



SEYA
INDUSTRIES LTD.



SEYA
Industries Limited

Investor Presentation



Disclaimer

We have shared information and made forward looking statements to enable investors to know our product portfolio, business logic and direction and thereby comprehend our prospects. We cannot guarantee that this forward looking statements will realize although **we believe we have been prudent in our assumptions.** The actual results may be affected because of uncertainties, risks and even inaccurate assumptions. We undertake no obligation to publicly update any forward looking statement, whether as a result of new information, future events or otherwise.

Company Profile



Foundation

Founded in 1990 by Shri Ashok G Rajani

Passion

Manufacturing and Marketing of Best Quality Speciality Chemicals

Promoter

First Generation Technocrat Promoters with sound Entrepreneurial skills and Chemical Engineering background

Strength

- Global Scale & Size, Backward and Forward Integrated, Fully Automated State-of-Art manufacturing facilities built on Latest Technology and Cost Effective, Efficient and Eco-friendly Manufacturing Processes
- Among Top 10 Global Strategic Suppliers for Products Manufactured

Goal

Create Wealth, generate Employment, be Self Reliant

Core Values



- Ethical business behavior
- Community involvement
- Safety First is Safety Always
- Quality is not an act. But a Habit
- Integrity in what we do, what we say, and what we say we do
- Innovation is constant learning and reinventing
- Customer Satisfaction



Manufacturing Facilities



- Located in MIDC Tarapur near all – weather International ports viz., JNPT, Dahej, Kandla and Mundra ensuring continuous availability of vital raw materials at lowest cost
- Fully backward-Integrated eco friendly Chemical manufacturing Complex, spread over an area of 2,00,000 sq. mtrs
- Latest world class state-of-art Technology and professional expertise
- Good Management control system
- Proximity advantage of Chloro Alkali and Fertilizers plants & Refineries
- Captive Power Generation to ensure Continuous and Quality power
- Captive HCL, Sulphuric Acid and Hydrogen gas Plants

Reaction Capabilities



- Chlorination(Continuous)
- Nitration(Continuous/Batch)
- Sulphonation
- Hydrogenation
- Ammonolysis
- Hydrolysis
- Diazotisation
- Di- Nitration
- Alkylation

Infrastructure



Infrastructure



Infrastructure



Quality Control



- Productivity goes up as Quality goes up
- Committed to provide Best quality of manufactured Products
- Quality Management Systems ensures Customer's requirements and enhancing value.
- Fully equipped QC labs with high-tech advanced instruments and highly qualified technical personnel
- Strict compliance with stringent International norms to meet global challenges
- Sophisticated & advanced equipment of very high precision
- High Performance Liquid Chromatographer,
- Gas Chromatographers,
- Spectrophotometers
- Autotitrators
- Digital Polarimeters etc.,



Custom Manufacturing



- Kilo Lab
- Pilot Plants
- Plant scale



Safety, Health & Environment



- Committed to maintain a clean environment in strict compliance of the Pollution Control Board
- Own Primary, Secondary and Tertiary treatment facilities for generated effluent with Recycle, Reuse & Reduce Principle
- Management Systems & Procedures as per ISO 9000:2000 Standards, Environmental Management System as per ISO 14001:2004, Standard and Occupational Health & Safety Management System as per OHSAS 18001:1999
- Safety Committee for implementation of SHE objectives, Zero Effluent Discharge Mechanism, Clean Development -Mechanism and conservations of Materials, Energy and Natural resources

Our Esteemed Clients





SEYA
INDUSTRIES LTD.

Investor Information

Industries Served



Paints & Coatings



Agriculture



Textiles



Personal Care



Printing Ink



Pharmaceuticals

Industries Outlook



Robust Demand

- Large Population
- Dependence on Agriculture
- Strong Export Demand

Attractive Opportunities

Indian Specialty Chemicals market is expected to be fastest growing industry of the world and reach USD 80-100bn by 2023

Domestic agrochemicals sector is expected to post 10 – 12% CAGR until FY 20

Advantage India

Attractive Opportunities

Indian pharmaceuticals market size is expected to grow to USD 100 billion by 2025

Per capita chemical consumption for India in most categories of specialty Chemical is low at about 15-20% of global average

