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OMKAR SPECIALITY CHEMICALS LIMITED

Regd. & Corporate Office : Unit - III, 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 : L24110MH2005PLC15158

Date: February 12, 2016

To,

The Manager
Department of Corporate Services
BSE LIMITED
P.J. Towers, 1st Floor, Dalal Street,
Mumbai – 400001.
BSE Code: 533317

The Asst. Vice President
Listing Department
NATIONAL STOCK EXCHANGE OF INDIA LIMITED
Exchange Plaza, Bandra-Kurla Complex,
Bandra (E), Mumbai – 400051.
NSE Symbol: OMKARCHEM

Dear Sirs,

Sub: Intimation of Conference call for Unaudited Financial Results for the quarter and nine months ended December 31, 2015.

With reference to our letter dated February 9, 2016 intimating regarding Conference Call, scheduled to be held on Monday, February 15, 2016, at 5.00 PM for the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2015.

Please find enclosed herewith details of the said Conference Call for your reference and record.

Thanking you,

Yours faithfully,

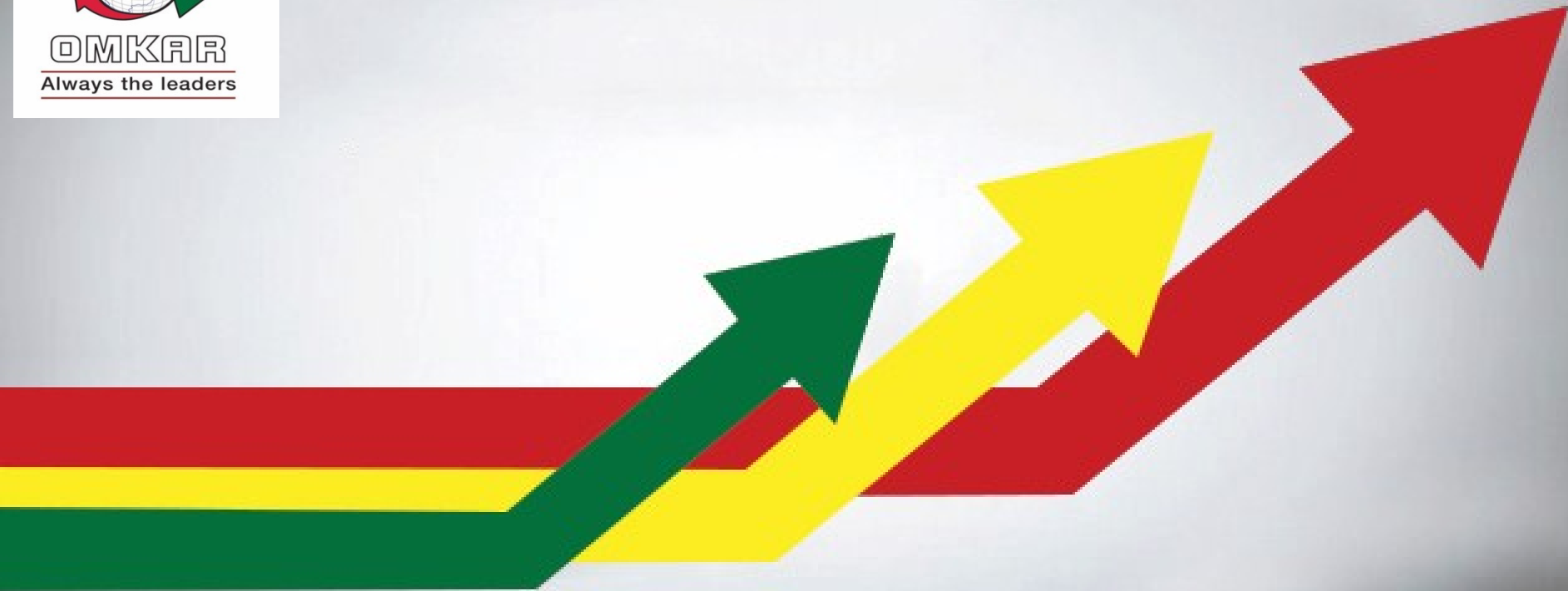
For **OMKAR SPECIALITY CHEMICALS LIMITED**

SUNNY PAGARE

COMPANY SECRETARY & COMPLIANCE OFFICER

M. No.: A27431

Encl.: as above



Omkar Speciality Chemicals Limited

Result Presentation
Q3 FY16

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Q3 & 9M FY16 – Business Update

