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OMKAR SPECIALITY CHEMICALS LIMITED

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CIN : L24110MH2005PLC151589

Date: 3rd December, 2015

To,

Corporate Services Department BSE Limited P.J. Towers, 1 st Floor, Dalal Street, Mumbai – 400001 Fax: (022) 22722041/ 39 (Code: 533317)	Corporate Services Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (E), Mumbai – 400051 Fax: (022) 26598237/38 (Symbol: OMKARCHEM)
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Ref.: Omkar Speciality Chemicals Limited

Sub: Intimation of Presentation made at Analyst / Institutional Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

Dear Sir / Madam,

We refer to our letter dated 2nd December, 2015 thereby intimating about analyst/ institutional investor meeting scheduled on 3rd December, 2015.

Further, we would like to inform you that the Company attended Phillip Capital India's "Speciality Chemical Investors' Day" on 3rd December, 2015 and gave presentation which is enclosed herewith.

Kindly take the same on record and acknowledge receipt.

Thanking You,

Yours Faithfully,

For OMKAR SPECIALITY CHEMICALS LIMITED

Pravin S. Herlekar
Chairman & Managing Director

Encl: As above



Omkar Speciality Chemicals Limited

Investor Presentation

December 2015

Safe Harbor

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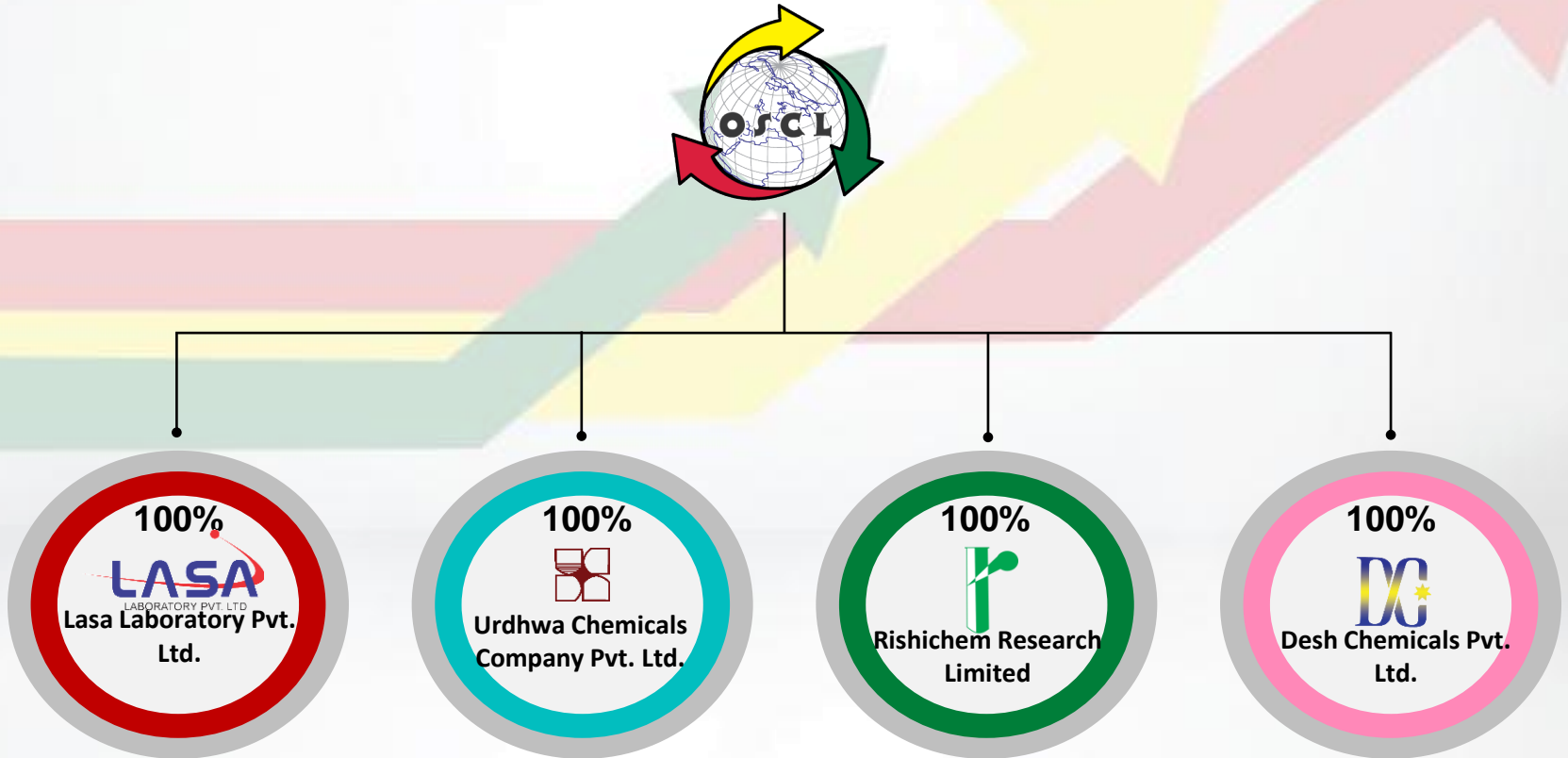
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Corporate Overview

