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# OMKAR SPECIALITY CHEMICALS LIMITED

Regd. & Corporate Office : B-34, M.I.D.C., Badlapur (East), Thane - 421 503, Maharashtra, India

Tel. : +91 (0251) 2697340, 2690651, Fax : +91 (0251) 2697347, 2691572

Email : info@omkarchemicals.com Web. : www.omkarchemicals.com

CIN : L24110MH2005PLC151589

Ref: OSCL/SE/2016-17/78

Date: August 16, 2016

To,

Corporate Services Department <b>BSE LIMITED</b> P.J. Towers, 1 <sup>st</sup> Floor, Dalal Street, Mumbai – 400001. BSE Code: 533317	Corporate Services Department <b>NATIONAL STOCK EXCHANGE OF INDIA LIMITED</b> Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400051. NSE Symbol: OMKARCHEM
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Dear Sir/Madam,

## SUB: INTIMATION OF CONFERENCE CALL – REG. 30

Pursuant to Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with Para A of Part A of Schedule III thereto, we inform you that a Conference Call is scheduled to be held on Wednesday, August 17, 2016, at 04.00 p.m. to discuss Quarterly Financial Performance of the Company.

In this regard, please also find enclosed herewith press release and the presentation on the same.

The Dial-in Numbers are: **+91 22 3960 0860/ +91 22 6746 5969**  
Call Hosted by Bridge Investor Relations

This is for your record and reference.

Thanking you,

Yours truly,  
For **OMKAR SPECIALITY CHEMICALS LIMITED**

  
**SUNNY PAGARE**  
**COMPANY SECRETARY & COMPLIANCE OFFICER**  
M. NO.: A27431

W-92 (A), M.I.D.C., Badlapur (East), Thane - 421 503, Maharashtra, India. Tel. : +91 (0251) 2698840, Fax : +91 (0251) 2691662.

W-93(A), W-94(A), W-95(A), M.I.D.C., Badlapur (East), Thane - 421 503, Maharashtra, India • Tel. : 0251-2691662.

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B-34, M.I.D.C., Badlapur (East), Thane - 421 503, Maharashtra, India Tel. : +91 (0251) 2697340, 2690651, Fax : +91 (0251) 2697347, 2691572.

F-9 & F-10/1, M.I.D.C., Badlapur (East), Thane - 421 503, Maharashtra, India. Tel. : 0251-2696432.



## Media Release

### **Strong Growth Across All Business Segments**

**Revenue at Rs. 112.7 crore, YoY growth of 24.6%**

**EBITDA at Rs. 23.2 crore, YoY growth of 34.6%**

**EBIDTA margins at 20.6%**

**PAT at Rs. 11.0 crore, YoY growth of 34.3%**

**Mumbai, August 13, 2016:** Omkar Speciality Chemicals Limited (BSE: 533317, NSE: OMKARCHEM), a leading player involved in the manufacturing of Speciality Chemicals and Veterinary APIs, announced its results for the quarter 30<sup>th</sup> June 2016.

#### **Key Financials (Rs. Crs):**

Particulars	Q1 FY17	Q1 FY16	YoY	Q4 FY16	QoQ	FY16
Net Sales	112.7	90.5	24.6%	113.3	(0.6%)	413.4
EBITDA	23.2	17.3	34.6%	27.8	(16.5%)	80.8
PAT	11.0	8.2	34.3%	4.0	172.0%	30.6

#### **Management Comments:**

Commenting on the results, Mr. Omkar Herlekar, Wholetime Director, Omkar Speciality Chemicals Ltd said:

*“We have witnessed strong growth across all our business segments. Our consistent focus on achieving higher operating efficiencies and productivity resulted in improved profitability.*

*We continue our R&D efforts in developing new products especially in Specialty Chemicals and Vet API segments. These new products, being developed through a much disciplined approach combined with process innovation will be of superior quality and result in better margins.”*



**Performance Highlights for the quarter ended June 30, 2016:**

- **Revenue stood at Rs. 112.7 crore in Q1FY17**, as against Rs. 90.5 crore in the corresponding period last year, a **YoY growth of 24.6%**
- **Breakup of revenue as per business segments:**
  - **API segment** –35% of total revenue
  - **Intermediates segment** – 27% of total revenue
  - **Iodine Derivatives segment** – 33% of total revenue
  - **Resolving Agents & Others segment** – 1% of total revenue
  - **Selenium Derivatives segment** – 3% of total revenue
- **EBITDA stood at Rs. 23.2 crore** in Q1FY17 as against Rs. 17.3 crore in the corresponding period last year, growth of **34.6% YoY**, mainly on account of better product mix
- **EBITDA margin at 20.6%**, an improvement of **over 150 bps YoY** mainly on account of operational efficiencies
- **Profit After Tax at Rs. 11.0 crore** in Q1FY17 as against Rs. 8.2 crore in Q1 FY16 and **grew by 34.3%**
- **Total Debt** as on 30<sup>th</sup> June, 2016 stood at **Rs. 237.2 crore**
- **The Working Capital cycle improved from 117 days** as of Mar'16 to 111 days as of Q1 FY17.