Business Update

Consolidated (INR crore)	Q3 FY16	YoY	9M FY16	YoY
Revenue	108	52.7%	300	56.9%
EBITDA	18	8.8%	53	39.0%
EBITDA Margin (%)	16.2%	-	17.7%	-
PAT	9	25.5%	27	41.0%

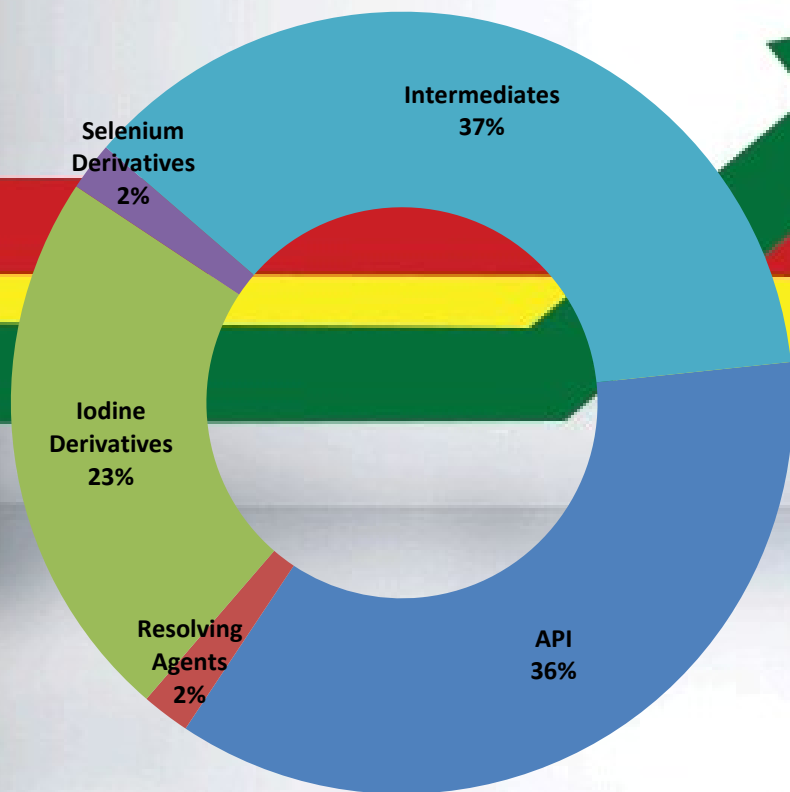
- Robust revenue growth in Q3FY16 and 9MFY16 – on account of growth across all business segments
- EBITDA margins of 16.2% during the quarter declined due to
 - ✓ Higher raw material costs - increase in inventory costs combined with lower sales realization in Iodine segment
 - ✓ Witnessed a forex impact on raw material prices which was earlier mitigated by higher exports by process of natural hedging
- Environment Clearance received for API manufacturing Unit No V at Chiplun
 - ✓ Projected capacity- 4,500 tonnes; Vitamin C & Folic Acid to be manufactured in Phase I
 - ✓ Expected commercial production in Q1FY17

