



Omkar Speciality Chemicals Limited

Q2 & H1 FY17 Earnings Presentation

November 2016

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Director's Message

Director's Message



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

“Our growth momentum has continued in this quarter. All our business segments have contributed to this growth.

We continue to focus on achieving higher operating efficiencies and optimizing productivity that is resulting in improved profitability. This has also enabled us to gain greater control on our operations thereby improving our working capital days.

I am happy to share that our exports during quarter witnessed significant increase further expanding our Global markets.”



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Key Developments

Recent Developments

De-pledging Exercise During H1 FY17

1st Round

- Sold 18,72,865 shares to bring down pledged shares. Total shares de-pledged are 17,85,254
- Brought down pledged shares from 96,61,486 shares to 78,76,232 shares

2nd Round

- Sold 11,50,797 shares to bring down pledged shares. Total shares de-pledged are 23,40,000
- Brought down pledged and encumbered shares from 65.98% to 51.32% (of the promoters holding)
- Current total pledged and encumbered shares – 55,36,232 (26.9% of total shares of the Company)

Management committed to maintain majority Shareholding in the Company

Recent Developments Contd...

Credit Rating Upgrade

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

Demerger Exercise

- Management is moving ahead with demerger process

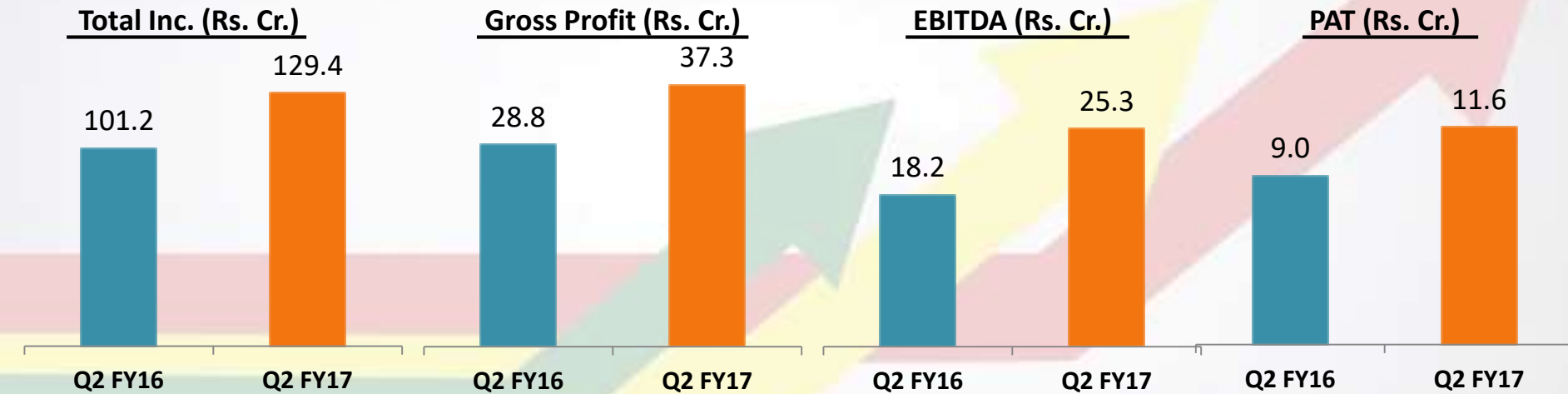


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Financial Highlights

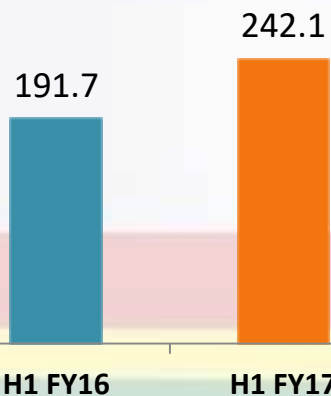
Consolidated Financial Highlights (Q2 FY17 v/s Q2 FY16)