**Earnings Conference Call – Q1 FY17**

The conference call details are as under:

Date: 17<sup>th</sup> August 2016

Time: 16:00 hours

Dial-in Numbers: +91 22 3960 0860 / +91 22 6746 5969

**About Omkar Speciality Chemicals Limited:**

*Omkar Speciality Chemicals Limited is amongst the leading manufacturers of Specialty Chemicals and Intermediates for Chemical and Allied Industries. The Company has total 8 Units, of which 4 Units are located in Badlapur, and the other 3 units are located in Chiplun, Ratnagiri and in Mahad.*



## Omkar Speciality Chemicals Limited

CIN: L24110MH2005PLC151589

*Omkar Speciality Chemicals Limited exports to over 38 countries across Europe, Canada, Asia, South America & Australia. The Company's association with leading organizations in India and abroad has expanded their business, across different product lines and develop new molecules as per the specific requirements of their valued customers.*

For more details please visit: [www.omkarchemicals.com](http://www.omkarchemicals.com)

For any Investor Relations query, please contact:

<b>Omkar Herlekar</b> <b>Whole Time Director</b> <b>Omkar Speciality Chemicals Limited</b> Email: <a href="mailto:omkar@omkarchemicals.com">omkar@omkarchemicals.com</a>	<b>Savli Mangle / Amit Sharma</b> <b>Bridge Investor Relations Pvt. Ltd.</b> Phone: +91-22-26873003 Email: <a href="mailto:savli@bridge-ir.com">savli@bridge-ir.com</a> / <a href="mailto:amit@bridge-ir.com">amit@bridge-ir.com</a>
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**Note:** *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward looking statements. Omkar Speciality Chemicals Ltd will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*



# Omkar Speciality Chemicals Limited

## Q1 FY17 Earnings Presentation

August 2016

## Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Omkar Speciality Chemicals Limited (the “Company”) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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# Director's Message



## Director's Message



Commenting on the results, Mr. Omkar Herlerkar, Wholetime Director, Omkar Speciality Chemicals Ltd. said :

*“We have witnessed strong growth across all our business segments. Our consistent focus on achieving higher operating efficiencies and productivity resulted in improved profitability.*

*We continue our R&D efforts in developing new products especially in Specialty Chemicals and Vet API segments. These new products, being developed through a much disciplined approach combined with process innovation, will be of superior quality and result in better margins.”*



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# Financial Highlights



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## Consolidated Financial Highlights (Q1 FY17 v/s Q1 FY16)

Total Inc. (Rs. Cr.)

Gross Profit (Rs. Cr.)

EBITDA (Rs. Cr.)

PAT (Rs. Cr.)

90.5

112.7

28.2

35.5

17.3

23.2

8.2

11.0

Q1 FY16

Q1 FY17

Q1 FY16

Q1 FY17

Q1 FY16

Q1 FY17

Q1 FY16

Q1 FY17

Key ratios (%)	Q1 FY17	Q1 FY16
Gross Margin	31.5	31.2
EBITDA Margin	20.6	19.1
PAT Margin	9.7	9.0
EBIT/Interest (x)	3.5	4.3
EPS (Rs.)	5.3	3.9



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## Consolidated Financial Highlights (FY2016 v/s FY2015)

Total Inc. (Rs. Cr.)

Gross Profit (Rs. Cr.)

EBITDA (Rs. Cr.)

PAT (Rs. Cr.)