Consolidated Profitability Highlights

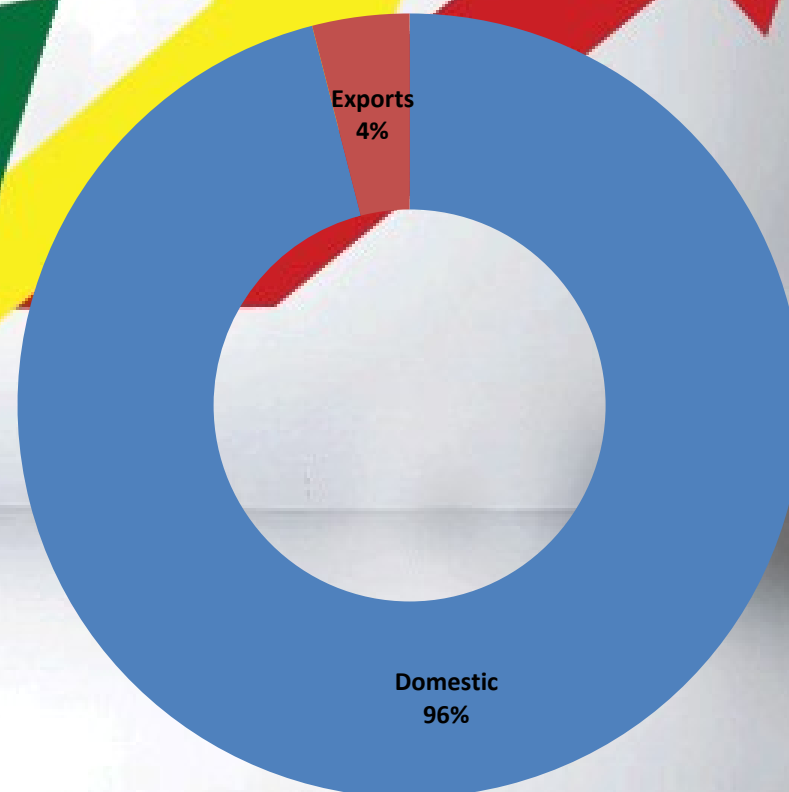
INR Crore	Q3 FY16	Q3 FY15	YoY	Q2 FY16	QoQ	9M FY16	9M FY15	YoY
Revenue from Operations	108	71	52.7%	101	7.0%	300	191	56.9%
Raw Material & Fuel costs	80	45		72		215	123	
Employee Cost	4	3		4		13	11	
Other costs	6	6		6		20	20	
Total Expenditure	91	55		83		247	153	
EBIDTA	18	16	8.8%	18	(4.0%)	53	38	39.0%
EBITDA Margin (%)	16.2%	22.7%		18.0%		17.7%	19.9%	
Depreciation	2	1		2		6	4	
Other income	0	0		0		1	1	
Interest	4	4		4		12	11	
Profit Before Tax	12	11	7.1%	12	(1.5)	36	25	44.3%
Tax	2	4		3		9	6	
Profit After Tax	9	7	25.5%	9	4.3%	27	19	41.0%
PAT Margin (%)	8.7%	10.6%		8.9%		8.9%	9.9%	

