



Omkar Speciality Chemicals Limited

Q3 & 9M FY17 Earnings Presentation

February 2017

Safe Harbor

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Director's Message

Director's Message



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

“This quarter, again, reflects the strength of the Company, both, on demand for its products as well the execution capabilities of the team. All our business segments have contributed to this growth

Our stress on greater operating efficiencies enabled us to continue with our earlier performance and clock higher profitability

Going forward, we will continue to control all parameters so that we can keep improving our performance”



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Key Developments

Recent Developments

Demerger Exercise

–Management is moving ahead with demerger process, expected date of hearing is first week of March 2017

Grant of Patent

–"Process for Preparation of Higher Derivatives of β -Ketoester" patent was granted in December 2016

–Total process patents held – Four (granted) & Eleven (under grant process)

Earnings Conference Call

–To be hosted post the NCLT hearing on demerger, due in first week of March 2017



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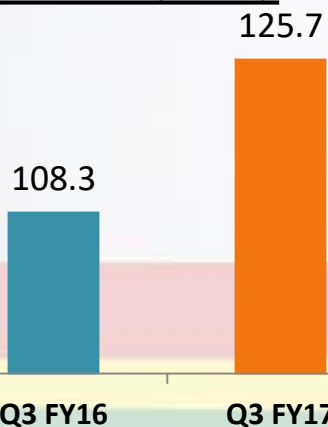


Financial Highlights

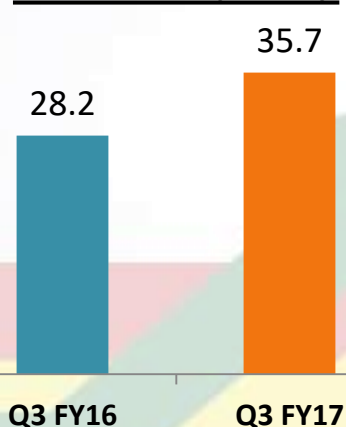


Consolidated Financial Highlights (Q3 FY17 v/s Q3 FY16)

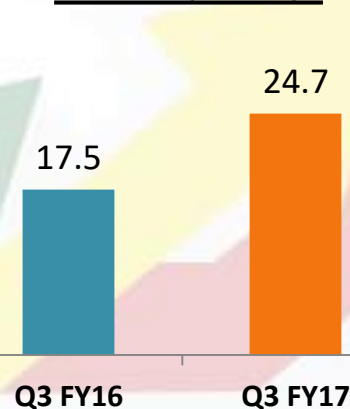
Total Inc. (Rs. Cr.)



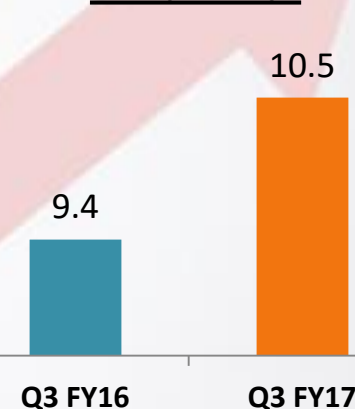
Gross Profit (Rs. Cr.)



EBITDA (Rs. Cr.)