Policy Support

100 percent FDI in Indian chemicals sector

manufacturing most chemical products is de-licensed

R & D incentives

Setting up of PCPIRs

Growth Strategy



Achievements of Five Years



Over the last 5 Years – A Very Different Company



Growing the Top Line

Total Income (Rs. In Lakhs)

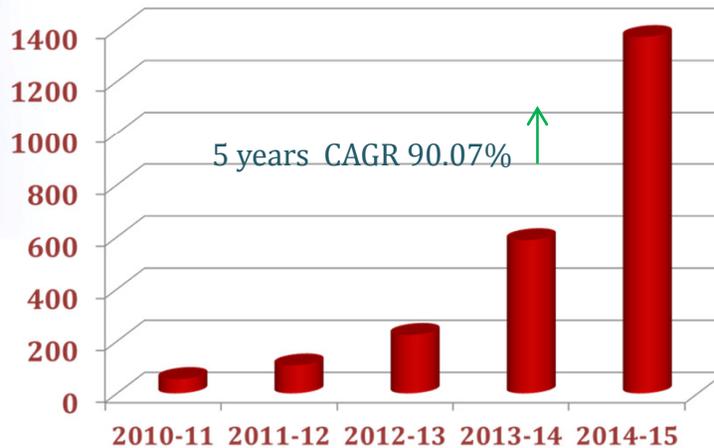


EBIDTA (Rs. In Lakhs)

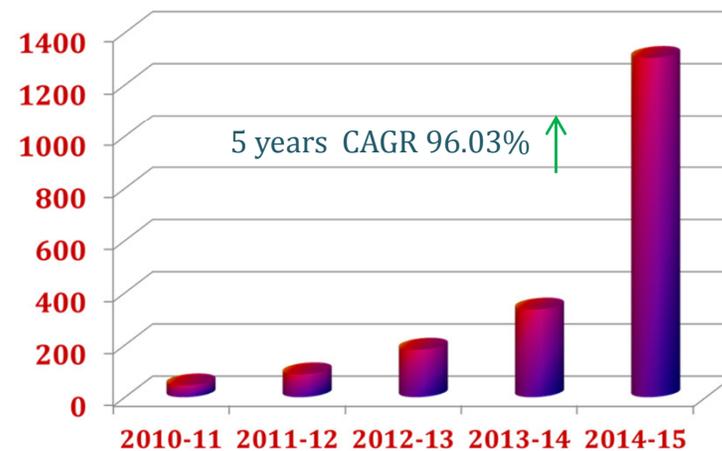


Growing the Bottom Line

PBT (Rs. In Lakhs)



PAT (Rs. In Lakhs)



Financial Performance



Financials



₹ in Lakhs

Financial Results	9 months Ended 31-Dec-15	Year Ended 31-Mar-15	Year Ended 31-Mar-14
Net Revenue	20,121.14	24,761.11	13,130.89
Income from non-operational activities	26.37	70.30	153.66
Profit / (Loss) before Interest, Depreciation, Tax & Amortization	3,452.92	3,416.88	1,597.74
Depreciation and Amortization	822.51	1,054.87	887.52
Finance Cost	976.41	991.05	122.27
Profit / (Loss) Before Tax	1,680.37	1,370.97	587.94
Tax	(235.49)	67.90	252.34
Profit / (Loss) After Tax	1,915.86	1,303.07	335.60

Performance Trend – Net Revenue



❑ **Net Sales** during FY2014-15 was ₹24,761.11 lakhs compared to ₹13,131 Lakhs in FY2013-14, reporting **an increase by 89%**.

