



**DEEPAK**  
**NITRITE**

RESPONSIBLE  
CHEMISTRY

# CORPORATE PRESENTATION

June 2018

# GROUP COMPANIES



RESPONSIBLE  
CHEMISTRY



RESPONSIBLE  
CHEMISTRY

ISO 9001, 14001, OHSAS 18001

# VISION- VALUES



RESPONSIBLE  
CHEMISTRY

## Vision

To become the **FASTEST GROWING**  
Indian chemical intermediates company.

## Values:



### Innovativeness

Driving not just product ideas but also innovation in terms of processes and employee engagement thus maximizing growth.



### Responsiveness

Towards, employees, customers and all other stakeholders.



### Ownership

Where the vision becomes not just the company goal but the individual goal as well.



### Performance driven

Rewarding performers across verticals, thereby setting examples for leadership.



### Agility

Change is constant. This equips the organization to respond rapidly to this dynamic world.

# RESPONSIBLE CHEMISTRY



## Health & Safety

Focus on plant, process and people safety.

Emergency preparedness through drills and pre-tests.

HAZOP studies and safety inspections.

Occupational health centre at each unit.

## Community Care

Community development through Deepak Foundation

Social interventions spanning over 1,500 villages in Gujarat

Focus areas include:

- Women & Child Welfare
- Integrated Livelihood Promotion
- Disaster Relief
- Rehabilitation & Integrated Child Development Schemes

## Environment

Dedicated cell for conservation through improvisation in processes and products.

Effluent treatment plants compliant with pollution control norms.





## ABOUT THE FOUNDER

### Mr. C.K. Mehta, Chairman-Emeritus

- A pioneer , visionary and founder with over five decades of versatile experience in Chemical.
- He is credited with leading an able Board and laying the foundation of a strong professionally driven organisation at par excellence.
- Today, he is more like a inspiration of DNL and all group Cos, including foundation
- Instrumental in initiating company's CSR initiatives and in establishing the Deepak Foundation.
- **Recipient of ICC Lifetime Achievement Award in 2014**





# BOARD OF DIRECTORS & LEADERSHIP TEAM

# PROFESSIONAL BOARD OF DIRECTORS BACKED BY A STRONG TEAM



**MR. D. C. MEHTA**

Chairman & Managing Director

Mr. D. C. Mehta is a dynamic personality whose business acumen has enabled the Company to take swift strides forward and achieve new laurels, year after year. He is at the helm of affairs at Deepak Nitrite for the last 38 years. He is a Science Graduate from the University of Bombay.



**MR. UMESH ASAIKAR**

Executive Director & Chief Executive Officer

Mr. Umesh Asaikar has been associated with the Company since September 2008. He has around 37 years of varied experience in the areas of Sales and Marketing, Manufacturing, Commercial and Business Management across industries including pharmaceuticals, vitamins and fine chemicals, glass flaconage, etc.



**MR. SANJAY UPADHYAY**

Director, Finance & Chief Financial Officer

Mr. Sanjay Upadhyay is an associate member of the Institute of Cost Accountants of India. He is also a Fellow of the Institute of Company Secretaries of India. He has vast experience in the areas of Finance, Accounts, Commercial and Secretarial Functions. He is associated with the Company since 1994.



**MR. MAULIK MEHTA**

Additional Director & Whole-Time Director

Mr. Maulik D. Mehta holds a Bachelors degree in Business Administration from University of Liverpool, UK. He has also done Masters in Industrial and Organizational Psychology from Columbia University, USA. He has around 8 years of experience in the areas of Business Development.



**MR. A. C. MEHTA**

Managing Director

Mr. A. C. Mehta has been actively associated with the Company since 1984. With extensive experience, a comprehensive approach and strong industry foresight, he has paved the way for innovation and excellence in the Company.



**MR. SUDHIN CHOKSEY**

Independent Director

Mr. Sudhin Choksey has extensive experience in handling functional areas of finance, commerce and general management, both in India and abroad. He is the Managing Director of GRUH Finance Ltd and also a Fellow Member of the Institute of Chartered Accountants of India.

# PROFESSIONAL BOARD OF DIRECTORS BACKED BY A STRONG TEAM



**MR. SUDHIR MANKAD**

Independent Director

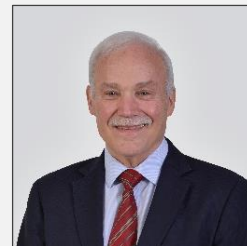
Mr. Sudhir Mankad, IAS (Retd.), has served in senior positions, both with the Government of India and the Government of Gujarat. His last assignment was Chief Secretary, Government of Gujarat. He has served as a Director/Chairman on the Board of several companies.