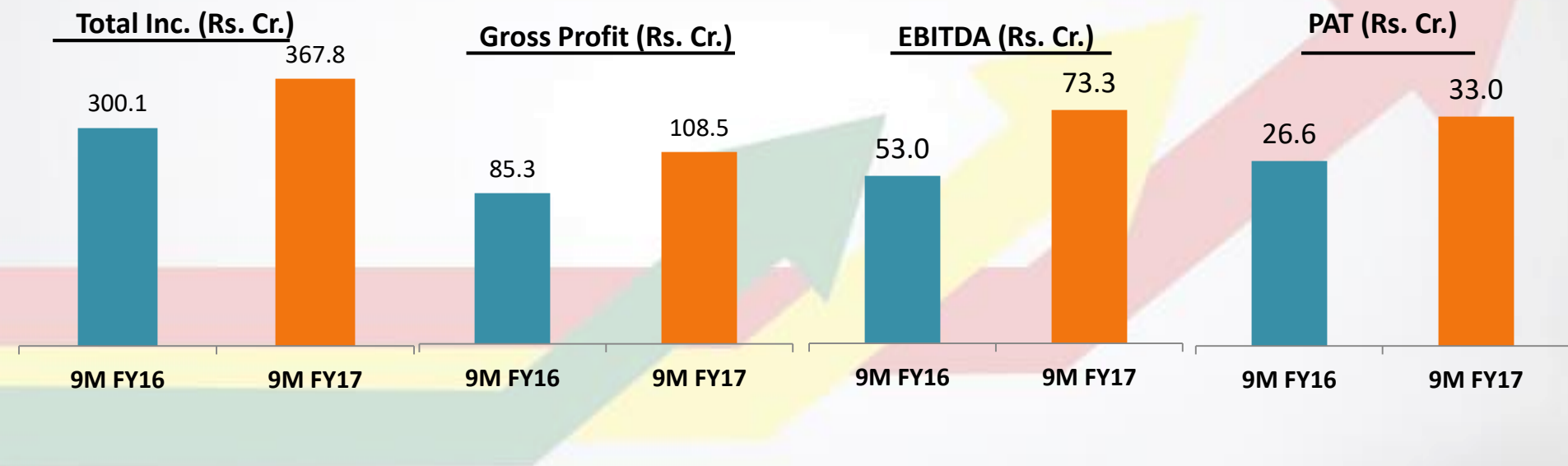
PAT (Rs. Cr.)



Key ratios (%)	Q3 FY17	Q3 FY16
Gross Margin	28.4	26.1
EBITDA Margin	19.7	16.2
PAT Margin on Net Sales	8.4	8.7
EBIT/Interest (x)	3.5	3.9
EPS (Rs.)	5.1	4.6



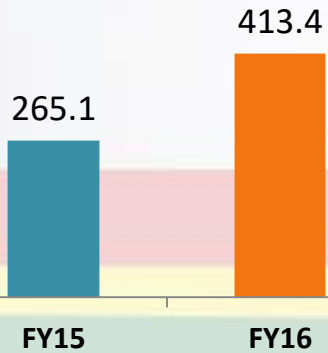
Consolidated Financial Highlights (9M FY17 v/s 9M FY16)



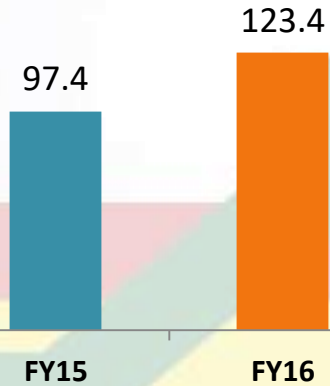
Key ratios (%)	9M FY17	9M FY16
Gross Margin	29.5	28.4
EBITDA Margin	19.9	17.7
PAT Margin on Net Sales	9.0	8.9
EBIT/Interest (x)	3.5	4.0
EPS (Rs.)	16.1	12.9

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

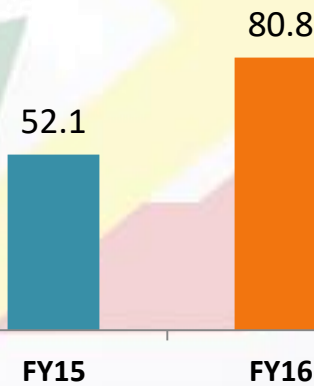
Total Inc. (Rs. Cr.)



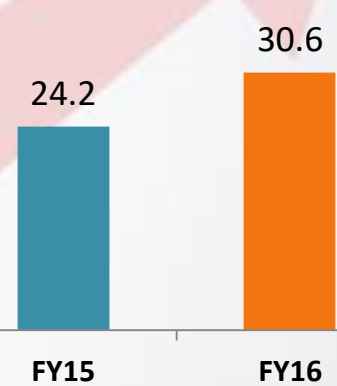
Gross Profit (Rs. Cr.)



EBITDA (Rs. Cr.)



PAT (Rs. Cr.)