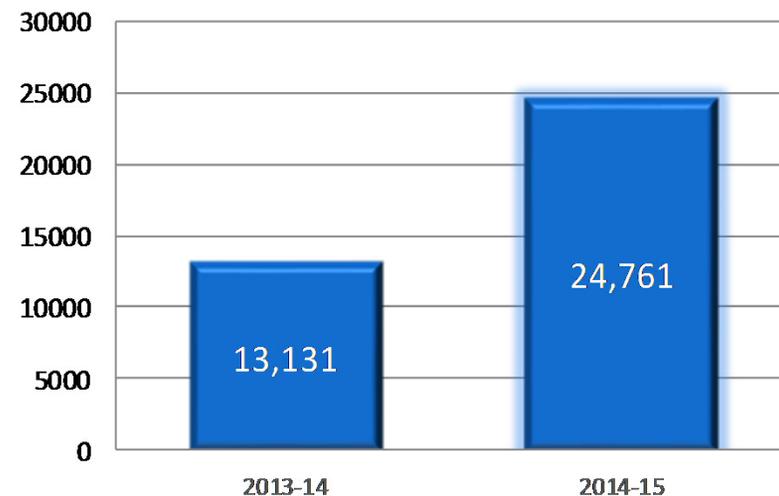
❑ The Company launched 5 new products

❑ **91%** Revenue was generated **from Fine & Speciality Chemical Intermediates**.

❑ Organic Chemical Intermediates contributing 6% to the Top line.

❑ The new products launched continued to deliver double digit growth.

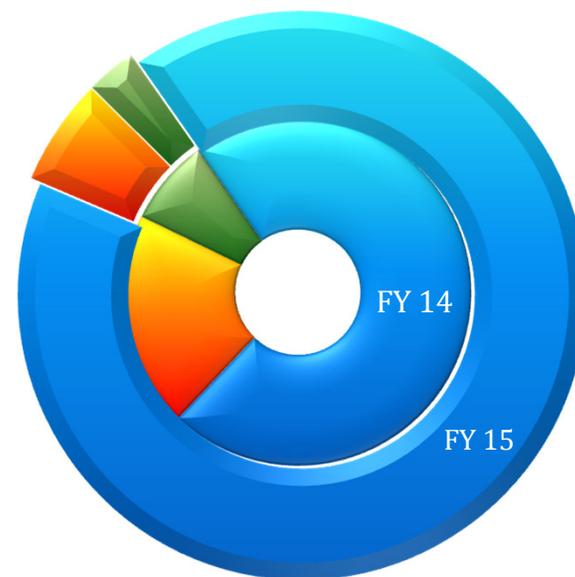
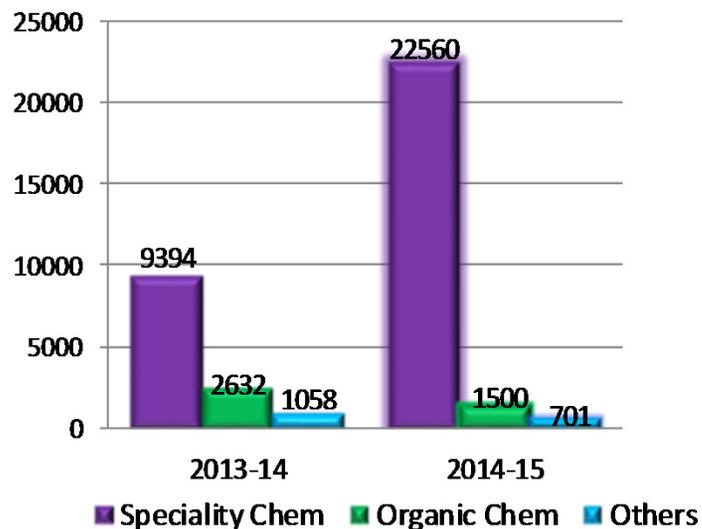
**Net Sales
₹ in Lakhs**



