to Rs. 30 Crs at 22.55% in Dec-16 quarter. Decrease in EBIDTA margin % is due to decrease in contribution margin mainly on account of increase in raw material and fuel costs, not absorbed fully by increase in selling prices.
- Other Expenses at Rs. 29.50 Crs is higher by 6% in Mar-17 quarter compared to Dec-16 quarter at Rs. 27.86 Crs mainly due to increase in fuel costs and provision for doubtful advances
- Profit before Tax for quarter ended Mar-17 is Rs. 16.56 Crs lower by 34% as compared to quarter ended Dec-16 at Rs. 25.02 Crs.
- Profit after Tax for quarter ended Mar-17 is lower by 32% at Rs. 11.30 Crs as compared to quarter ended Dec-16 quarter at Rs. 16.89 Crs



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Highlights of year ending 31st March 2017

- Sales volume has increased by 4% from 41,039 MT for year ended March 31, 2016 to 42,599 MT for year ended March 31, 2017.
- Net sales Value has marginally increased by 3% from Rs. 473 Crs for year ended March 31, 2016 to Rs. 489 Crs for year ended March 31, 2017 due to increase in sales volume as above.
- EBIDTA for year ended March 31, 2017 is Rs. 93 Crs at 18.97% of net sales same as for year ended March 31, 2016 at 19.76%. Contribution margins for both the years are also same at 36%.
- Other Expenses at Rs. 107.42 Crs is higher by 1% in 2016-17 compared to 2015-16 at Rs. 105.96 Crs mainly due to increase in stores and repairs cost and selling expenses.
- Finance Costs have declined by 30% from Rs. 8.03 Crs for year ended March 31, 2017 to Rs. 5.62 Crs for year ended March 31, 2016 mainly due to reduction in debt.
- Profit before Tax at Rs. 72 Crs and Profit after tax at Rs. 50 Crs are same both for year ended Mar-17 and year ended Mar-16.

THANK YOU



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