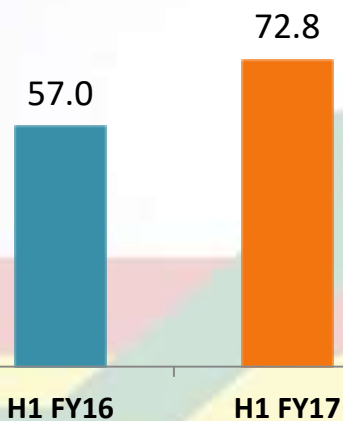
Key ratios (%)	Q2 FY17	Q2 FY16
Gross Margin	28.8	28.4
EBITDA Margin	19.5	18.0
PAT Margin	8.9	8.9
EBIT/Interest (x)	3.2	3.6
EPS (Rs.)	5.6	4.4

Consolidated Financial Highlights (H1 FY17 v/s H1 FY16)

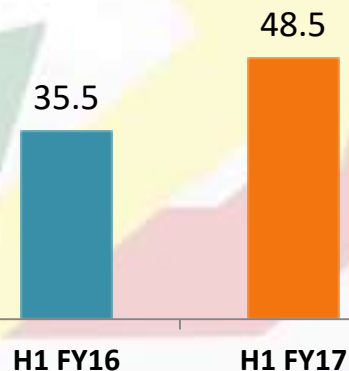
Total Inc. (Rs. Cr.)



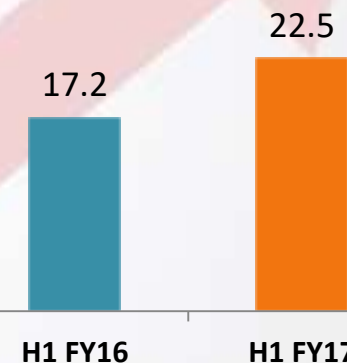
Gross Profit (Rs. Cr.)



EBITDA (Rs. Cr.)

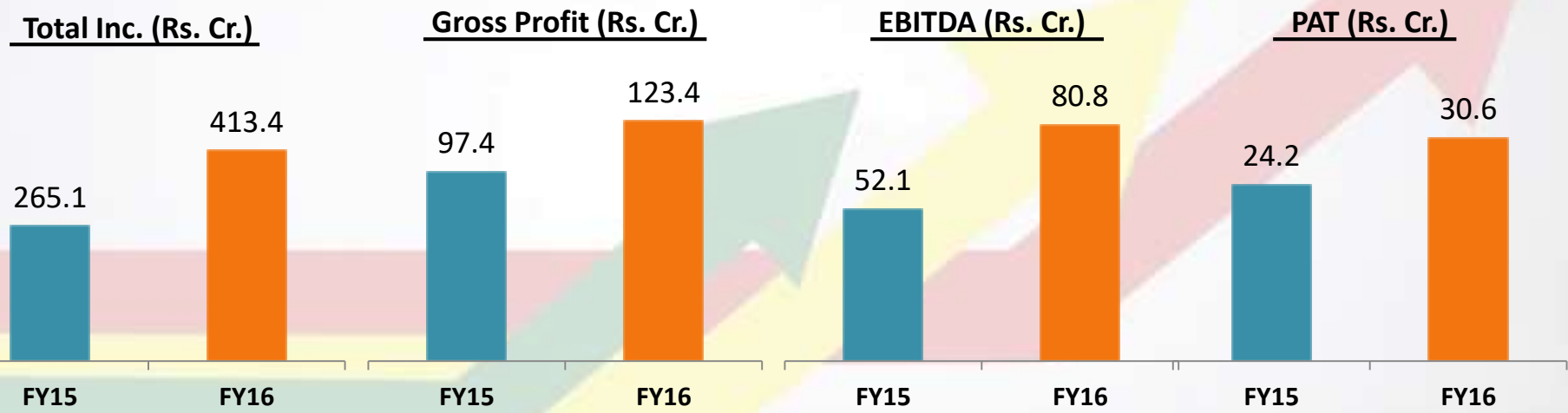


PAT (Rs. Cr.)