**DR. S. SIVARAM**

Independent Director

Dr. Sivaram is a scientist of distinction, having held leadership positions in R&D, in both industry and academia. He has done his M.Sc. from the Indian Institute of Technology, Kanpur, and Ph.D. from Purdue University, W. Lafayette, Indiana, USA.



**DR. RICHARD H. RUPP**

Independent Director

Dr. Rupp has held various top level positions in leading multinational companies such as Hoechst AG (Germany), Lonza (Switzerland) and Allessachemie (Germany). His focus is in the field of pharmaceuticals and fine chemicals.



**PROF. INDIRA PARIKH**

Independent Director

Prof. Indira Parikh is the Founder President of FLAME (Foundation for Liberal and Management Education). She holds a Ph.D. from the Gujarat University and MA from University of Rochester. She was a faculty member at IIM-A, for over 30 years and the Dean from 2002 to 2005



**MR. S. K. ANAND**

Independent Director

Mr. S. K. Anand has a rich experience of around 44 years in the field of Project Management, Operations, Corporate Planning, Quality Management, Health, Safety and Environment Management, Energy Management and Strategic Planning in petrochemicals, refining and other allied industries.



**MR. NIMESH KAMPANI**

Independent Director

Mr. Nimesh Kampani is the Founder and Chairman of the JM Financial Group, one of India's leading financial services group. In a career spanning four decades, he has made invaluable contributions to the development of Indian capital market.

# HISTORY

**1970**

Incorporation of Deepak Nitrite Limited

**1971**

Listed on BSE with landmark over-subscription

**1972**

Commissioned Sodium Nitrite & Sodium Nitrate Plant at Vadodara, Gujarat

**1984**

Acquisition of Sahyadri Dyestuffs & Chemicals unit from Mafatlal Industries

**1992**

Commissioned Nitro Aromatic Plant at Nandesari

**1995**

Commissioned a full fledged Hydrogenation Plant at Talaja

**2003**

Acquisition of management and control of Aryan Pesticides Limited

**2007**

Acquisition of DASDA Division from Vasant Chemicals at Telangana

**2010**

Foray into Fuel Additives business

**2012**

Accredited with 'Responsible Care' – a global benchmark of environment, safety and health management

**2013**

Brownfield expansion for manufacturing Sodium Nitrite & Sodium Nitrate at Nandesari

Turnover crosses INR 1,000 crore milestone

**2014**

Commissioned a world-class facility to manufacture Optical Brightening Agents (OBA)

**2015**

Promoted Deepak Phenolics Limited for manufacturing of Phenol & Acetone

**2016**

Raised INR 83 crore via QIP (1st Round) to fund the phenol project

**2017**

Raised INR 150 crore via QIP (2nd Round) to fund the phenol project

**2018**

Deepak Phenolics Limited commissioned. Production starts

# COMPANY OVERVIEW

Since 1972, Deepak Nitrite has been a leading intermediates company in the Indian chemical industry.

We serve numerous industries & 56 applications with a portfolio of over 100 international quality products.

We are a recognized globally as a *'Responsible Manufacturer'* and as a *'Supplier of Choice'* by our clients.