265.1

413.4

97.4

123.4

52.1

80.8

24.2

30.6

FY15

FY16

FY15

FY16

FY15

FY16

FY15

FY16

Key ratios (%)	FY16	FY15
Gross Margin	29.8	36.7
EBITDA Margin	19.6	19.7
PAT Margin	7.4	9.1
EBIT/Interest (x)	3.5	2.8
RoCE	24.7	18.3
RoE	15.7	14.4
EPS (Rs.)	14.9	12.0



## Quarterly Performance – Consolidated P&L Statement

Particulars (Rs. Cr.)	Q1 FY17	Q1 FY16	Y-o-Y % Chg	Q4 FY16	Q-o-Q % Chg
Revenue from Operations	112.7	90.5	24.6%	113.3	(0.6%)
Raw Material & Fuel costs	77.2	62.3		75.2	
Employee Cost	4.9	4.0		5.4	
Other costs	7.4	7.0		4.9	
Total Expenditure	89.5	73.2		85.5	
EBIDTA	23.2	17.3	34.6%	27.8	(16.5%)
EBITDA Margin (%)	20.6%	19.1%		24.6%	
Depreciation	3.5	1.8		3.2	
Other Income	0.7	0.3		0.5	
Interest	5.5	3.6		8.2	
Exceptional Item	0.0	0.0		0.5	
Profit Before Tax	14.8	12.2		16.5	
Tax	3.8	4.0		12.4	
Profit After Tax	11.0	8.2	34.3%	4.0	172.0%
PAT Margin (%)	9.7%	9.0%		3.6%	



## Annual Consolidated P&L Statement

Particulars (Rs. Cr.)	FY16	FY15	% Chg
Revenue from Operations	413.4	265.1	59.9%
Raw Material & Fuel costs	290.0	167.7	
Employee Cost	17.9	14.4	
Other costs	24.6	30.9	
Total Expenditure	332.6	213.0	
EBIDTA	80.8	52.1	55.1%
EBITDA Margin (%)	19.6%	19.7%	
Depreciation	9.0	10.3	
Other Income	1.4	0.9	
Interest	20.4	14.5	
Exceptional Item	0.5	0.0	
Profit Before Tax	52.4	28.2	
Tax	21.8	4.0	
Profit After Tax	30.6	24.2	26.6%
PAT Margin (%)	7.4%	9.1%	