Segment & Geographical Revenue Split – Q3FY16

Segment break-up

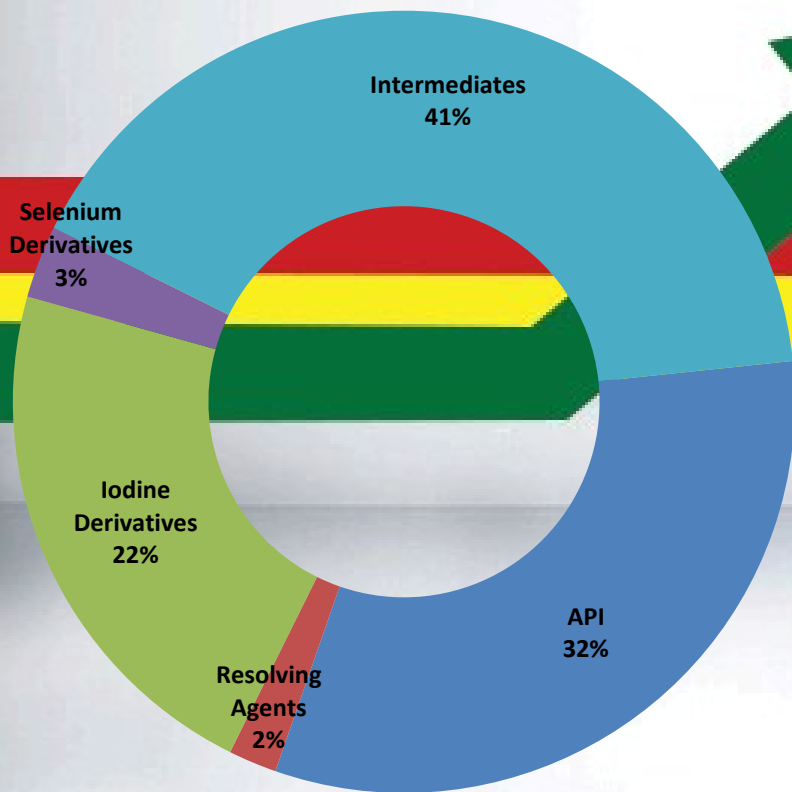


Geographical break-up

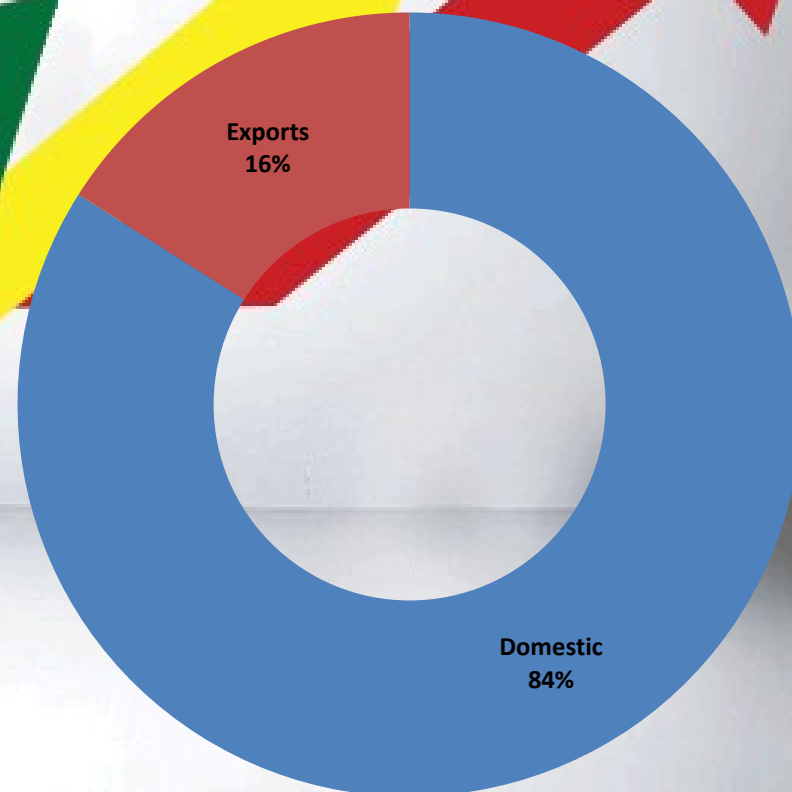


Segment & Geographical Revenue Split – 9MFY16

Segment break-up

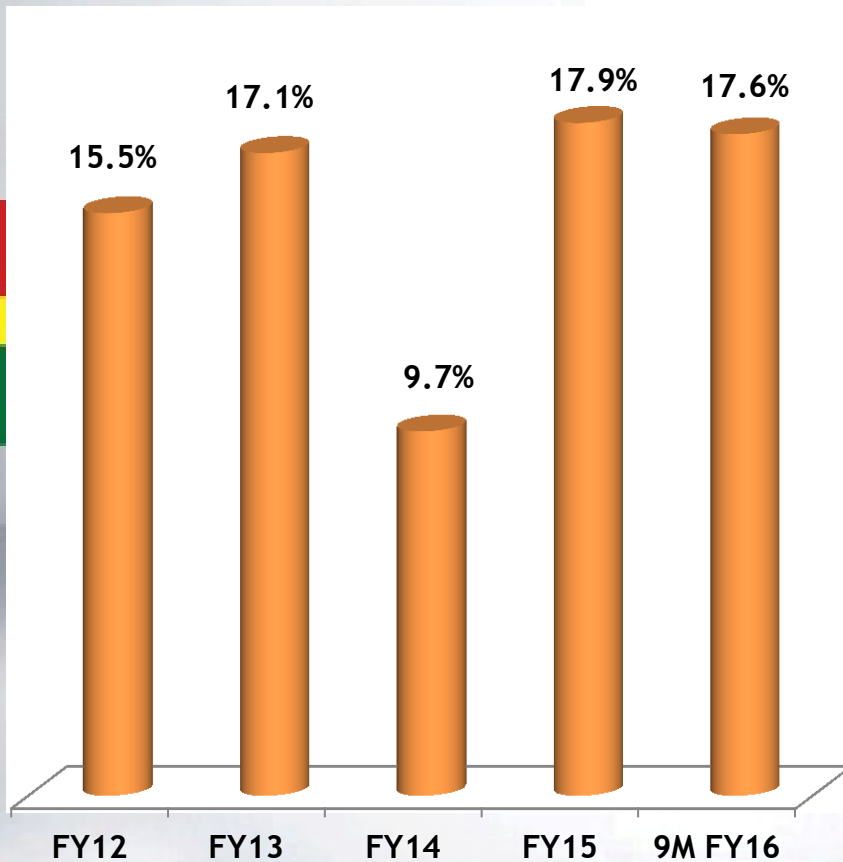


Geographical break-up

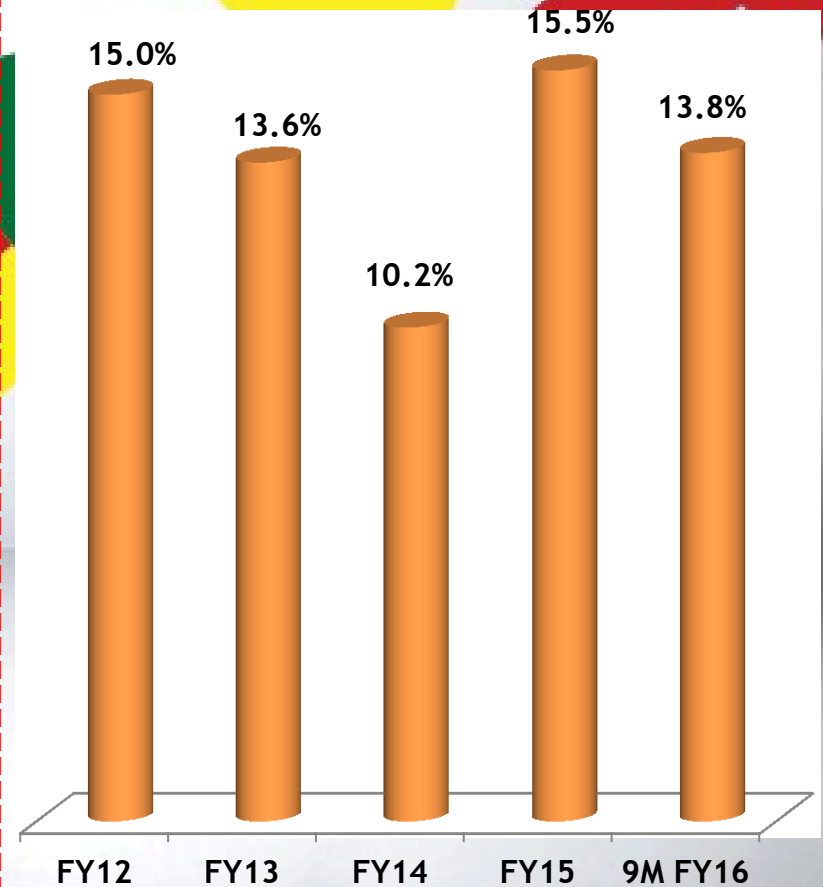


Key Performance Indicators

Return on Equity



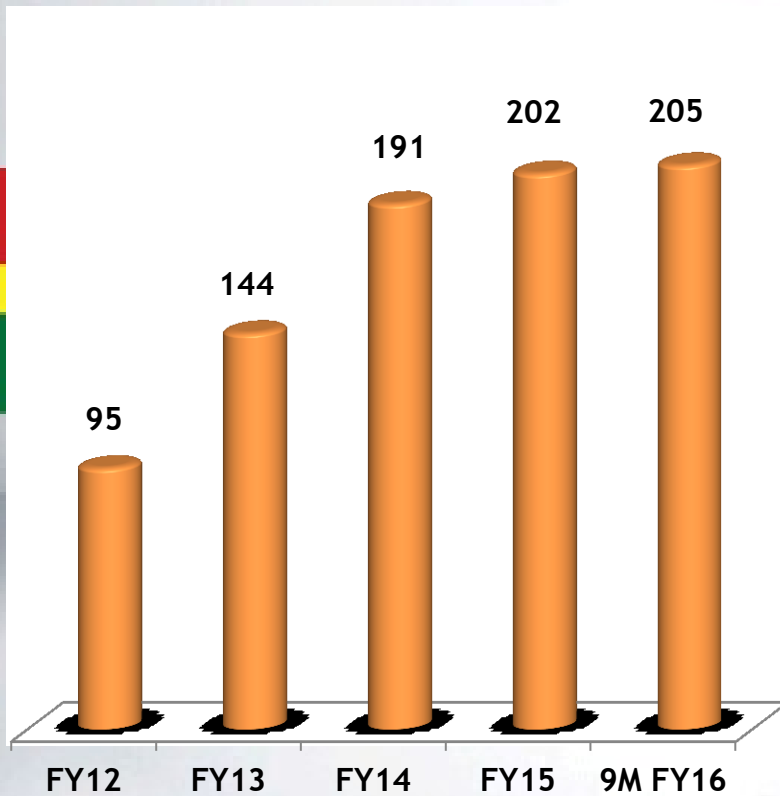
Return on Capital Employed



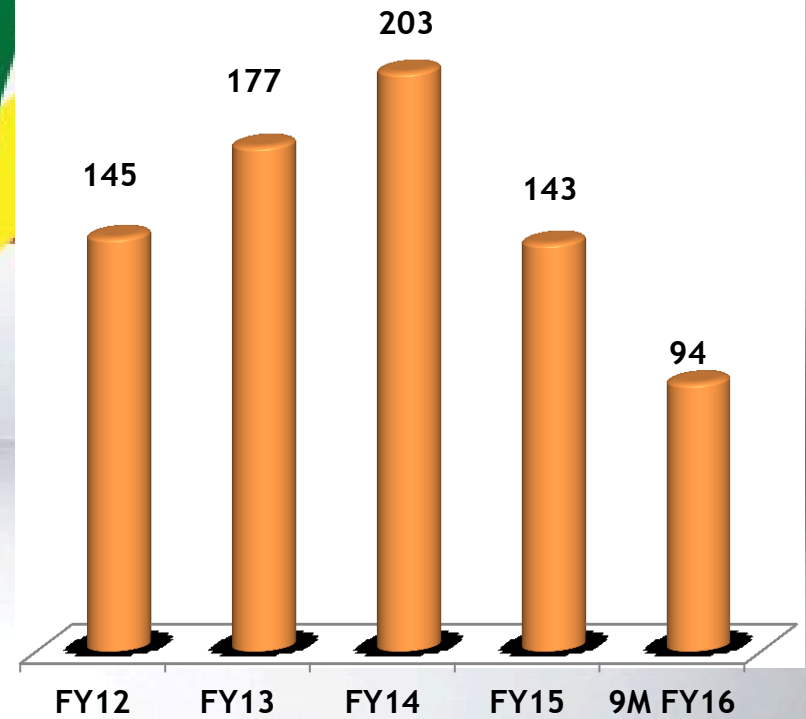