Net  
Revenue  
1455 Cr.  
FY17-18

Amongst top  
3 global  
players

for products like  
Xylidines, Cumidines  
and Oximes

1000+  
Customers

Leading  
producer

of Sodium Nitrite  
and Sodium Nitrate  
since 1972

5  
Manufacturing  
locations

50 years  
Legacy  
par excellence

1600+  
Employees

Exports  
to 30 countries,  
6 continents

# GLOBAL REACH

**30**  
Countries

**6**  
Continents

**56+**  
Applications

**1000+**  
Customers

**100+**  
Products



# VALUE PROPOSITION

**Large product portfolio**  
of value-added  
intermediates

---

**Among top 3 global  
players** in Xylidines,  
Cumidines and Oximes

---

Exports to  
**30 countries**  
and growing

---

Balanced  
**import-export revenues**

---

**Largest  
Phenol-Acetone plant**  
in India for increasing  
demand

# MAJOR CUSTOMERS

## Product Portfolio:

Basic Chemicals

Fine & Specialty Chemicals

Performance Products

## Supplier of Choice for :



## Applications



Pharmaceuticals



Agrochemicals



Personal Care



Petrochemicals



Dyes and Pigments



Paper



Fuel Additives



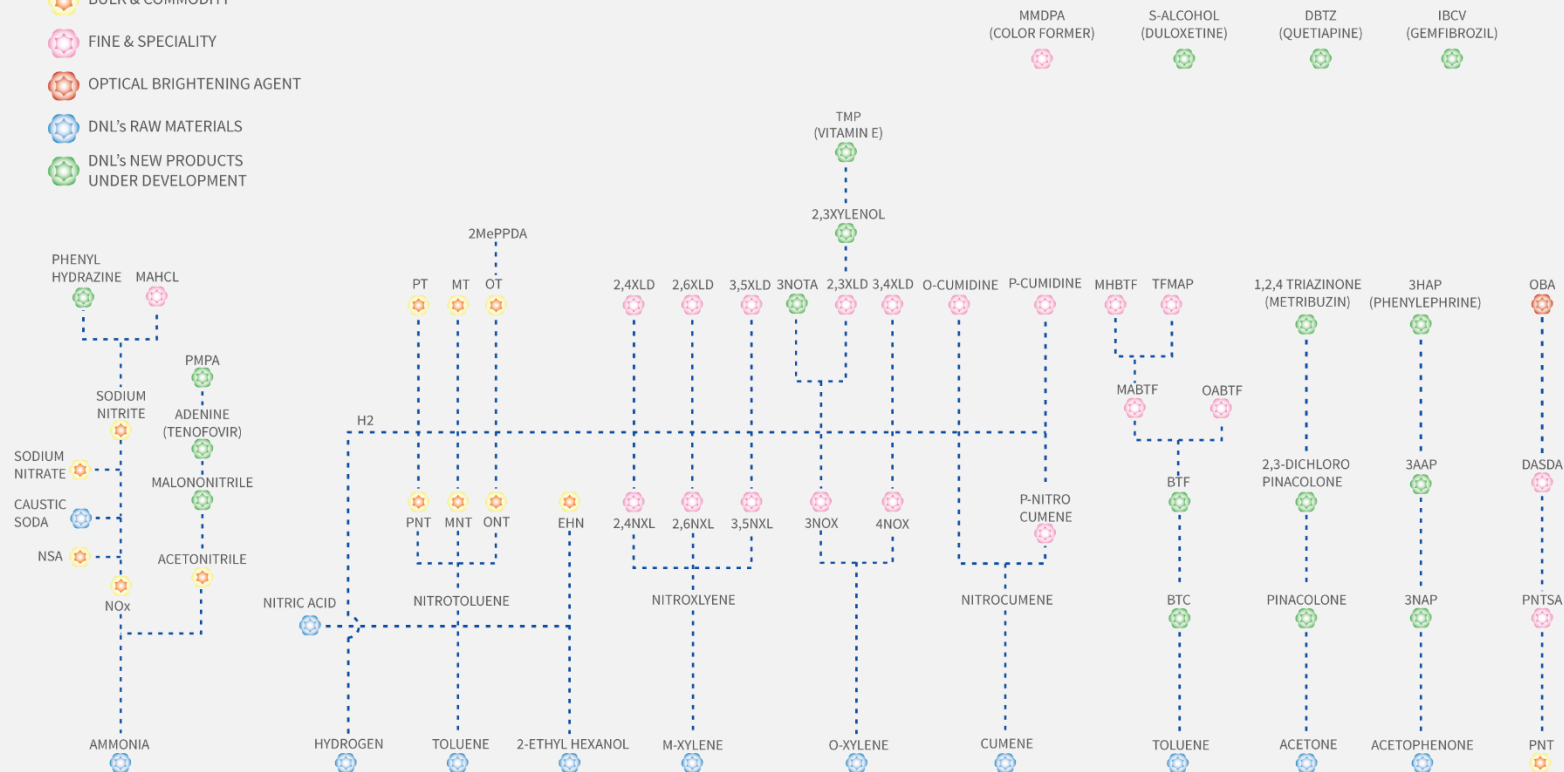
Detergents

# CLIENTS

 <p><b>BASF</b> The Chemical Company</p>	 <p>Clariant</p>	 <p>इंडियन ऑयल IndianOil</p>	 <p><b>EASTMAN</b></p>
	 <p>MICRO INKS</p>		 <p>MONSANTO</p>
 <p>GOODYEAR</p>	 <p>P&amp;G</p>	 <p>Reliance Industries Limited</p>	 <p>mitsui &amp; co., ltd.</p>
 <p>LANXESS Energizing Chemistry</p>			 <p>SunChemical®</p>
 <p>BAYER</p>	 <p>CABB</p>	 <p>dottikon</p>	 <p><b>ESSAR</b></p>
	 <p>saltigo customized competence</p>		