Corporate Overview

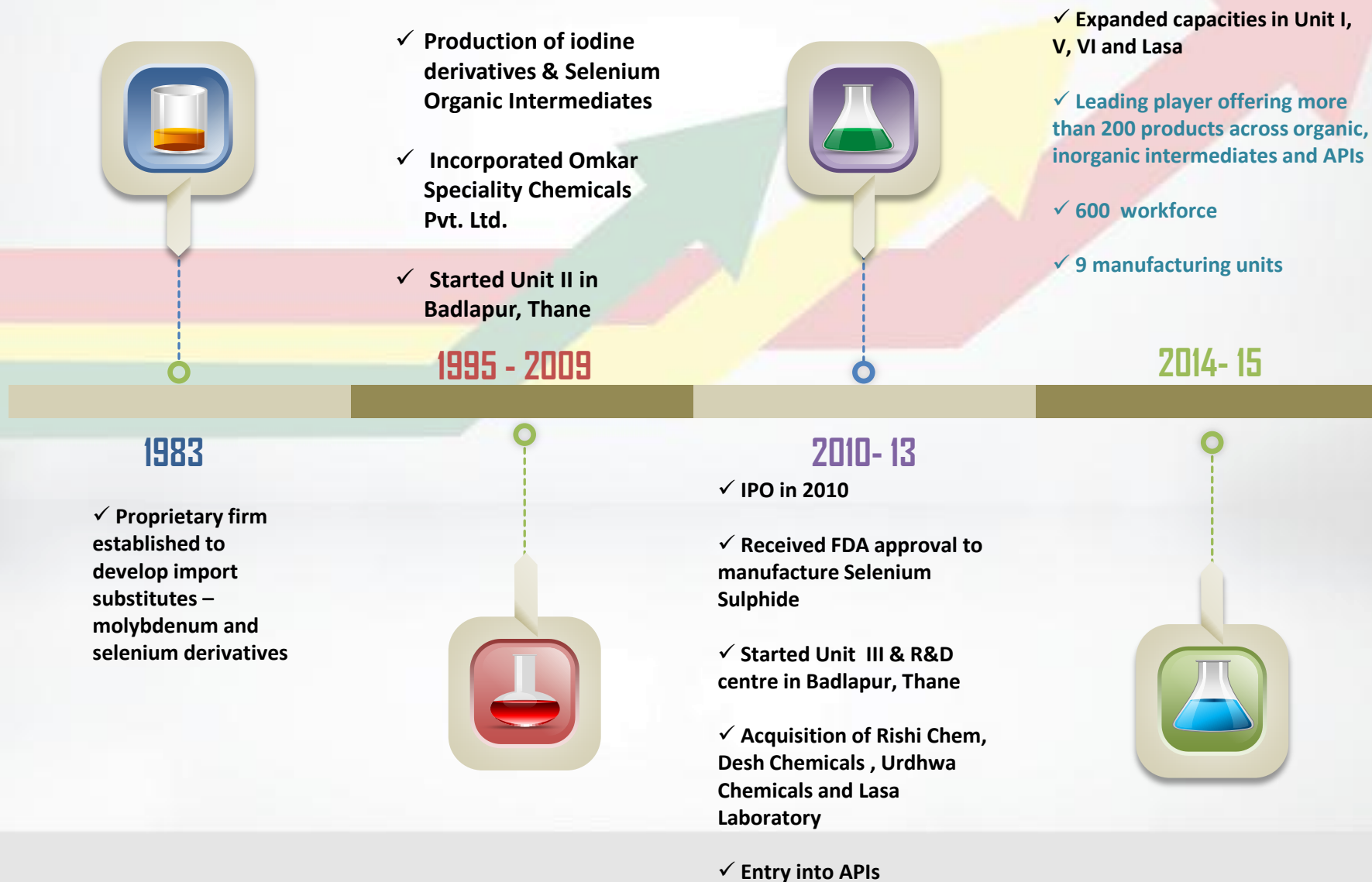


Corporate Structure





Evolved to manufacture more than 200 products...



Professional Management



Pravin Herlekar,
CMD

- Core Promoter with 40 years of experience in Product Development, Marketing and Administration
- Bachelor of Technology in Chemical Engineering from IIT, Mumbai, Post graduate in management studies from Mumbai University
- Successful in expanding customer base, especially in Europe, North America, Asia, South America & Australia



Omkar Herlekar,
WTD

- Ph D. in Organic Chemistry (UDCT), Master of Science (By Research) in Chemistry with experience of 8 years
- Responsible for R&D and entire factory operations
- Actively involved in setting up and implementation of new manufacturing units



Jotiba Patil
R&D Head

- Pursuing Doctor of Philosophy (Ph.D.) organic chemistry, Indene acetic acid derivatives
- 22 years of experience in core activities like basic research, development of non-infringing, cost effective and safe processes for APIs, Fine Chemicals, Speciality Chemicals



Sunil Vankudre
VP- Regulatory & Quality Assurance

- M.Sc. with Analytical Chemistry
- Total 24 years of experience in API industry. 20 years in senior position in API industry



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Business Overview



Business Segments



Organic & Inorganic Intermediates

- Used in Digital applications, Reagent in pharma industry, Pigments and Building blocks in organic chemistry



Iodine Compounds

- Used as Reagent in pharma industry, Intermediate for API, Screen printing and Animal feed formulations



Selenium Compounds

- Used in Tinted glass, Animal/Poultry feed, Anti-Dandruff Shampoo and Reagent for API & pharma industry



Resolving Agents & Others

- Used in separation of optical isomers, Catalyst across industries and Feed additive



Active Pharmaceutical Ingredients (APIs)

- Veterinary APIs mostly used as Anthelmintics (Deworming)



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In-house volumetric capacity totaling to 5,250 MTPA...

Unit I, Badlapur



Inorganic Intermediates

Unit II, Badlapur



Organic Intermediates

Unit III, Badlapur



Inorganic Intermediates

Unit IV, Badlapur



Centralized Warehouse

Unit V, Chiplun



Organic Intermediates

Unit VI, Chiplun



Organic Intermediates



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In-house volumetric capacities totaling to 5,250 MTPA...

Lasa, Mahad



APIs (Veterinary)