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.)	Q3 FY17	Q3 FY16	Y-o-Y % Chg	Q2 FY17	Q-o-Q % Chg
Revenue from Operations	125.7	108.3	16.0%	129.4	(2.9%)
Material Consumed	90.0	80.1		92.1	
Employee Cost	5.1	4.4		5.2	
Other costs	5.9	6.4		6.8	
Total Expenditure	101.0	90.8		104.1	
EBIDTA	24.7	17.5	41.3%	25.3	(2.2%)
EBITDA Margin (%)	19.7%	16.2%	352bps	19.5%	13bps
Depreciation	5.0	2.0		4.0	
Other Income	1.0	0.3		0.6	
Interest	5.9	4.0		6.7	
Exceptional Item	0.0	0.0		0.0	
Profit Before Tax	14.8	11.8		15.3	
Tax	4.3	2.4		3.7	
Profit After Tax	10.5	9.4	12.0%	11.6	(9.0%)
PAT Margin (%)	8.4%	8.7%	(29bps)	8.9%	(57bps)

Nine Months - Consolidated P&L Statement

Particulars (Rs. Cr.)	9M FY17	9M FY16	% Chg
Revenue from Operations	367.8	300.1	22.6%
Material Consumed	259.3	214.8	
Employee Cost	15.2	12.6	
Other costs	20.0	19.7	
Total Expenditure	294.5	247.1	
EBIDTA	73.3	53.0	38.3%
EBITDA Margin (%)	19.9%	17.7%	226bps
Depreciation	12.5	5.9	
Other Income	2.3	0.9	
Interest	18.1	12.1	
Exceptional Item	0.0	0.0	
Profit Before Tax	44.9	35.9	
Tax	11.9	9.3	
Profit After Tax	33.0	26.6	24.3%
PAT Margin (%)	9.0%	8.9%	12bps



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)

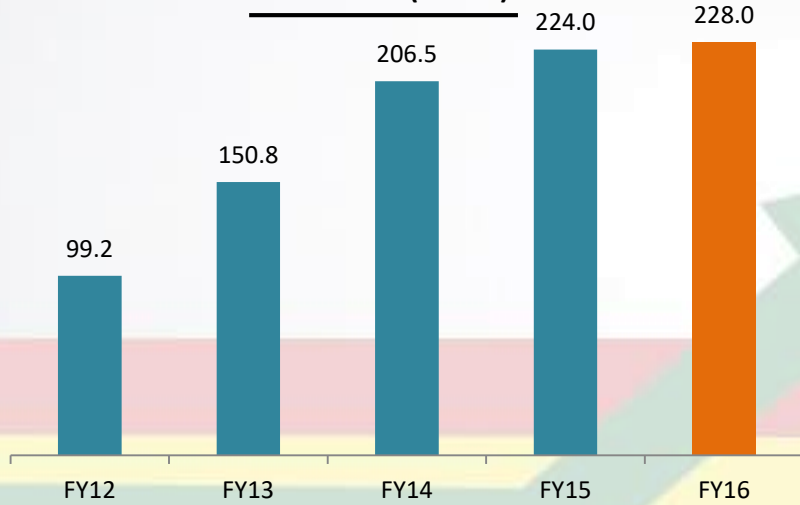
Annual Consolidated Balance Sheet Highlights

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

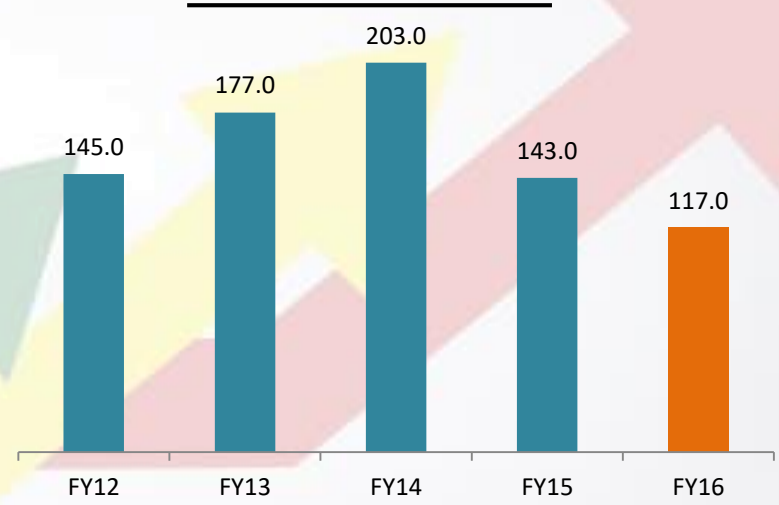
Rs. Cr.	Mar-16	Mar-15
Non-current assets	310.9	271.8
Fixed assets	309.6	270.7
Non-current Investments	0.1	0.1
Long-term loans & advances	0.9	1.0
Other non-current assets	0.4	0.0
Current assets	272.0	207.4
Current investments	0.0	0.0
Inventories	99.9	88.8
Trade receivables	130.4	76.8
Cash & Cash equivalents	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