Note: 9M FY16 returns on TTM basis; ROE = PAT/ Networth; ROCE = EBIT/ Capital Employed

Key Performance Indicators

Debt on books (Rs Crore)



Net working capital (Days)





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Corporate Overview

Corporate Overview



Amongst leading players in organic and inorganic intermediates and APIs (Active Pharmaceutical Ingredients)

In house manufacturing units & DSIR approved R&D Centre

- 8 units & 1 centralized warehouse in Thane, Ratnagiri and Raigad Districts, Maharashtra

Manufactures more than 200 products

- Specialized process patented catalyst driven resulting in higher yield in production
- Largest & only manufacturer of Selenium Sulphide in India

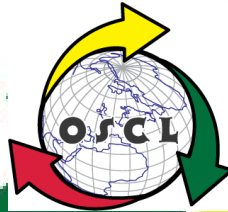
Wide & diversified customer base

- Top 30 customers account for less than 40% of sales
- Largest customer contributes to 10% of sales

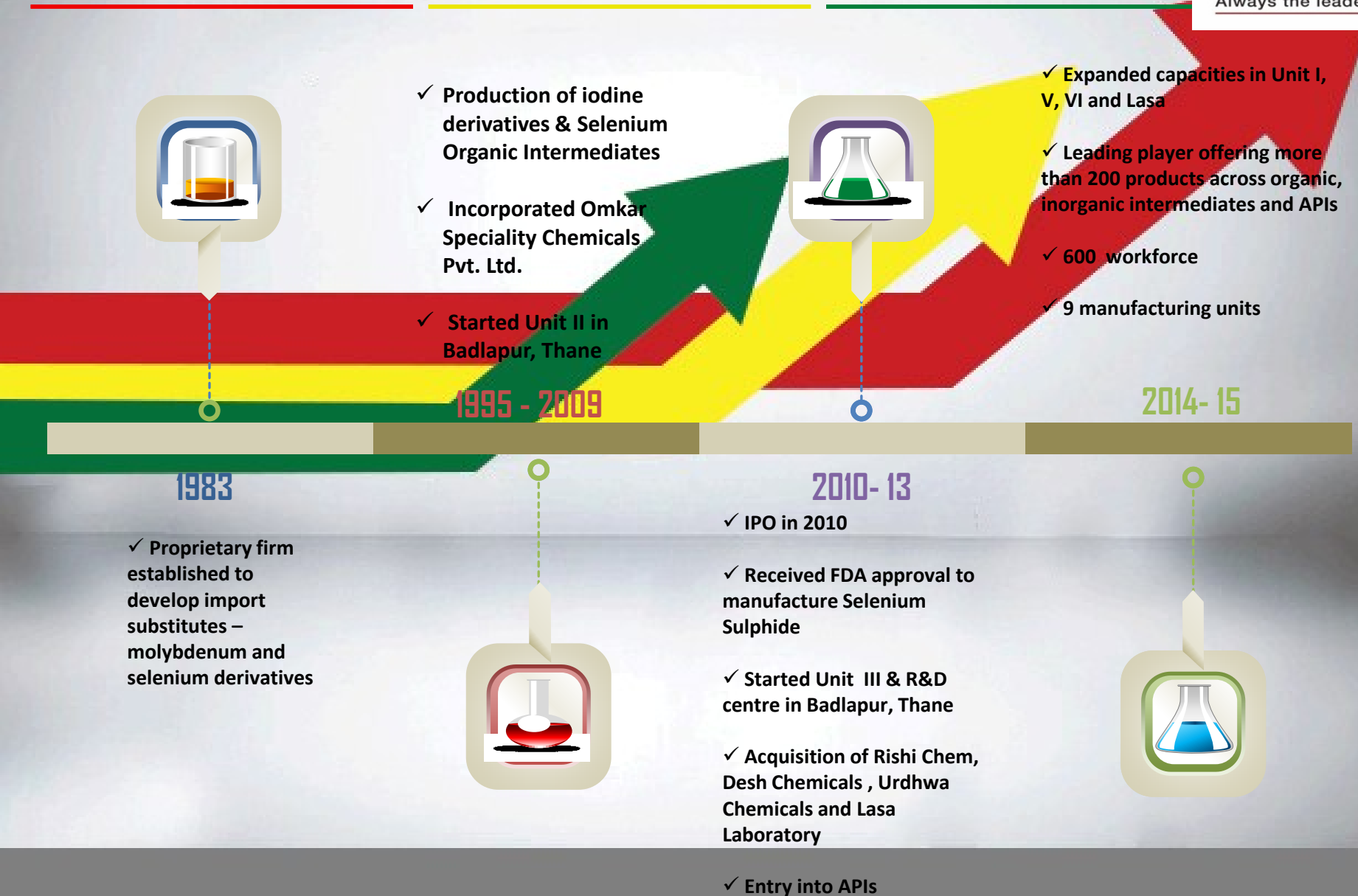
Exports to 38 countries - including regulated markets