Urdhwa, Chiplun



Organic Intermediates

Rishi Chem, Badlapur



Pilot plant -product commercialization

...In line with next two years of growth

Strong R&D team

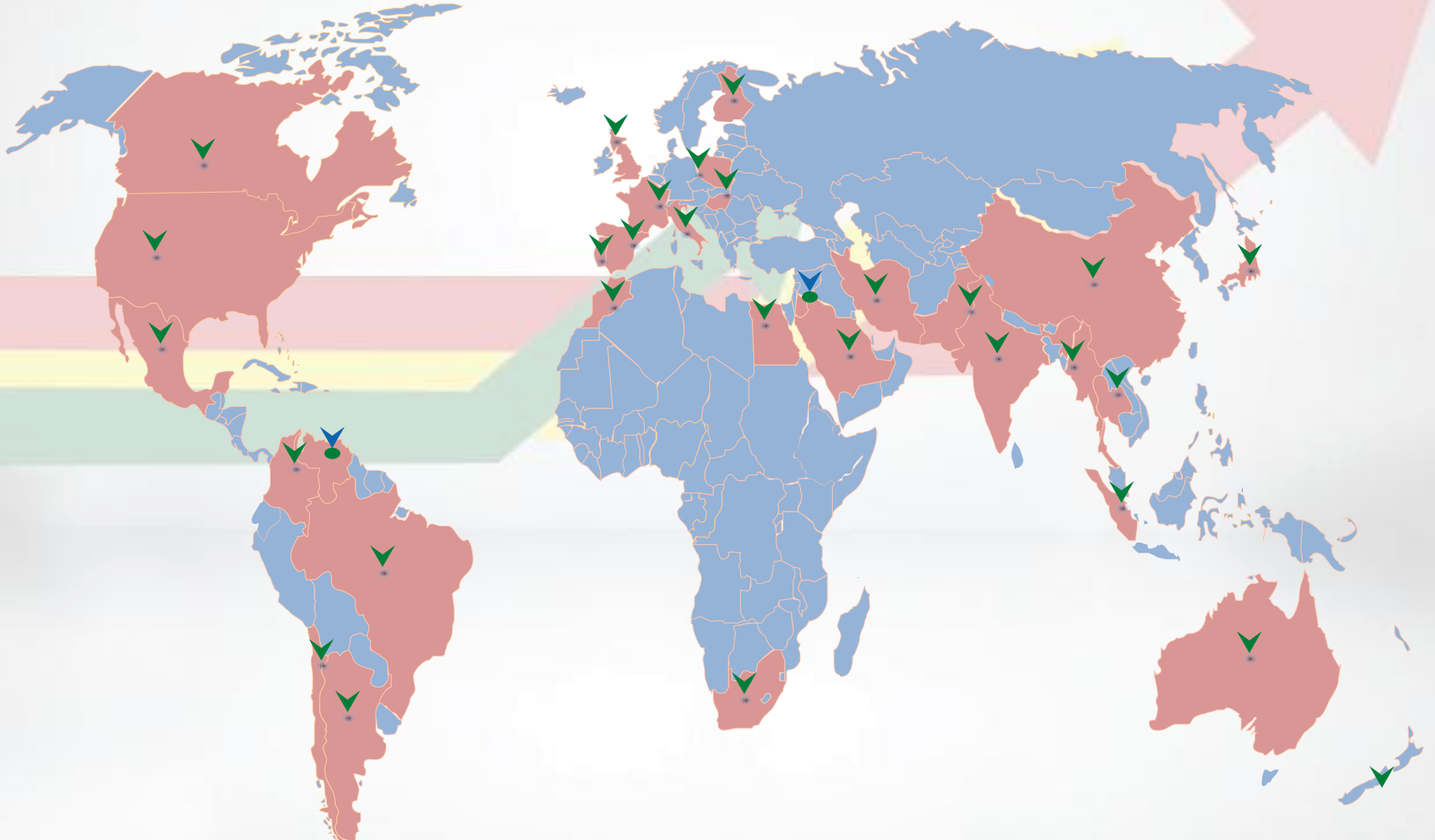


- **DSIR recognized R&D unit**
- **Creates catalysts for high yield production of products**
- **Responsible for process patents**
- **Acquired Rishichem Research Limited – unit equipped with pilot plant facilities**



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Exports to over 38 countries



...translating to 24% revenue from exports



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Key Business Strengths & Growth Strategy



Key Business Strengths

- ❖ Develops catalysts – used in manufacturing process of APIs and intermediates – that leads to higher yields and better profitability
- ❖ 18 Process patents and 15 European DMFs

- ❖ Qualified and experienced management and technical teams
- ❖ Strength and quality of its management team - instrumental in successful implementation of business and growth strategies

- ❖ Strong customer relationships across the world
- ❖ Top 30 customers contributed less than 40% of sales, with largest customer contributing 10% of total sales
- ❖ More than 40% are repeat customers



- ❖ Amongst few players in India, to wide product suite
- ❖ More than 200 products developed in-house Work Environment
- ❖ Largest and only manufacturer of selenium sulphide

- ❖ In-house multi product manufacturing facilities with catalyst driven processes - ensures better product , customization and higher yield
- ❖ Developed processes for manufacture of cost effective products
- ❖ Well developed R&D enables continual product innovation

Backward Integration Initiatives...