Performance Trend – Segment Revenue

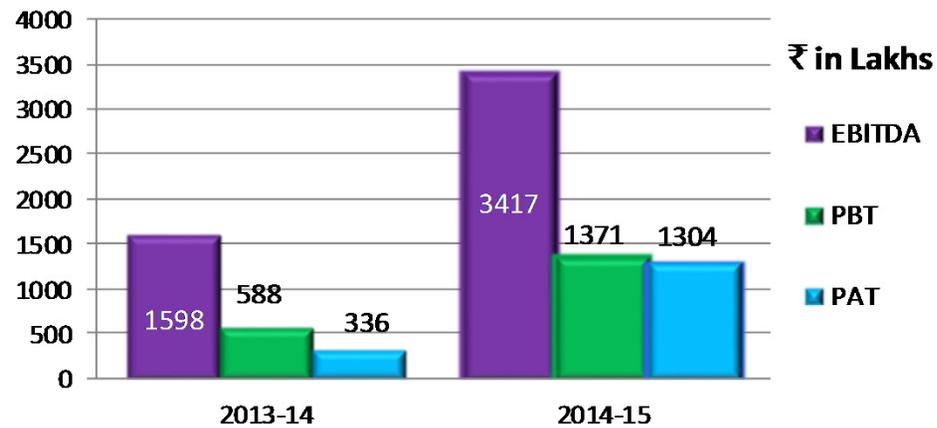


Segment Performance
₹ in Lakhs



■ Fine & Speciality Chemicals ■ Organic Chemicals ■ Other

Performance Trend - Profitability



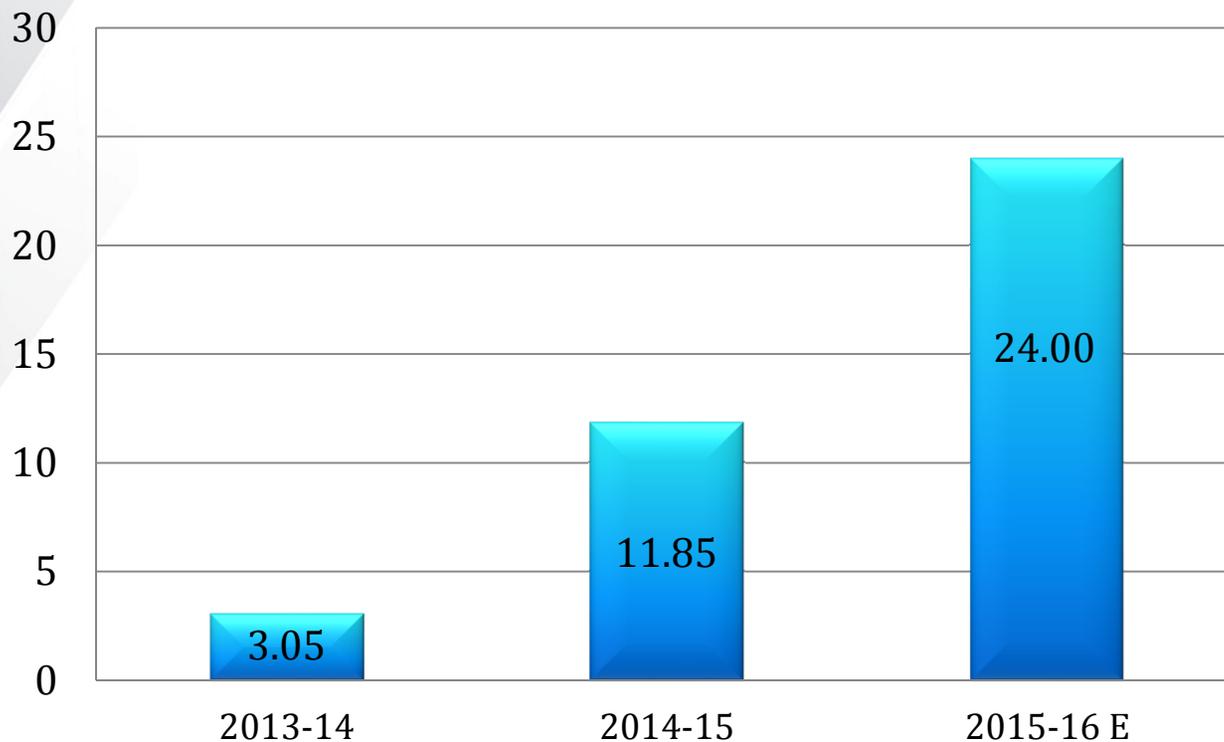
₹ in Lakhs

	2014-15	2013-14	Change	% Change
EBIDTA	3,416.88	1,597.73	1,819.15	↑ 113.86
PBT	1,370.97	587.94	783.02	↑ 133.18
PAT	1,303.07	335.61	967.46	↑ 288.27

Performance Trend – Earnings Per Share



Earnings Per Share (₹)