# CHEMISTRY OF GROWTH

-  BULK & COMMODITY
-  FINE & SPECIALITY
-  OPTICAL BRIGHTENING AGENT
-  DNL's RAW MATERIALS
-  DNL's NEW PRODUCTS UNDER DEVELOPMENT



# DEEPAK R&D CENTRE

Location: Nandesari, Gujarat, India

DEEPAK  
NITRITE

RESPONSIBLE  
CHEMISTRY

## ISO 9001, 14001, OHSAS 18001

Government recognized

Strong team of **45 scientists**

Patented chemistries developed and commercialized for global consumption

Cost-effective and eco-friendly process development

Chemical synthesis for different product segments

Advanced Intermediate developed & commercialized For MNCs

### Fields of Expertise:

Advanced Sulphonation  
Multiple Pathway Oxidation  
Continuous Reduction Nanotechnology  
Ion-exchange Resins

## Facilities

State-of-the-art  
Instruments and Equipment

- HPLCs and GCs
- FTIR
- UV-visible spectrophotometer
- Micro reactor
- Wiped film evaporator
- Vapour phase fixed bed reactors
- Autoclaves of various capacities and MOCs
- Horizontal beadmill
- Rotary furnace
- Multiple CSTR assembly
- Nanofiltration setup



Dedicated  
centralised  
facility At  
**Nandesari,  
Gujarat, India**



Recognized by  
Department of  
**Scientific &  
Industrial  
Research**  
Govt. of India



Strong team of  
**45+**  
Scientists



**8** patents Granted

**8** patents applied



## Expertise in multiple chemical processes

Nitration | Catalytic hydrogenation | Sulphonation  
Oxidation | Oxidative Coupling | Alkyllyation (C, N & O)  
Dissolving metal Reduction | Diazotization | Lithiation  
Ammonidation | Halogenation | C-C (Grignard, Suzuki, Heck etc)  
Enzyme catalysis

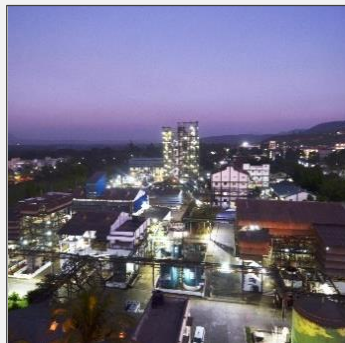
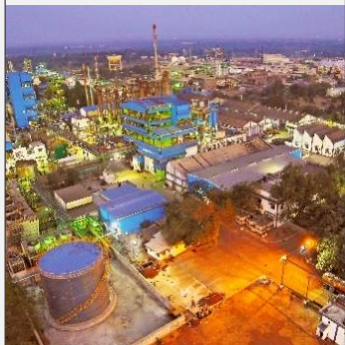


# MANUFACTURING FACILITIES

## Nandesari

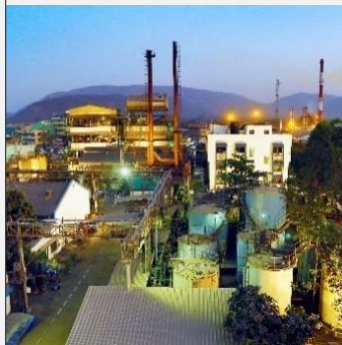
The first and flagship manufacturing facility.

Basic chemicals,  
Bulk chemical commodity



## Taloja

Synthetic Organic  
chemicals, Fine and  
Specialty chemicals



## Roha

Intermediates for  
Agrochemicals, Dyes,  
Fine and Specialty  
chemicals.



## Dahej

Basic chemicals, Fine and  
Specialty chemicals and  
Performance products.

Fully automatic batch  
process with production  
capacity of 100 thousand  
tonnes.

## Hyderabad

DASDA

20% of world's market  
share of DASDA  
business.