Name of Intermediate	Name of Final Finished Product	
2-Nitroaniline	Albendazole	Ricobendazole 4-Bromobenzene -1,2 Diamine
5-Chloro-2-Nitroaniline	Fenbendazole	Oxfendazole
Atipa-Dichloride	Iohexol	Iopamidol
2-Hydroxy-3,5-Diiodo Benzoic Acid	Closantel	Rafoxanide
2-Amino-4,6-Dichlorophenol	Oxyclozanide	Halquinol (Isomer)
1,4-Dichloro-2-Nitro Benzene	Chlorzoxazone	Halquinol (Isomer)
Salicylaldehyde	Coumarin	

... to avoid dependency on suppliers and improve profitability for its existing finished products

Focus On Niche Specialty Chemicals For Upcoming Market

Product	Segment	API	Application
5-Iodo-2-Methyl Benzoic Acid ^(a)	Iodine Compound	Canagliflozin	Anti-Diabetic
2-Chloro-5-Iodobenzoic Acid	Iodine Compound	Empagliflozin	Anti-Diabetic
4-bromo-1, 2-benzenediamine	Intermediate	Ledipasvir	Hepatitis C Virus (HCV)
N-Iodosuccinimide	Iodine Compound	Elvitegravir	Antiretroviral (ARV)
Diiodomethane	Iodine Compound	Saxagliptin	Anti-Diabetic
1,3-Acetonedicarboxylic Acid	Intermediate	Maraviroc	Anti-Cancer
4-Iodoaniline	Iodine Compound	Apixaban	Anti-Blood Clotting
Dess Martin Periodinane	Iodine Compound	-	Contraceptive
Hydriodic Acid	Iodine Compound	-	Catalysts for production of Acetic Acid
Tellurium Dioxide	Intermediate	-	Electronics & Micro circuits
Benzene Seleninic Anhydride ^(a)	Selenium Compound	Finasteride	Benign Prostatic Hyperplasia (BPH)

Only Indian Company to manufactures these Niche Products

Growth Strategy

Product

- Focus on existing higher margin products like Intermediates and APIs
- New products in APIs
- Backward process integration– manufacture intermediates for APIs



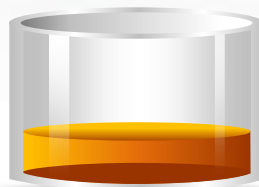
Manufacturing

- Fungible manufacturing capabilities
- Catalyst driven process leading to higher yield in production
- Process patents for key products - Applications for registration of 18 process patents of which 2 have been granted



Customer/ Market

- Increase exports - both in value and markets, by leveraging expertise and cost competitiveness
- Add new customers
- Increase wallet share with existing customers offering more products



... Leading global player in high margin APIs & niche specialty chemicals



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Financial Highlights

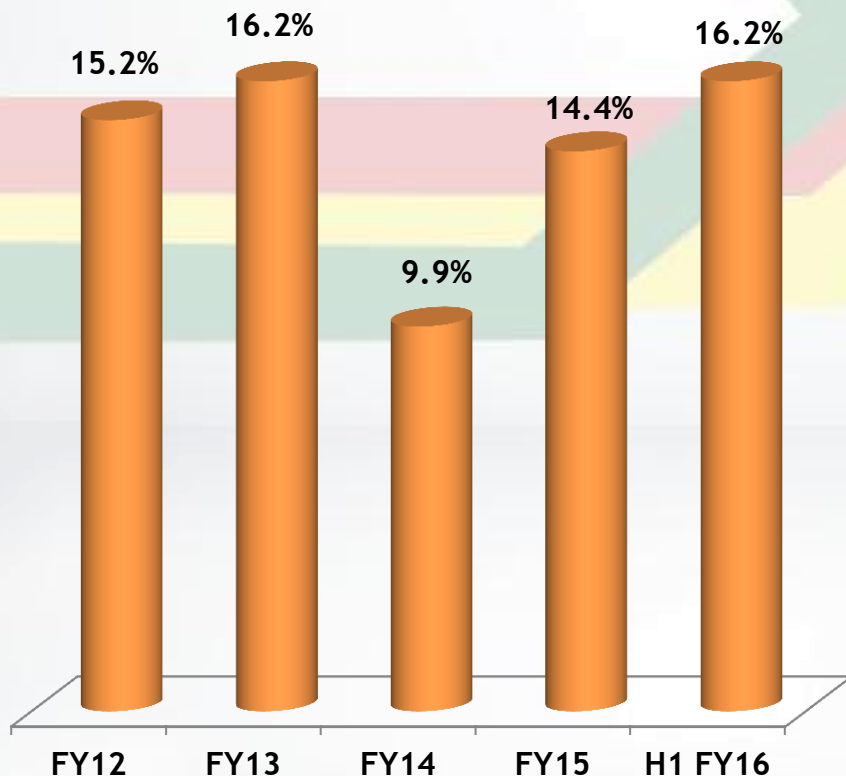
Consolidated Profitability Highlights – Q2FY16 & H1FY16