Financial Performance FY16



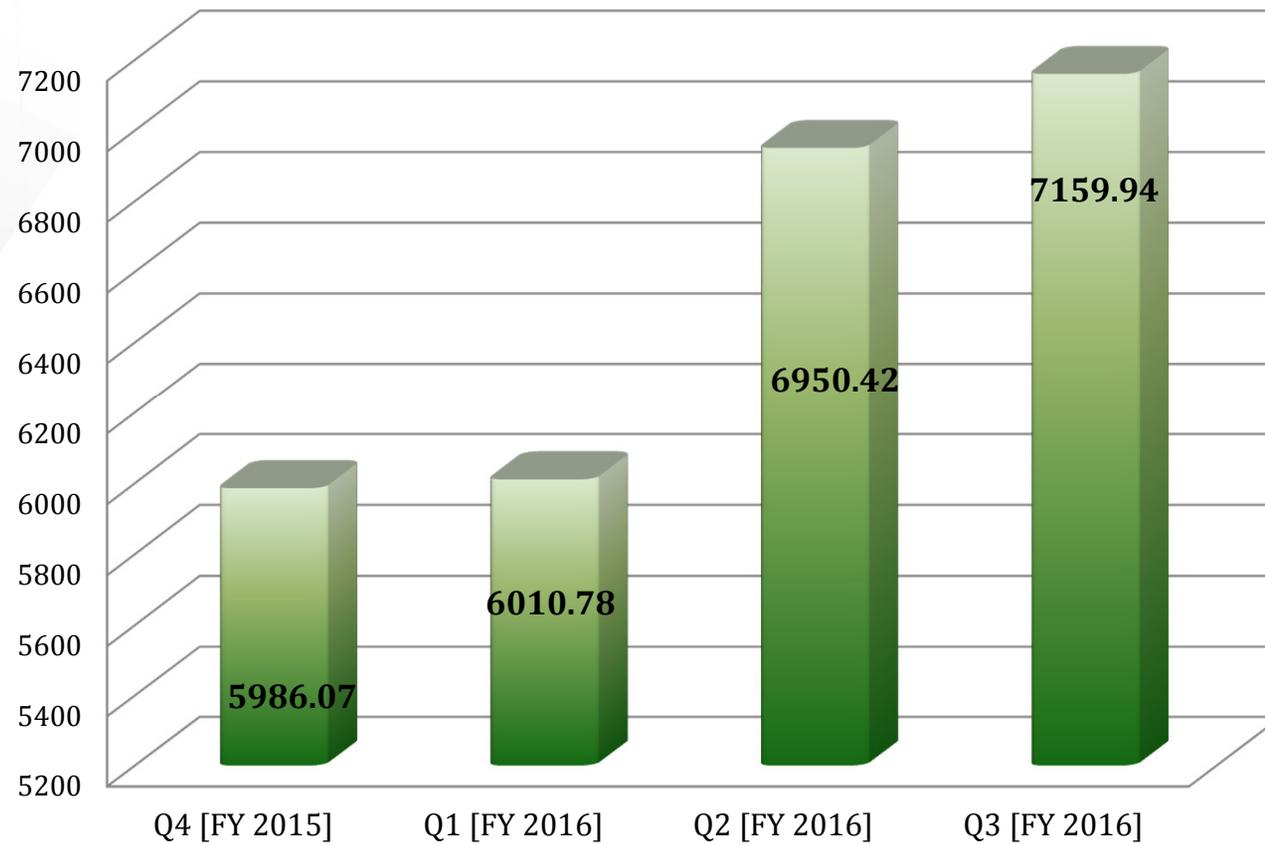
₹ in Lakhs

Particulars	Q3 FY 16	Q2 FY 16	Q1 FY 16
Revenue (net of excise duty)	7,159.94	6,950.42	6,010.78
Earnings Before Interest, Depreciation & Tax	1,266.08	1,173.12	1,013.80
Profit Before Tax	679.67	570.11	430.60
Profit After Tax	697.56	680.19	538.11
Earnings Per share (₹)	6.34	6.18	4.89