ECO-CONSCIOUS

Green Belt  
21000 Sq. Mt

DEEPAK  
NITRITE

RESPONSIBLE  
CHEMISTRY

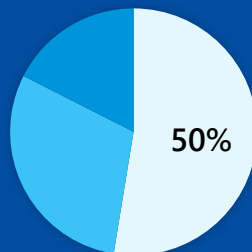
# BUSINESS SEGMENTS

## BASIC CHEMICALS (BCC)

- Nitro Toluenes
- Sodium Nitrite / Nitrate
- Fuel Additives

50%

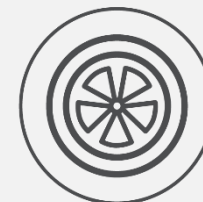
Total Revenues in FY17



Colourants



Petrochemicals



Rubber

- High volume segment consisting - Bulk Chemicals & Commodities made to standard specifications.
- Manufacturing both organic & inorganic chemicals.
- Classified under organic chemicals – Nitro Toluene, Ortho Toluene, EHN and Inorganic Chemicals - Sodium Nitrites & Sodium Nitrates

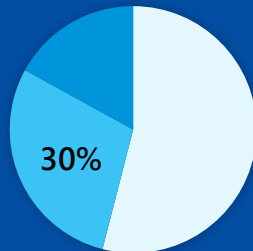
# BUSINESS SEGMENTS

## FINE AND SPECIALTY CHEMICALS

- Xylidines
- Oximes
- Cumidines
- Specialty Agrochemicals

30%

Total Revenues in FY17



Pharmaceuticals



Paper



Agrochemicals

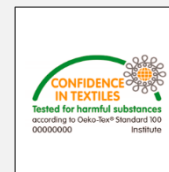
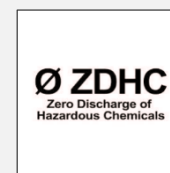
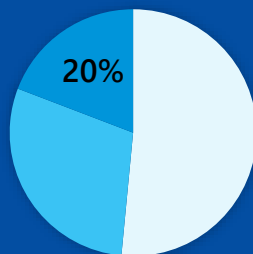
- Includes niche products that require greater value addition.
- Segregated into Specialty Chemicals, Xylidines, Oximes, Cumidines, Nitro Xylene amongst others.
- Products customized as per customer specifications.
- Application in the manufacture of agrochemicals, pharmaceuticals, pigments, paper, hair colours etc.

# BUSINESS SEGMENTS

## PERFORMANCE PRODUCTS

Optical Brightening Agent  
(OBA)

20%  
Total Revenues in FY17



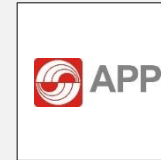
- FWA is an application chemical; commonly known as Optical Brightening Agent (OBA).
- Fully integrated manufacturer of FWA.
- Wide applications across Paper, Detergents, Textiles, Coating Applications in Printing & Photographic Paper
- Customised into liquid or powdered form, as per the customer's requirements.

# OBA CUSTOMERS

## International



## Domestic



# NEW LAUNCHES



## Agrochemicals

**1,2,4 Triazinone**  
(CAS NO. 33509-43-2)

**3-Amino Benzotrifluoride**  
(CAS NO. 98-16-8)

**2-Amino Benzotrifluoride**  
(CAS NO. 88-17-5)

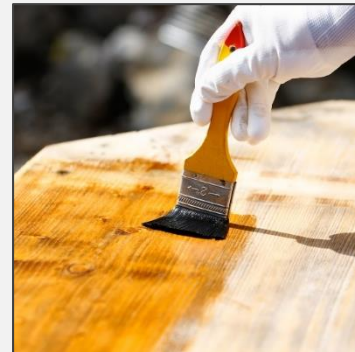
**3-Hydroxy Benzotrifluoride**  
(CAS NO. 98-17-9)



## Pharmaceuticals

**Adenine**  
(CAS NO. 73-24-5)

**3-HAP**  
(CAS NO. 121-71-1)



## Wood preservatives

(With pesticide content)

**Protecto B plus premium**

**Protecto GLP plus**

**Protecto PFB plus**

# NEW LAUNCHES



## Agrochemicals

**1,2,4 Triazinone**  
(CAS NO. 33509-43-2)

**3-Amino Benzotrifluoride**  
(CAS NO. 98-16-8)

**2-Amino Benzotrifluoride**  
(CAS NO. 88-17-5)

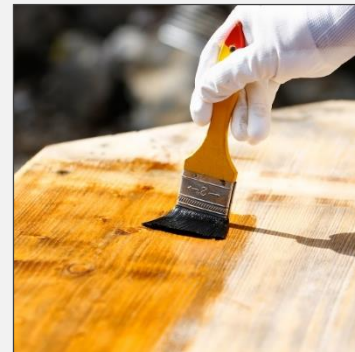
**3-Hydroxy Benzotrifluoride**  
(CAS NO. 98-17-9)