INR Crore	Q2 FY16	Q2 FY15	Y-o-Y	H1 FY16	H1 FY15	Y-o-Y
Revenue from Operations	101	67	51.6%	192	120	59.4%
Raw Material & Fuel costs	72	43		135	78	
Employee Cost	4	4		8	7	
Other costs	6	7		13	13	
Total Expenditure	83	53	55.2%	156	98	59.0%
EBIDTA	18	13	37.0%	35	22	61.1%
EBITDA Margin (%)	18.0%	19.9%		18.5%	18.3%	
Depreciation	2	1		4	2	
Other income	0	0		1	1	
Interest	4	4		8	6	
Profit Before Tax	12	9	36.6%	24	14	73.7
Tax	3	2		7	3	
Profit After Tax	9	6	40.8%	17	11	51.1%
PAT Margin (%)	8.9%	9.6%		9.0%	9.5%	

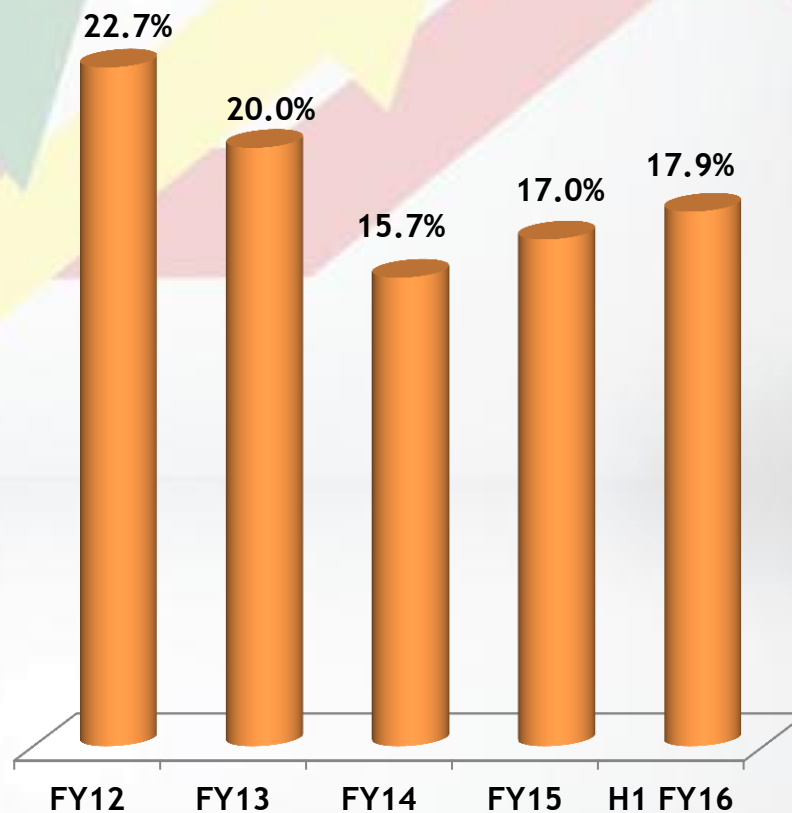


Key performance indicators

Return on Equity



Return on Capital Employed



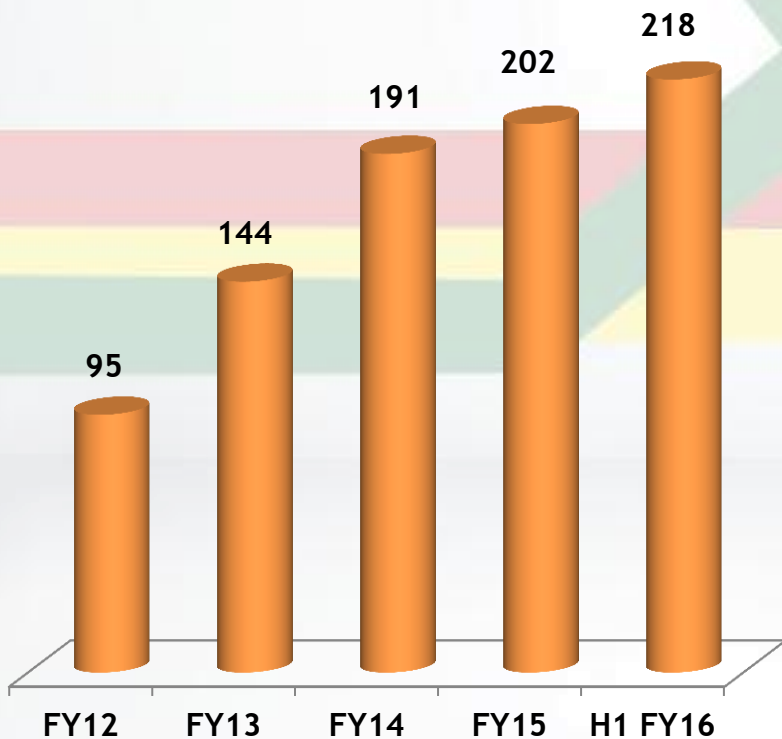
Note: H1 FY16 returns on TTM basis

ROE = PAT/ Networth

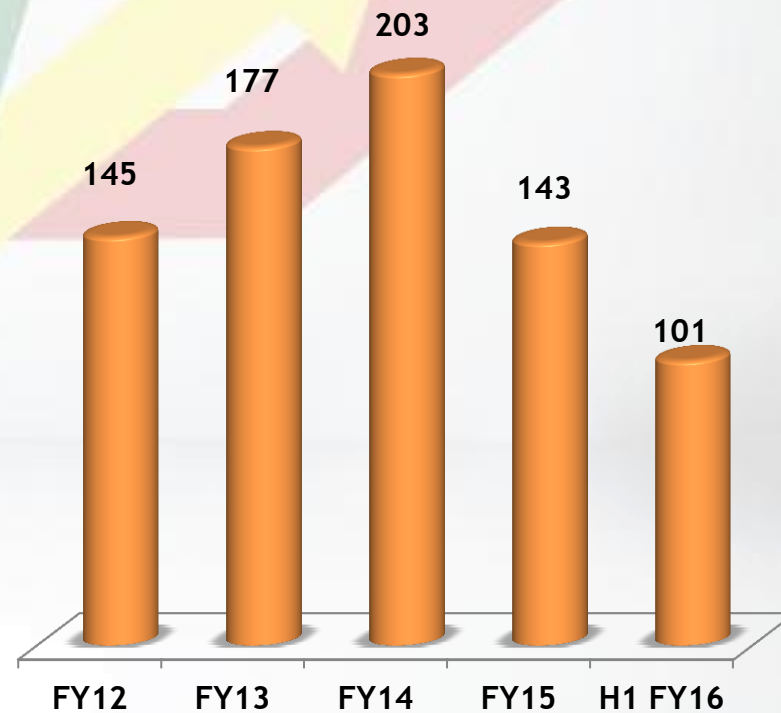
ROCE = EBIT/ Capital Employed

Key performance indicators

Debt on books (Rs crore)



Net working capital (Days)



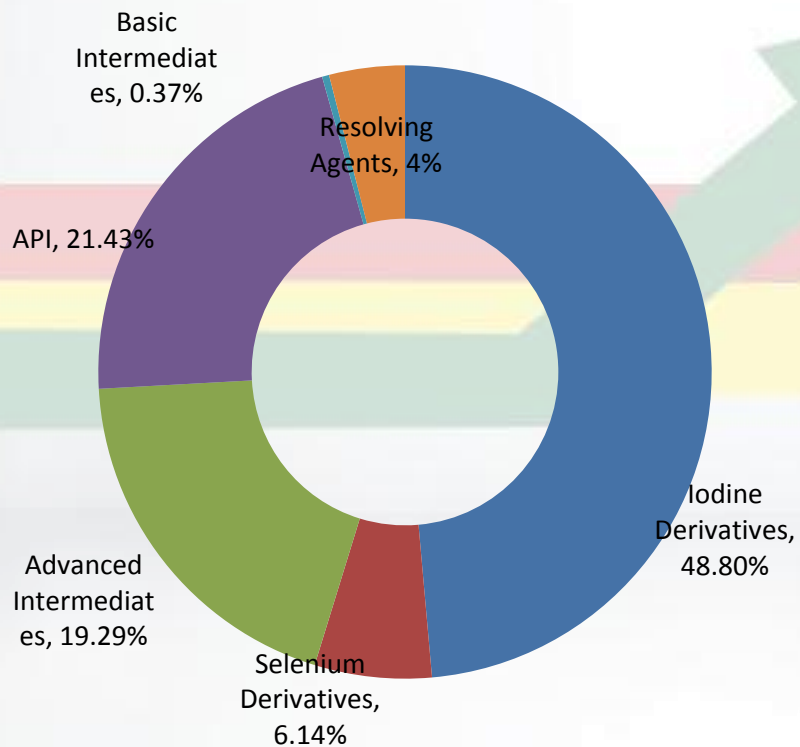
Annual Consolidated Profitability Highlights