Financial Performance



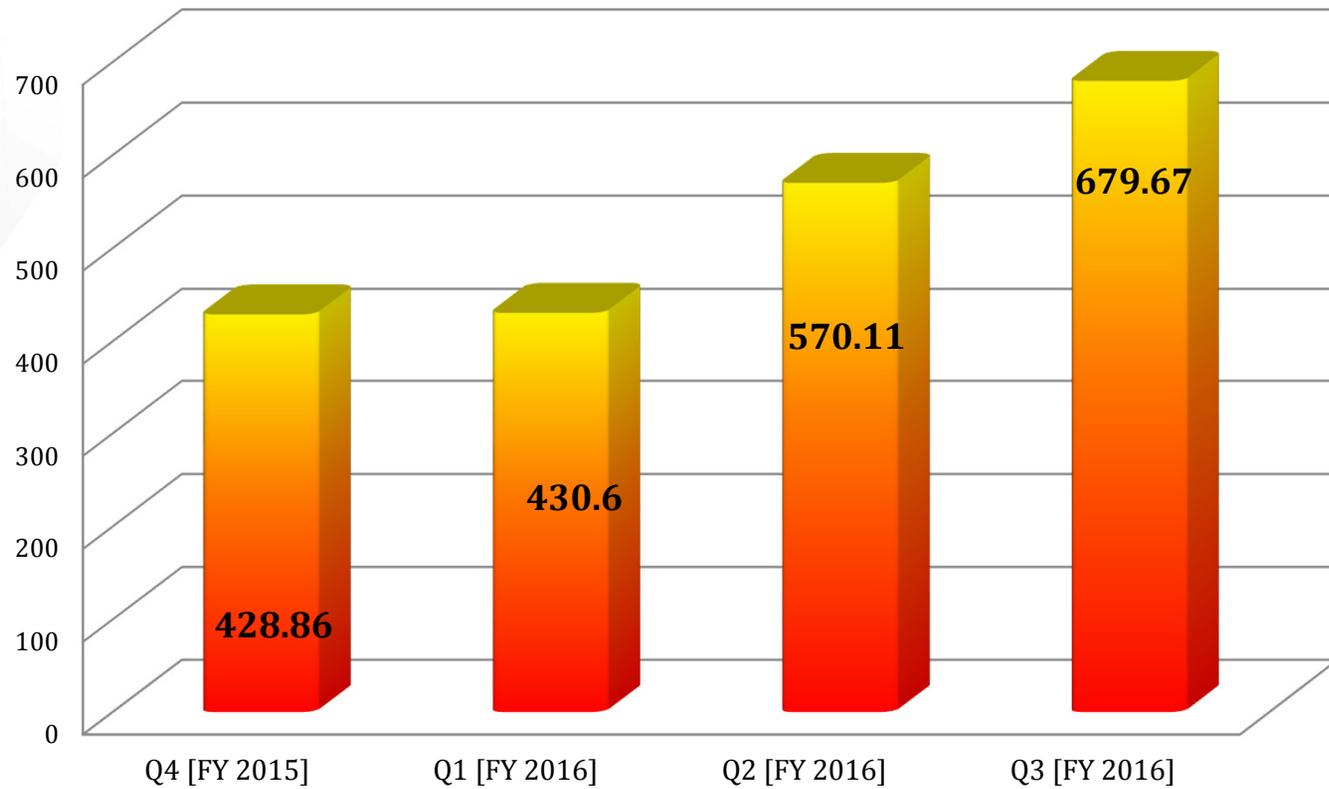
Quarter wise Revenue (₹ in Lakhs)