Key ratios (%)	H1 FY17	H1 FY16
Gross Margin	30.1	29.7
EBITDA Margin	20.0	18.5
PAT Margin	9.3	8.9
EBIT/Interest (x)	3.4	3.9
EPS (Rs.)	10.9	8.3

Consolidated Financial Highlights (FY 16 v/s FY 15)



Key ratios (%)	FY16	FY15
Gross Margin	29.8	36.7
EBITDA Margin	19.5	19.6
PAT Margin	7.4	9.1
EBIT/Interest (x)	3.5	2.9
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.)	Q2 FY17	Q2 FY16	Y-o-Y % Chg	Q1 FY17	Q-o-Q % Chg
Revenue from Operations	129.4	101.2	27.8%	112.7	14.8%
Material Consumed	92.1	72.5		77.2	
Employee Cost	5.2	4.3		4.9	
Other costs	6.8	6.3		7.4	
Total Expenditure	104.1	83.1		89.5	
EBIDTA	25.3	18.2	38.7%	23.2	8.8%
EBITDA Margin (%)	19.5%	18.0%	153 bps	20.6%	(108 bps)
Depreciation	4.0	2.0		3.5	
Other Income	0.6	0.2		0.7	
Interest	6.7	4.5		5.5	
Exceptional Item	0.0	0.0		0.0	
Profit Before Tax	15.3	12.0		14.8	
Tax	3.7	2.9		3.8	
Profit After Tax	11.6	9.0	28.2%	11.0	5.3%
PAT Margin (%)	8.9%	8.9%	1 bps	9.7%	(81 bps)

Half Yearly Consolidated P&L Statement

Particulars (Rs. Cr.)	H1 FY17	H1 FY16	% Chg
Revenue from Operations	242.1	191.7	26.3%
Material Consumed	169.3	134.7	
Employee Cost	10.2	8.2	
Other costs	14.1	13.3	
Total Expenditure	193.6	156.2	
EBIDTA	48.5	35.5	36.7%
EBITDA Margin (%)	20.0%	18.5%	153 bps
Depreciation	7.5	3.8	
Other Income	1.3	0.6	
Interest	12.2	8.1	
Exceptional Item	0.0	0.0	
Profit Before Tax	30.1	24.1	
Tax	7.6	6.9	
Profit After Tax	22.5	17.2	31.1%
PAT Margin (%)	9.3%	8.9%	33 bps

Half Yearly Consolidated Balance Sheet Highlights

Rs. Cr.	Sep-16	Sep-15
Shareholder's Funds	218.6	185.8
Share Capital	20.6	20.6
Reserves & Surplus	198.0	165.2
Money received against warrants	0.0	0.0
Non-current liabilities	132.0	119.0
Long term borrowings	115.1	115.6
Defer Tax liabilities	13.6	1.6
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	3.2	1.8
Current liabilities	248.1	230.8
Short Term Borrowings	114.4	99.5
Trade Payables	86.2	85.5
Other Current liabilities	29.9	28.4
Short-term provisions	17.6	17.4
Total Equities & Liabilities	598.6	535.6

Rs. Cr.	Sep-16	Sep-15
Non-current assets	339.8	295.7
Fixed assets	337.9	294.5
Goodwill on Consolidation	0.9	0.0
Non-current Investments	0.1	0.1
Long-term loans & advances	0.9	1.2
Current assets	258.8	239.8
Current investments	0.0	0.0
Inventories	101.9	86.6
Trade receivables	114.0	112.9
Cash & Cash equivalents	13.9	13.4
Short-term loans & Advances	9.1	8.4
Other Current Assets	20.0	18.5
Total Assets	598.6	535.6

....Working Capital Days as on 30th Sep'16 improved to 98 days

Total Debt includes Loan from Promoters of Rs.27.2 Cr.