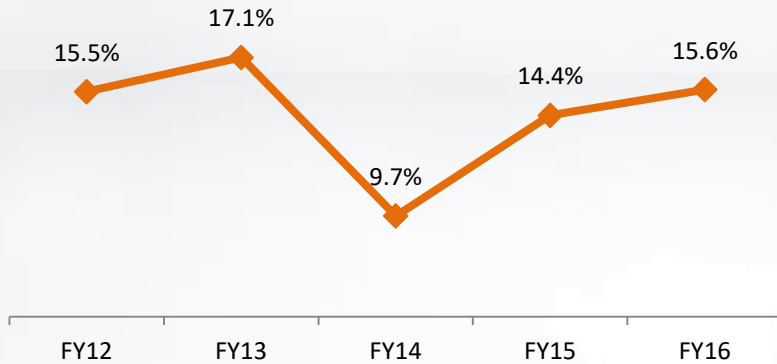
Total Debt (Rs. Cr.)



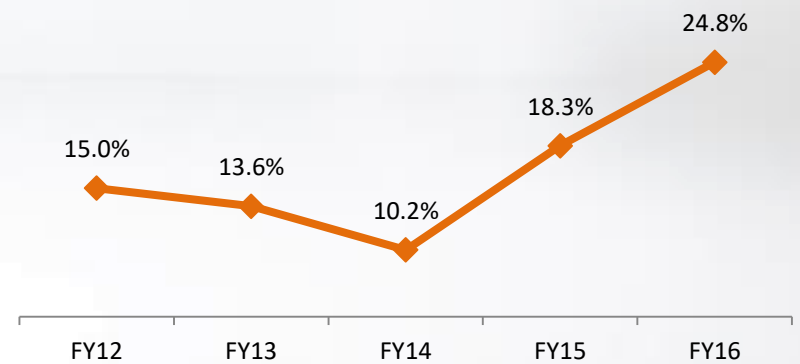
Net Working Capital Days



RoE (%)



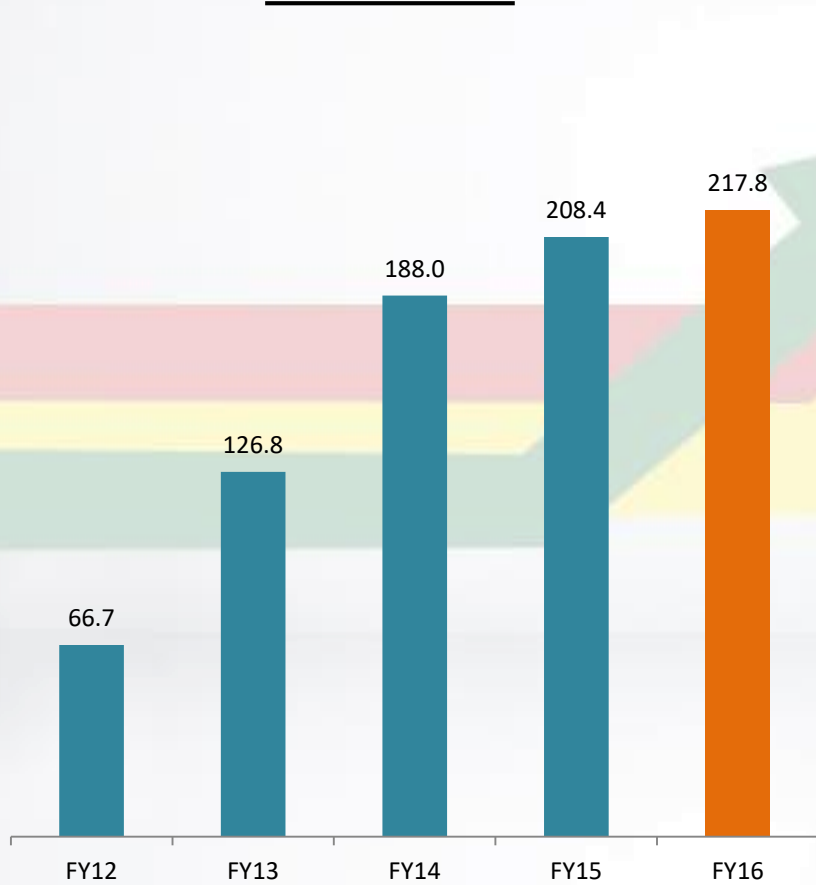
RoCE (%)