## Pharmaceuticals

**Adenine**  
(CAS NO. 73-24-5)

**3-HAP**  
(CAS NO. 121-71-1)



## Wood preservatives

(With pesticide content)

**Protecto B plus premium**

**Protecto GLP plus**

**Protecto PFB plus**



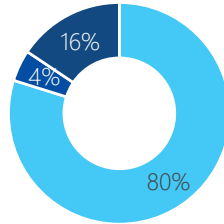
RESPONSIBLE  
CHEMISTRY

# PHENOL PROJECT

# MARKET OPPORTUNITY

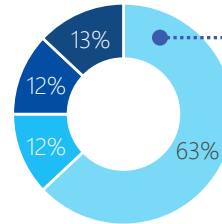
## Phenol Demand Supply in India

Phenol Demand - 2014  
250,100 MT



DNL's facility (200,000MT) will start operations in 2017 -18

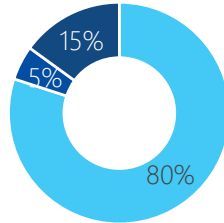
Estimated Demand for Phenol in 2017-18  
3 20,000 MT



The plant at Dahej will help substitute the imports and give DNL a market leadership position for phenol & acetone in India

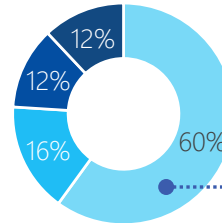
## Acetone Demand Supply in India

Acetone Demand - 2014  
156,734 MT



DNL's facility (200,000MT) will start operations in 2017 -18

Estimated Demand for Acetone in 2017-18  
3 20,000 MT



Source: CRISIL

# PHENOL & ACETONE FACILITY AT DAHEJ - SNAPSHOT

## Manufacturing Capacity

---

200 KTPA

Total manufacturing capacity for **Phenol**

120 KTPA

Total manufacturing capacity for **Acetone**

260 KTPA

Total manufacturing capacity for **Cumene**

## Technology Tie-ups

---



- Technology tie-up with KBR (USA) & UOP Honeywell
- KBR is a licensor of phenol capacity



# FINANCIALS

# FINANCIAL SUMMARY

## Financial Summary

**1455** Net Revenue

---

**214** EBITDA

---

**84** \*PAT

\*Normalized PAT

Market Capitalisation (in Rs. Cr)



# AWARDS



## FGI award, 2018 Certificate of Merit

Deepak Foundation was conferred with a Certificate of Merit at the 15th Federation of Gujarat Industries (FGI) awards.



## Excellent Performance as Most Collaborative Partner, 2017

Deepak Nitrite recognised by Rallis, A TATA Group Company.



## FICCI CSR Award, 2016

Deepak Nitrite Limited, as the parent company of Deepak Foundation, received the FICCI Awards 2015-16.



## ICC Award For Social Responsibility, 2017

Deepak Foundation conferred with the ICC Award For Social Responsibility by the Indian Chemical Council.



## GCSRA Awards, 2017

Comprehensive Emergency Obstetric and Newborn Care (CEmONC) unit at Jabugam received the best CSR project for Cohesive & Strategic Partnerships under the large companies' category.



## ICC Lifetime Achievement Award, 2014

The Indian Chemical Council (ICC) conferred Mr. C.K. Mehta, Chairman, Deepak Group of Industries with the ICC lifetime achievement award.



# CORPORATE SOCIAL RESPONSIBILITY



## DEEPAK FOUNDATION

# 40+ years | 2 million people

- Maternal & neonatal care
- Livelihood projects

Some of the key initiatives include:

### EDUCATION:

---

Integrated child development services  
Mobile library  
Wage employment trainings

### LIVELIHOOD

---

Water harvesting

### MEDICAL INITIATIVES:

---

Occupational health services in GIDC  
Quality care in tribal areas  
Healthcare at doorstep  
Medical intervention & services  
De-addiction & counselling services  
Blood donation camp

# CONTACT INFORMATION

Aaditya - I, Chhani Road, Vadodara - 390024. Gujarat, India.

Tel: +91 265 276 5200/396 0200 | Fax: +91 265 276 5344

[www.deepaknitrite.com](http://www.deepaknitrite.com)

Email ID: [investors@deepaknitrite.com](mailto:investors@deepaknitrite.com)