Annual Consolidated P&L Statement

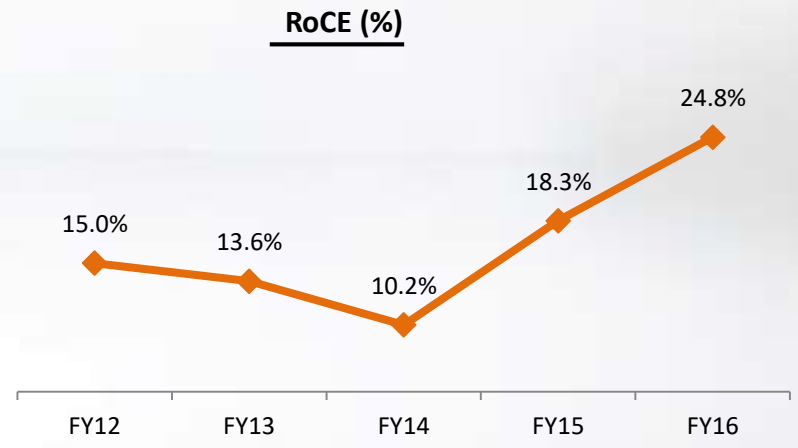
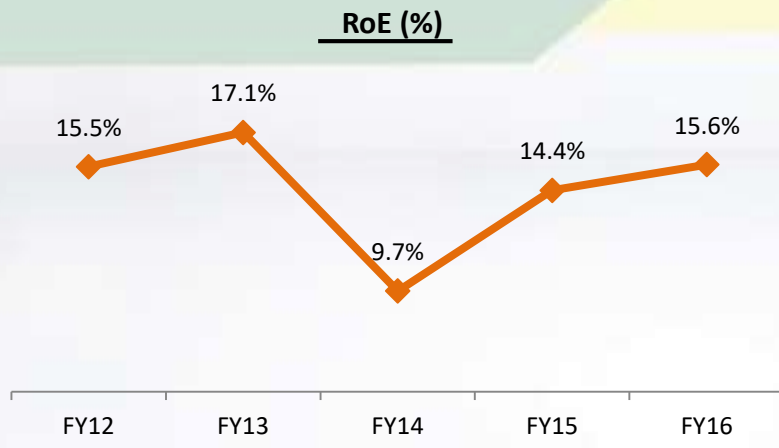
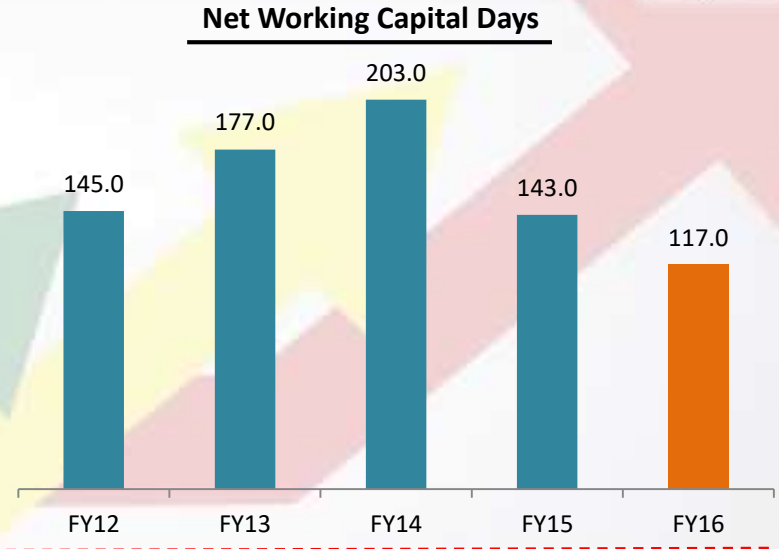
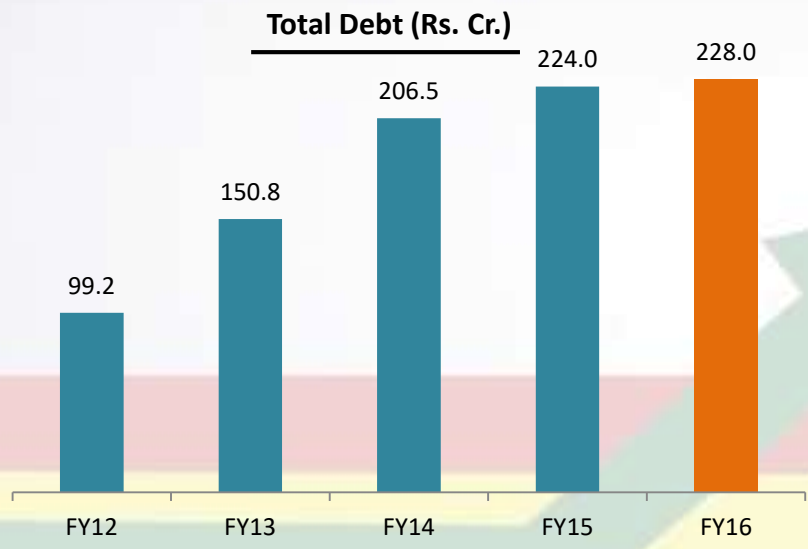
Particulars (Rs. Cr.)	FY16	FY15	% Chg
Revenue from Operations	413.4	265.1	59.9%
Material Consumed	290.0	167.7	
Employee Cost	17.9	14.4	
Other costs	24.6	30.9	
Total Expenditure	332.6	213.0	
EBIDTA	80.8	52.1	55.1%
EBITDA Margin (%)	19.6%	19.7%	(10 bps)
Depreciation	9.0	10.3	
Other Income	1.4	0.9	
Interest	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%	(171 bps)