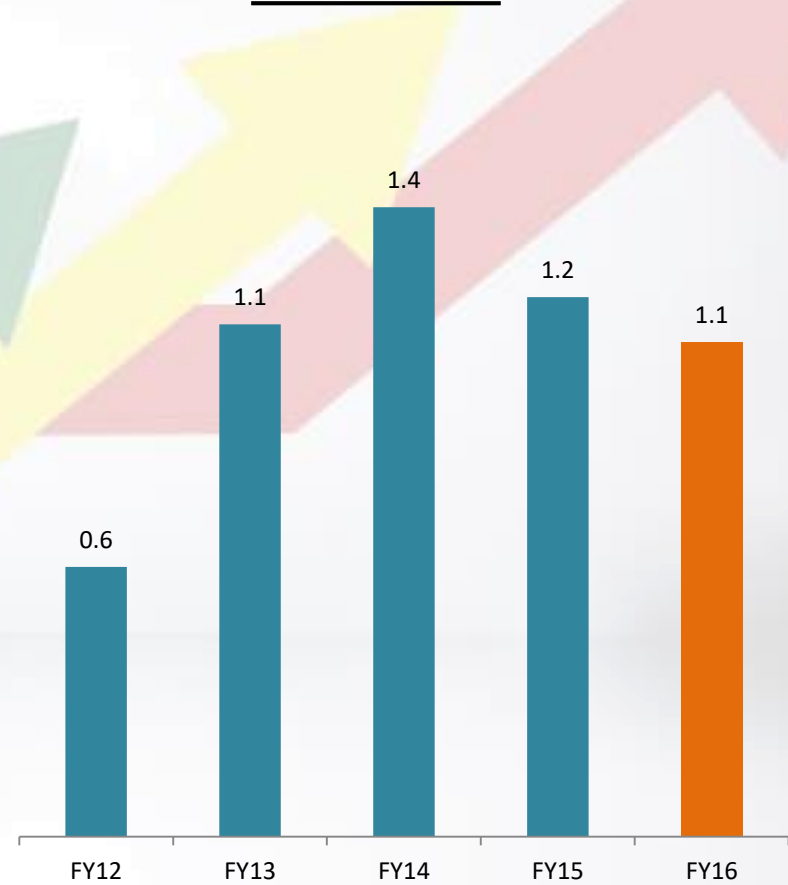
ROE = PAT / Networth; ROCE = EBIT / Capital Employed

Key Performance Indicators

Net Debt (Rs. Cr.)



Net Debt / Equity

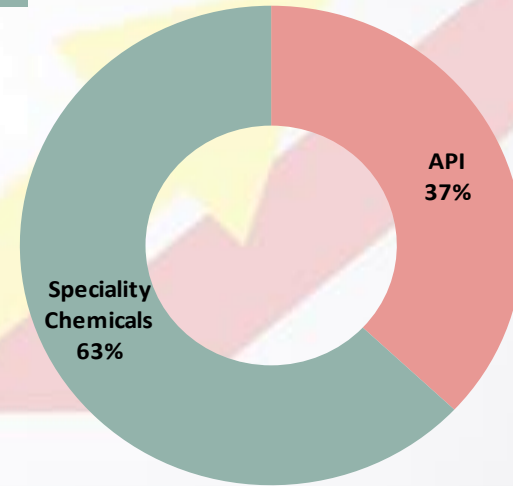
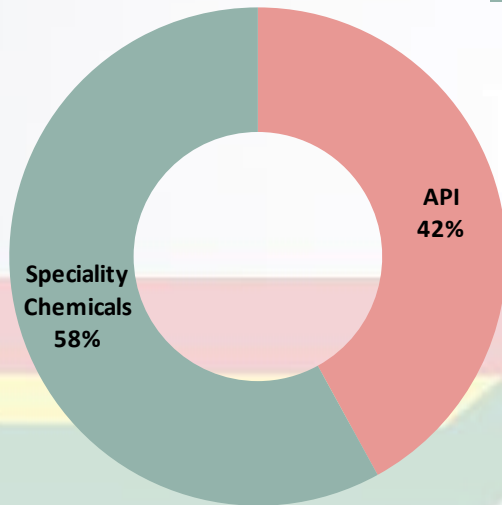