INR-Crore	FY-15	FY-14
Revenue from Operations	265.1	240.3
Other Income	0.9	3.3
Total Income	266.0	243.5
Raw Material & Fuel Costs	167.7	161.1
Employee Cost	14.4	13.9
Other Cost	30.9	22.3
Total Expenditure	213.0	197.3
EBITDA	53.1	46.2
EBIDTA margin (%)	19.9%	19.0%
Interest	14.5	14.4
Depreciation	10.3	12.1
Profit Before Tax	28.3	19.8
Tax	4.0	6.1
Profit After Tax	24.3	13.6
PAT Margin (%)	9.1%	5.6%

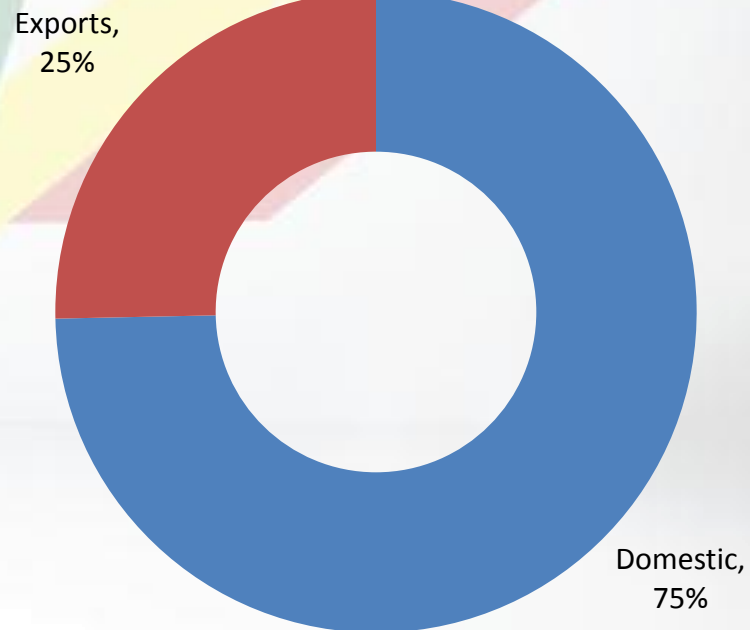


Revenue Split – FY15

Segment break-up



Geographical break-up



Annual Consolidated Balance Sheet Highlights

INR Crore	Sep-15	Mar-15
Shareholder's Funds	186	169
Share capital	21	21
Reserves & Surplus	165	148
Money received against warrants	0	0
Non-current liabilities	119	63
Long term borrowings	116	61
Defer Tax liabilities	2	1
Other Long-Term liabilities	0	0
Long-Term Provisions	2	2
Current liabilities	231	248
Short Term Borrowings	99	141
Trade Payables	86	61
Other Current liabilities	28	33
Short-term provisions	17	13
Total Equities & Liabilities	536	479

INR Crore	Sep-15	Mar-15
Non-current assets	296	272
Fixed assets	294	271
Non-current Investments	0	0
Long-term loans & advances	1	1
Other non-current assets	0	0
Current assets	240	207
Current investments	0	0
Inventories	87	89
Trade receivables	113	77
Cash & Cash equivalents	13	16
Short-term loans & Advances	8	3
Other Current Assets	18	24
Total Assets	536	479

For further information, please contact:

Company :

Omkar Speciality Chemicals Ltd
CIN: L24110MH2005PLC151589

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