Annual Consolidated Balance Sheet Highlights

Rs. Cr.	Mar-16	Mar-15
Shareholder's Funds	195.5	169.0
Share capital	20.6	20.6
Reserves & Surplus	174.9	148.0
Money received against Warrants	0.0	0.0
Non-current liabilities	108.5	63.0
Long term borrowings	94.5	60.7
Defer Tax liabilities	11.3	0.8
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	2.8	1.6
Current liabilities	278.9	247.6
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
Total Equities & Liabilities	582.9	479.2

Rs. Cr.	Mar-16	Mar-15
Non-current assets	310.9	271.8
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
Current assets	272.0	207.4
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	22.2
Other Current Assets	1.0	4.1
Total Assets	582.9	479.2

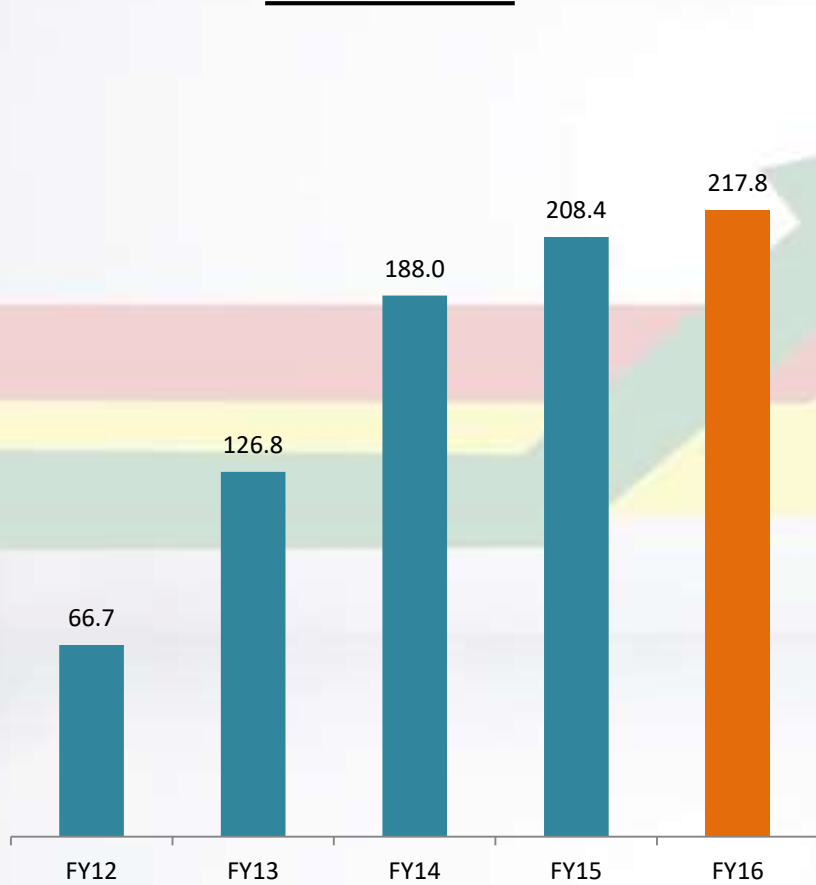
Key Performance Indicators



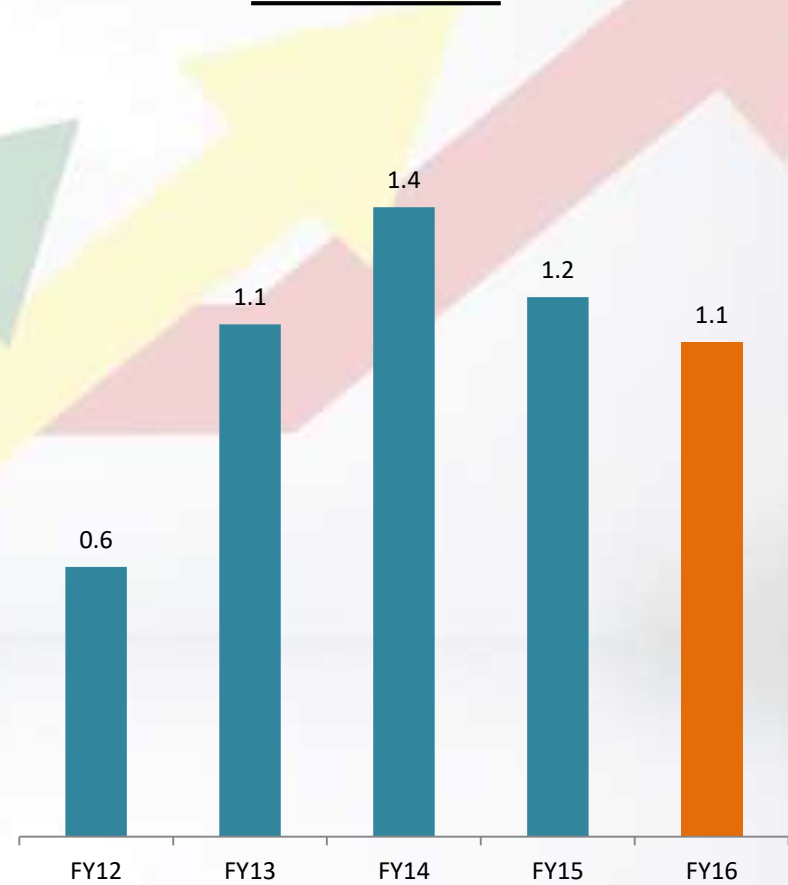
ROE = PAT / Networth; ROCE = EBIT / Capital Employed

Key Performance Indicators

Net Debt (Rs. Cr.)



Net Debt / Equity

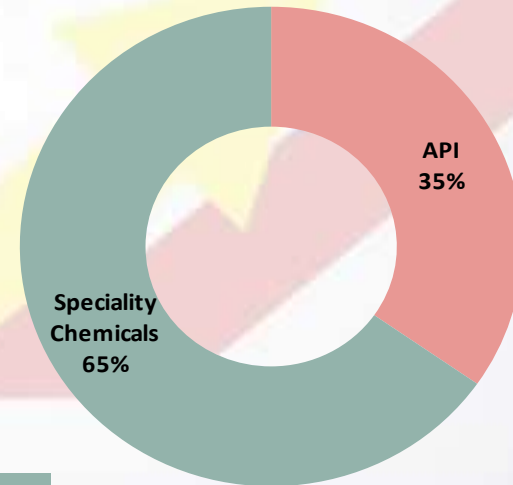
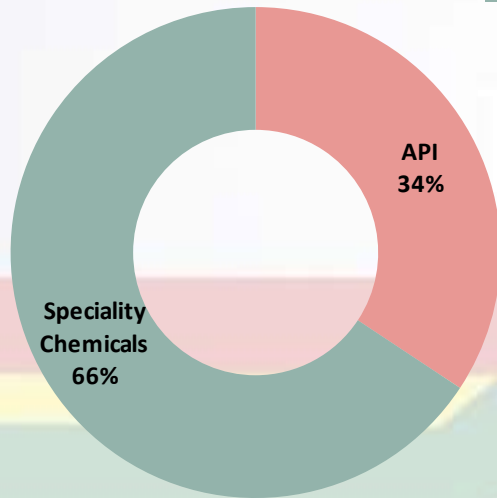