Segment & Geographical Revenue Split – Q3 & 9M FY17

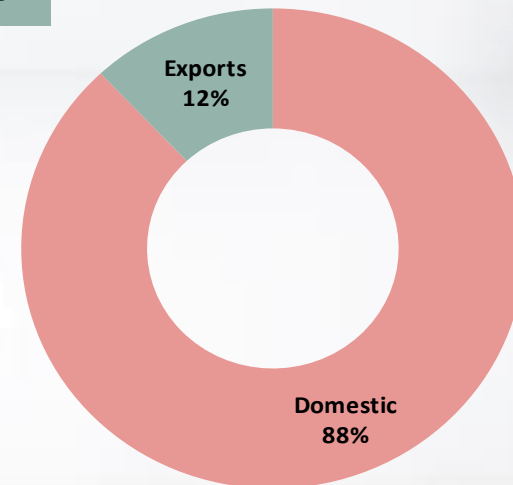
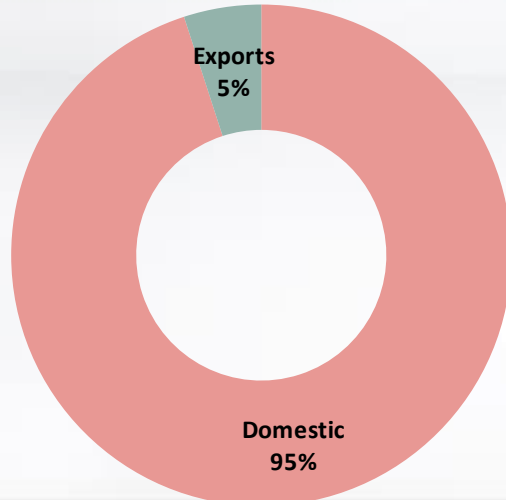
Q3 FY17

Segment break-up

9M FY17

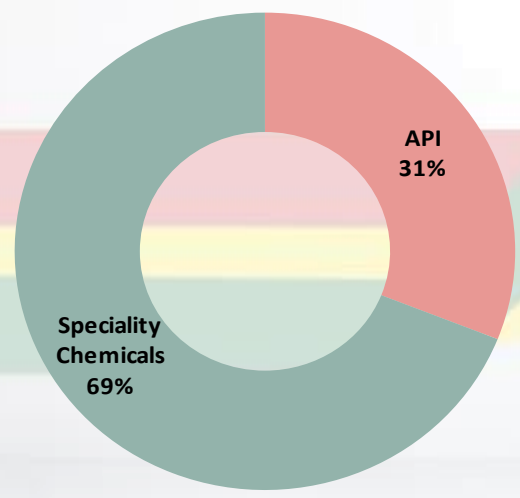


Geographical break-up

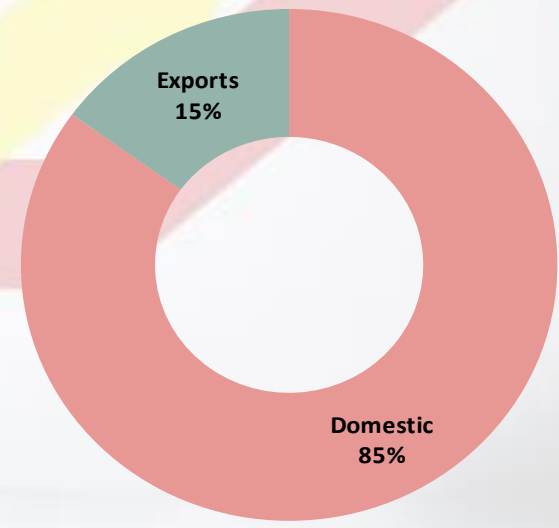


Segment & Geographical Revenue Split – FY16

Segment break-up



Geographical break-up



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