- Europe, North & South America, China and other Asian countries
- 25% of sales are exports

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



**Pravin Agrawal
Chief Financial Officer**

- MBA - Finance
- Total 34 years of experience in various industries, with more than 15 years in senior position



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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 Pharmaceuticals Ingredients (APIs)

- Veterinary APIs mostly used as Anthelmintics (Deworming)

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

In-house Volumetric Capacity 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**



Wide Customer Base

Intermediaries & APIs



Speciality Chemicals



Global Footprints across 40 Countries





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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 imports 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

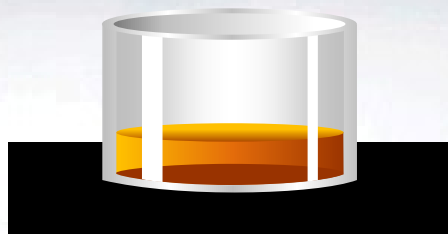
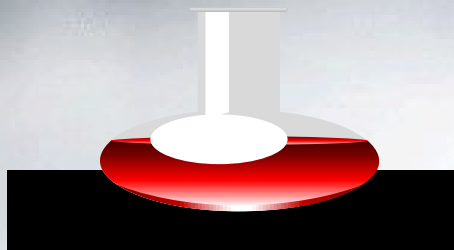
- Focus on existing higher margin products like Intermediates and APIs
- New products in APIs
- Backward process integration– manufacture intermediates for APIs

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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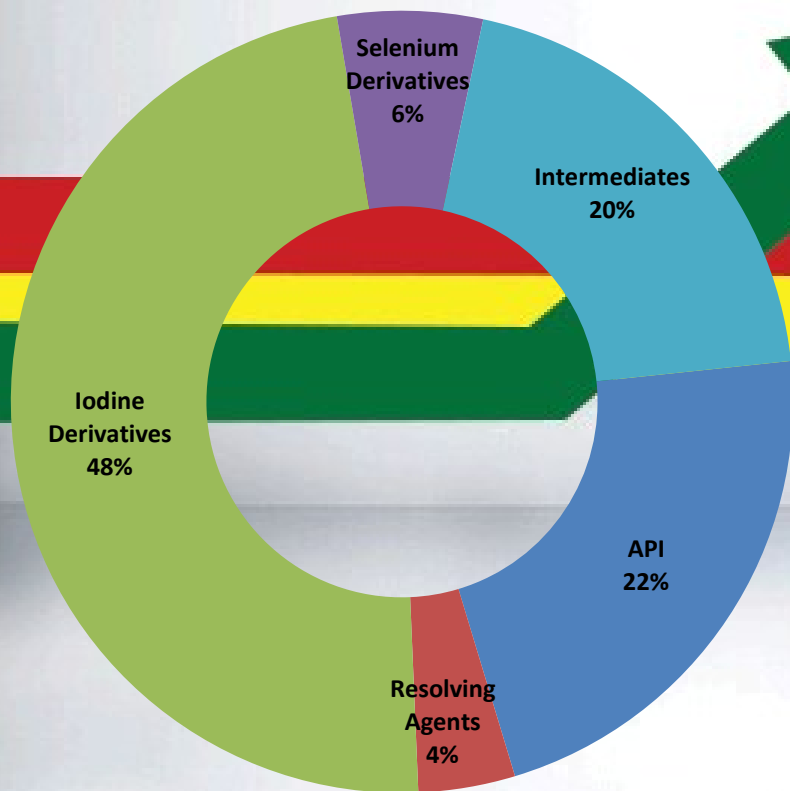
Financial Highlights