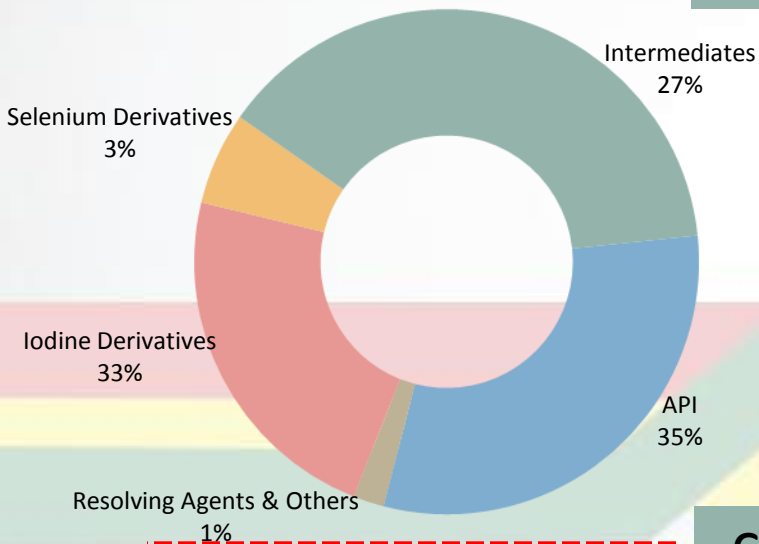


# Segment & Geographical Revenue Split – Q1FY17

Q1 FY17

Segment break-up

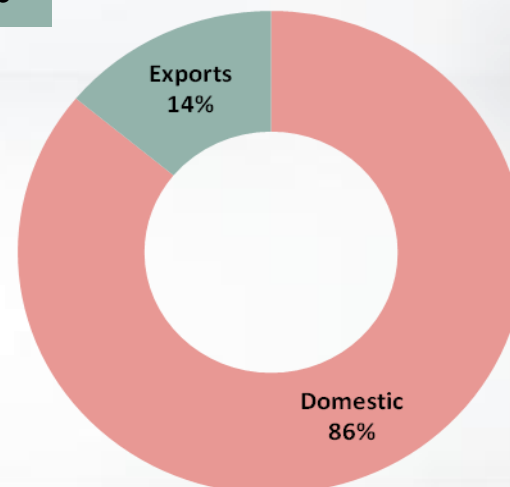
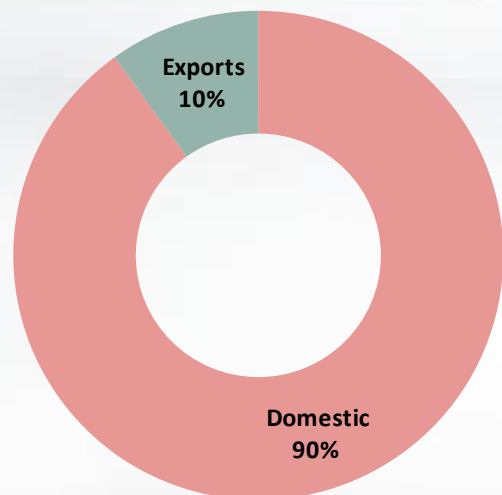
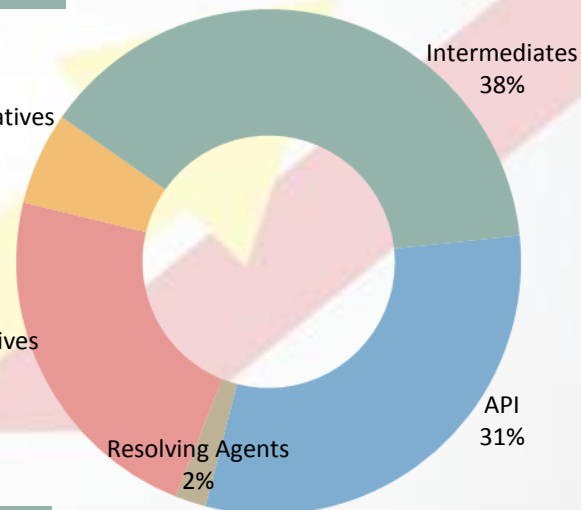
FY16



Selenium Derivatives  
6%

Iodine Derivatives  
23%

Geographical break-up





## Annual Consolidated Balance Sheet Highlights

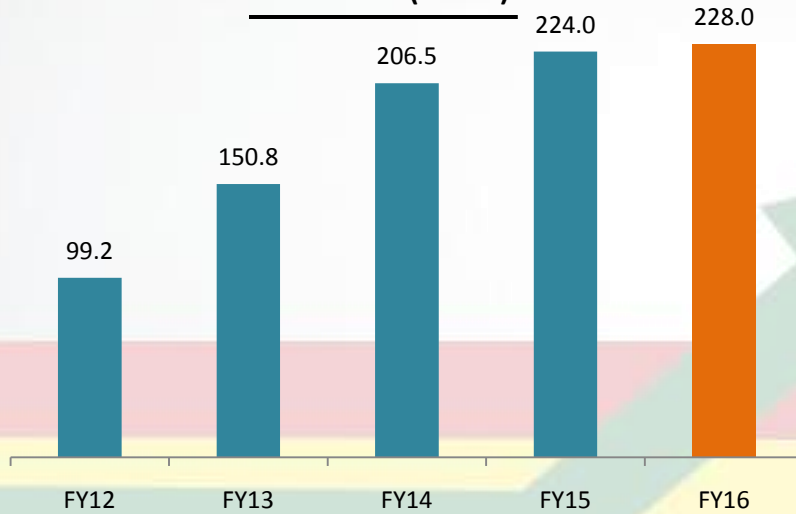
Rs. Cr.	Mar-16	Mar-15
<b>Shareholder's Funds</b>	<b>195.5</b>	<b>169.0</b>
Share capital	20.6	20.6
Reserves & Surplus	174.9	148.0
Money received against warrants	0	0
<b>Non-current liabilities</b>	<b>108.5</b>	<b>63.0</b>
Long term borrowings	94.5	60.7
Defer Tax liabilities	11.3	0.8
Other Long-Term liabilities	0	0
Long-Term Provisions	2.8	1.6
<b>Current liabilities</b>	<b>278.9</b>	<b>247.6</b>
Short Term Borrowings	113.1	140.6
Trade Payables	98.2	61.4
Other Current liabilities	46.9	32.8
Short-term provisions	20.7	12.8
<b>Total Equities &amp; Liabilities</b>	<b>582.9</b>	<b>479.2</b>

Rs. Cr.	Mar-16	Mar-15
<b>Non-current assets</b>	<b>310.9</b>	<b>271.8</b>
Fixed assets	309.6	270.7
Non-current Investments	0.1	0.1
Long-term loans & advances	0.9	1.0
Other non-current assets	0.4	0.0
<b>Current assets</b>	<b>272.0</b>	<b>207.4</b>
Current investments	0.0	0.0
Inventories	99.9	88.8
Trade receivables	130.4	76.8
Cash & Cash equivalents	10.3	15.5
Short-term loans & Advances	30.5	2.6
Other Current Assets	1.0	23.7
<b>Total Assets</b>	<b>582.9</b>	<b>479.2</b>