Financial Performance



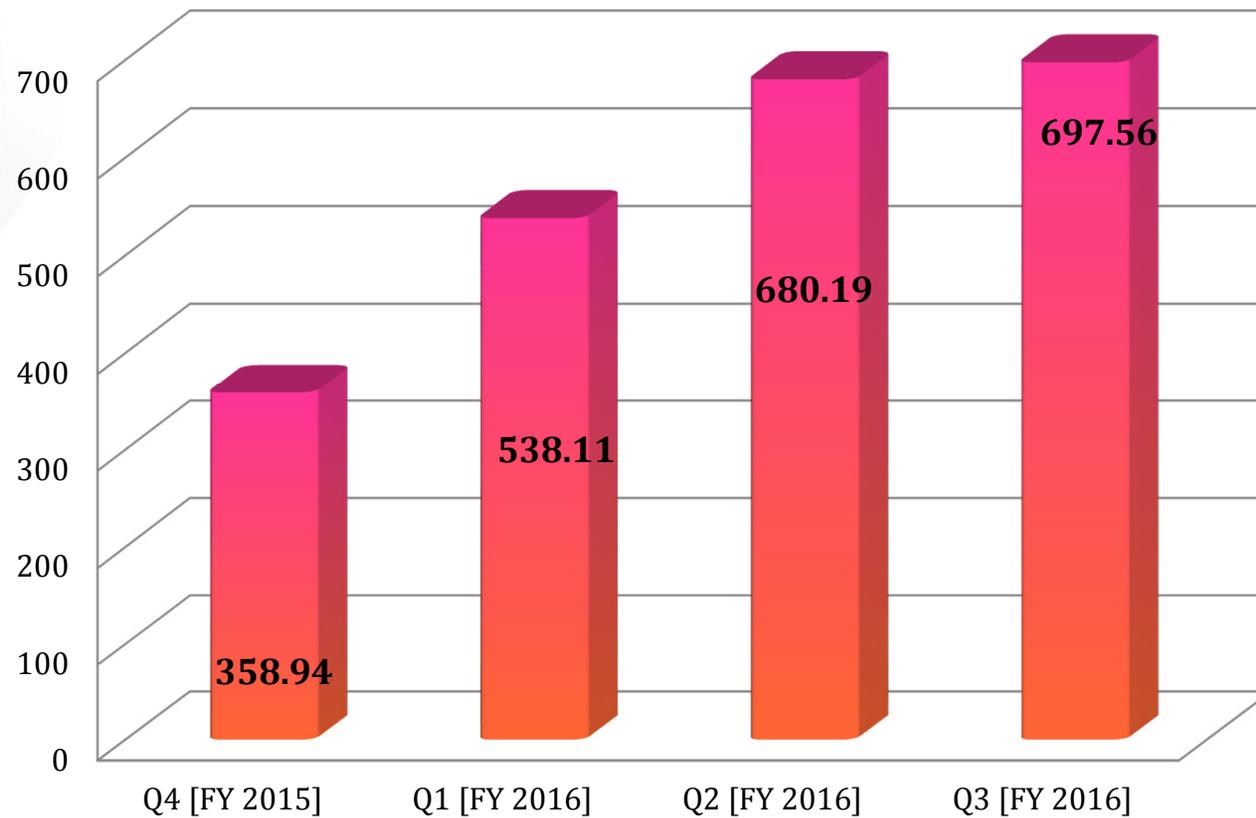
Quarter wise PBT (₹ in Lakhs)