Annual Consolidated Profitability Highlights

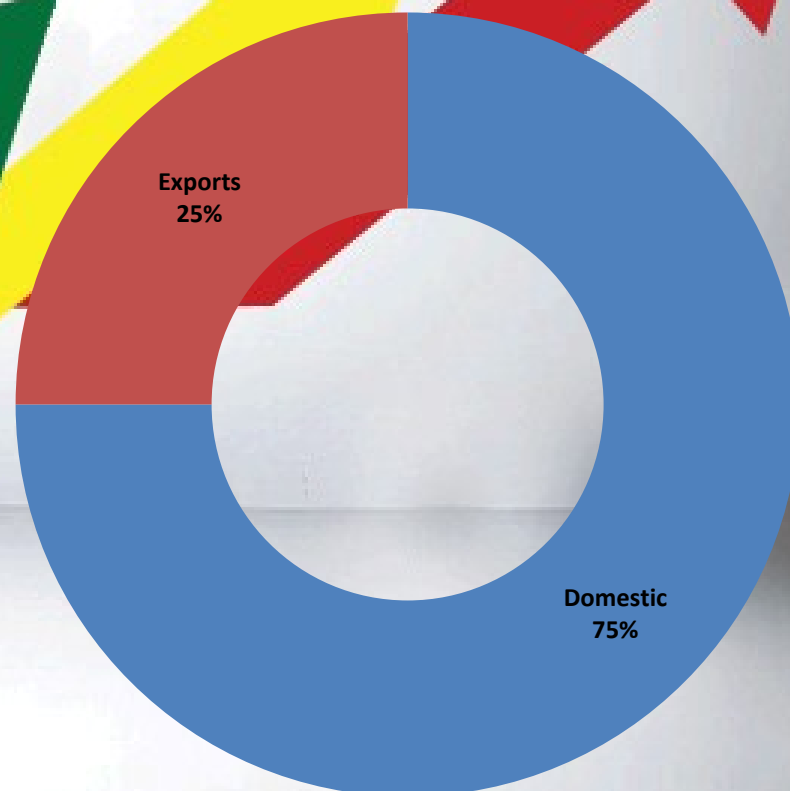
INR-Crore	TTM	FY15	FY14
Revenue from Operations	374.0	265.1	240.3
Other Income	0.9	0.9	3.3
Total Income	374.9	266.0	243.5
Raw Material & Fuel Costs	259.8	167.7	161.1
Employee Cost	16.4	14.4	13.9
Other Cost	30.7	30.9	22.3
Total Expenditure	306.9	213.0	197.3
EBITDA	67.0	53.1	46.2
EBIDTA margin (%)	17.9%	19.9%	19.0%
Depreciation	12.6	10.3	12.1
Interest	16.1	14.5	14.4
Profit Before Tax	39.3	28.3	19.8
Tax	7.3	4.0	6.1
Profit After Tax	32.0	24.3	13.6
PAT Margin (%)	8.6%	9.1%	5.6%

Segment & Geographical Revenue Split –FY15

Segment break-up



Geographical break-up



For further information, please contact:

Company :

Omkar Speciality Chemicals Ltd
CIN: L24110MH2005PLC151589

Mr. Pravin Agrawal
agrawal@omkarchemicals.com

www.omkarchemicals.com

Investor Relations Advisors :

Stellar IR Advisors Pvt. Ltd.
CIN: U74900MH2014PTC259212

Ms. Savli Mangle
msavli@stellar-ir.com

Mr. Vikash Verma
vikash.verma@stellar-ir.com

www.stellar-ir.com