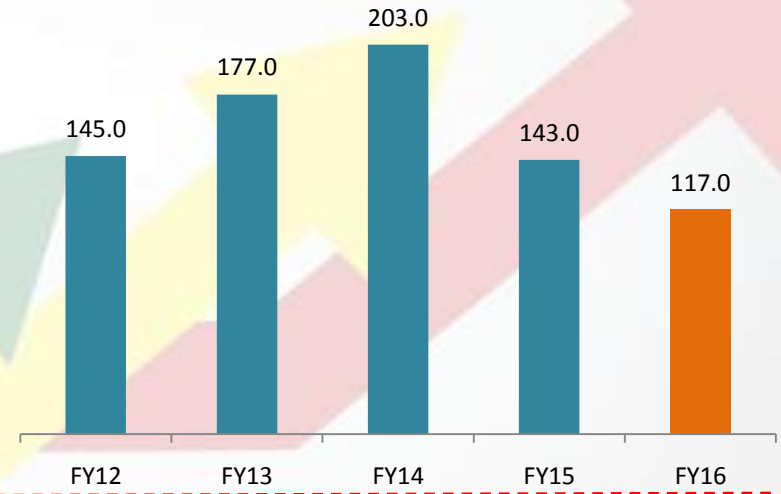


# Key Performance Indicators

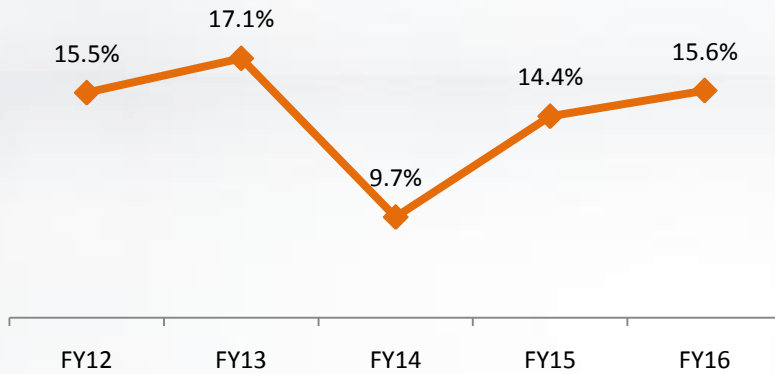
**Total Debt (Rs. Cr.)**



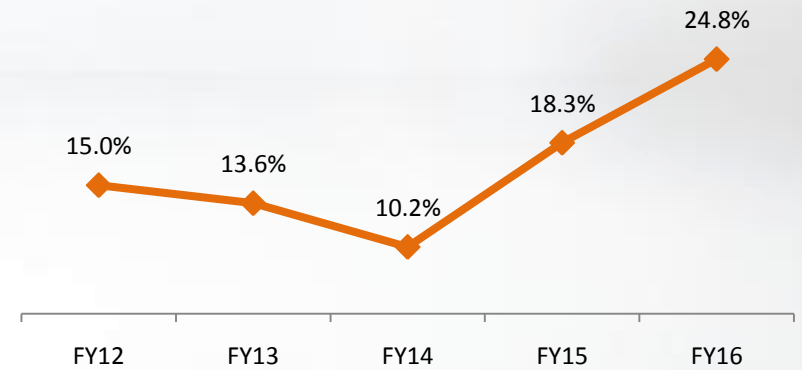
**Net Working Capital Days**



**RoE (%)**



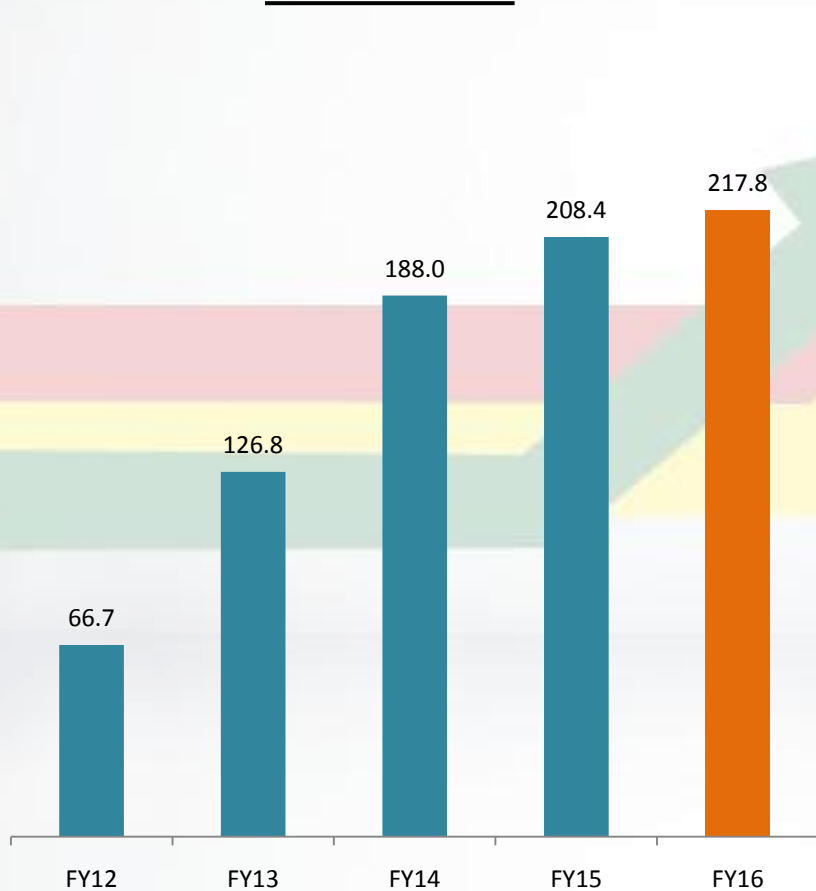
**RoCE (%)**



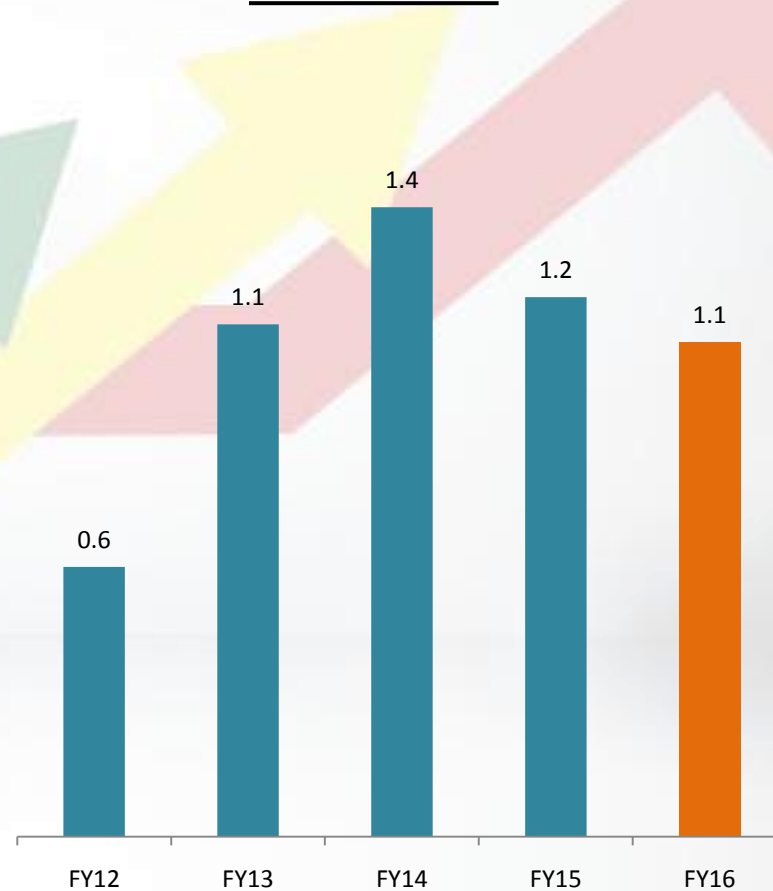
*ROE = PAT / Networth; ROCE = EBIT / Capital Employed*

# Key Performance Indicators

Net Debt (Rs. Cr.)



Net Debt / Equity



## Key Developments

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**De-pledging Exercise** – Management focused on de-pledging and bring down debt

**Credit Rating** - Upgraded to BWR BBB for Fund based and BWR A3 for Non-Fund based Borrowings

**Shift in Product Mix** – Certain products transferred from Intermediate segment to Iodine derivatives