Segment & Geographical Revenue Split – Q2 & H1 FY17

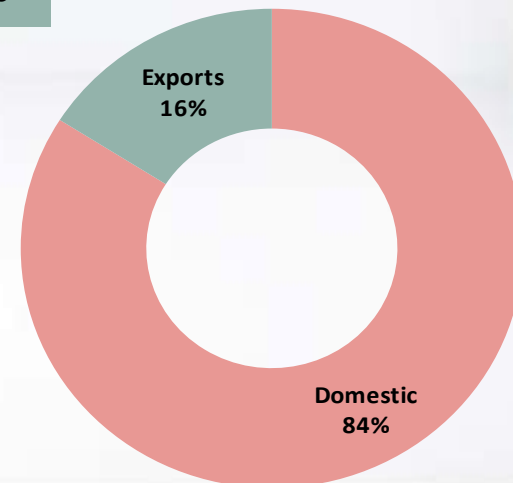
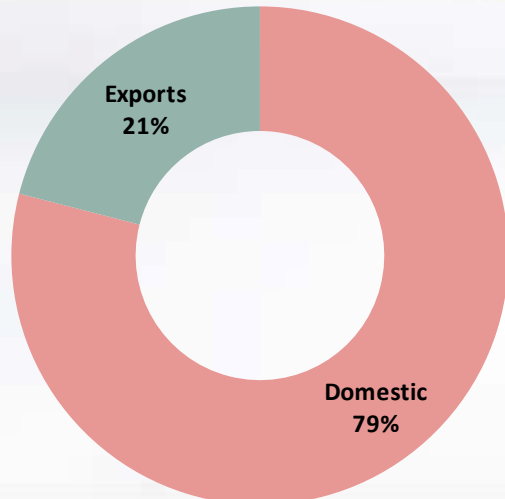
Q2 FY17

Segment break-up

H1 FY17

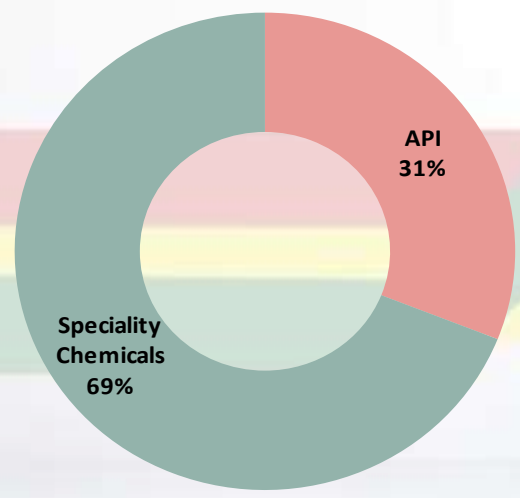


Geographical break-up

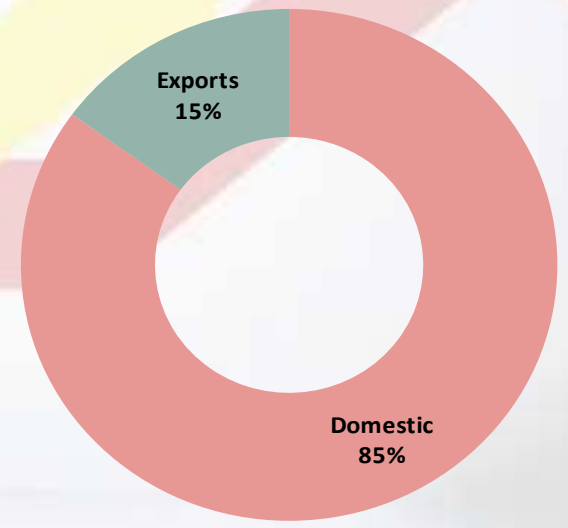


Segment & Geographical Revenue Split – FY16

Segment break-up



Geographical break-up



For further information, please contact-

Company -

Omkar Speciality Chemicals Ltd
CIN- L24110MH2005PLC151589

Mr. Omkar Herlekar
omkar@omkarchemicals.com

www.omkarchemicals.com

Investor Relations Advisors -

Bridge Investor Relations Pvt Ltd
CIN- U74900MH2016PTC273679

Ms. Savli Mangle
savli@bridge-ir.com

Mr. Amit Sharma
amit@bridge-ir.com

www.bridge-ir.com