Financial Performance



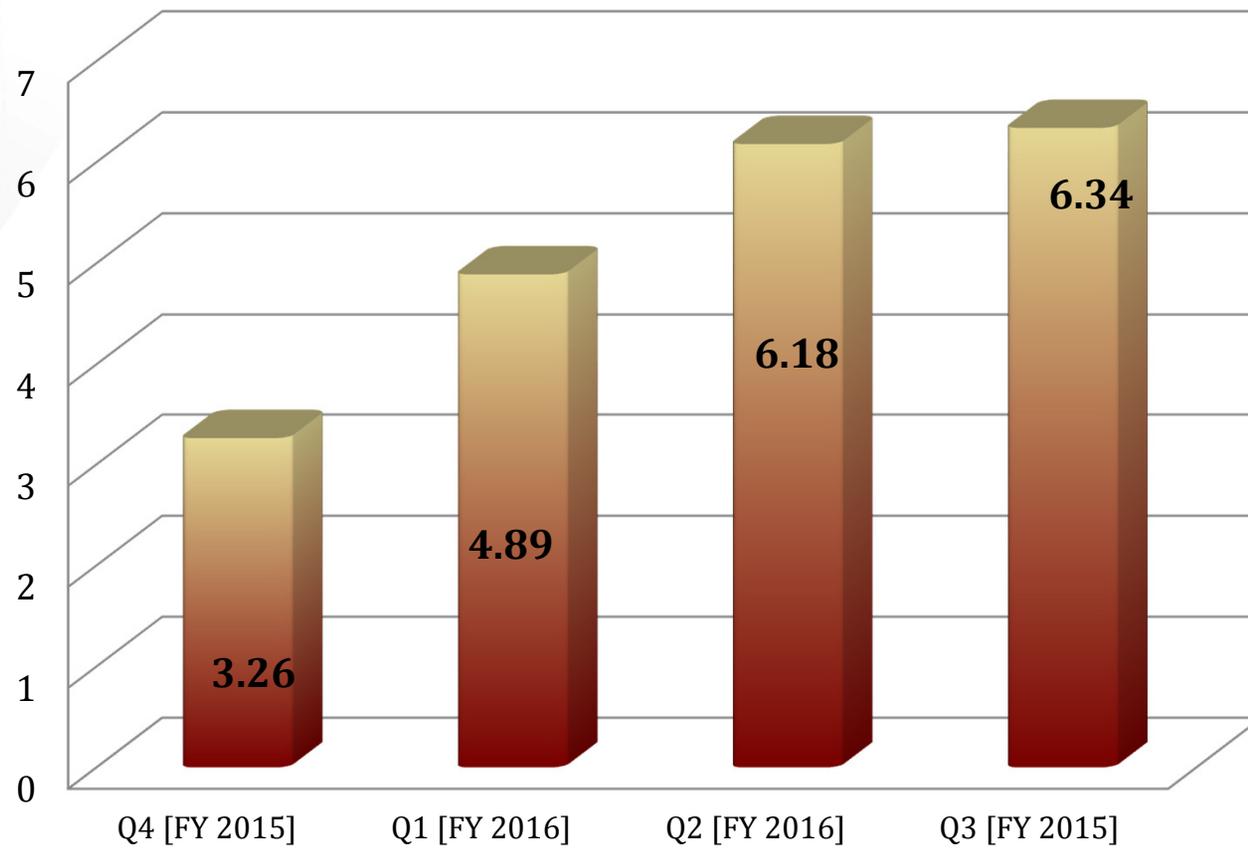
Quarter wise PAT (₹ in Lakhs)



Financial Performance



Quarter wise EPS (₹)



Future Plans



Future Plans –Road ahead



Backward Integration

Sulphuric Acid and allied products viz. 65% Oleum, 24% Oleum, Liquid Sulphur Dioxide, Liquid Sulphur Trioxide, Chloro Sulphonic Acid, Thionyl Chloride, Di Methyl Sulphate and Di methyl Aniline

Expansion

Para Nitro Chloro Benzene, Ortho Nitro Chloro benzene with world class economies of scale

Forward Integration

Ortho Anisidine (OA), Fast Red B Base (FRBB)

Project USP



- High Value Addition
- Usage of conventional technology for unconventional returns
- Commercially exploiting by-products as raw materials and converting it into value added Products
- Multiple products have multiple end-user segments.
- Global Competitiveness : Resilience to business cycles
- High profitability by low cost of production
- World class economies of scale
- Eliminating environmental pollution by reusing By Product as Raw Materials.
- Captive free Energy through Synergy of Products & Process



End Use of Proposed New Products



Products	End Uses
Sulphur Dioxide – SO ₂	Manufacturing wine, Paper, Mining Industry, & Food Industry as Preservative
Sulphur Trioxide- SO ₃	Drugs, dye intermediates, Speciality Chemicals
Thionyl Chloride	Pharmaceuticals intermediates agro chemicals for mobiles batteries
Di Methyl Aniline (DMA)	Dyes, Pigments, Printing ink, and inks used in ball point pens, Polyester & Polymer resins.
Di Methyl Sulphate (DMS)	Fabric softeners, synthesis of cosmetics and coloring agents, Pharmaceuticals and Agro chemicals.
Oleum 24 –	Pharmaceuticals, Dye Intermediates, Specialty Chemicals etc.
Oleum 65--	Pharmaceuticals, Dye Intermediates, Specialty Chemicals etc.
Ortho anisidine	Printing inks, coloring of polymers, textile printing dyeing, paints etc.
Fast Red B Base	Dyeing of cotton fabrics, dyeing of silk, viscose and polyster fabrics



Thank you