

About Deepak Nitrite Limited (DNL)

Deepak Nitrite Limited [NSE - DEEPAKNTR, BSE - 506401] Headquartered at Vadodara, Gujarat, DNL is a multi-division and multi-product, chemical intermediate with manufacturing facilities at Nandesari & Dahej in Gujarat, Roha and Taloja in Maharashtra, and at Hyderabad; having product portfolio of Basic Chemicals (BC), Fine & Speciality Chemicals (FSC) & Performance Products (PP). Further, it is near to commencement of mega green field- Phenol and Acetone plant through its wholly owned subsidiary Deepak Phenolics. As a partner of choice for Domestic and Global Chemical majors, DNL is emerging as one of the fastest growing Company that adheres to Responsible Care.

| | |
|---------------|--|
| Exchanges | NSE & BSE |
| Sector | Commodity Chemicals |
| Ticker / Code | DEEPAKNTR / 506401 |
| Share Price | Rs. 246 |
| Market Cap. | Rs. 3,356 crore |
| Website | www.deepaknitrite.com |
| Tel: | +91 265 276 5200 |
| Fax: | +91 265 234 0506 |
| Email ID: | Investor@deepaknitrite.com |

| Basic Chemicals | Fine & Specialty Chemicals | Performance Products |
|---|---|---|
| High volume segment consisting of Bulk Chemicals & Commodities | Includes niche products that require greater value addition | DNL is a fully integrated manufacturer of FWA |
| Nitro Tolunes, Fuel Additives, Sodium Nitrite | Specialty, Xylidines, Oximes, Cumidines | DASDA / FWA |
|  Colourants  Refinery  Rubber |  Colourants  Pharmaceuticals  Agrochemicals |  Paper  Detergents  Textiles |

Manufacturing Facilities, Technology and R&D Capabilities

- Fully integrated infrastructure equipped to manage a product right from design to despatch lends Deepak Nitrite a strong competitive advantage
- DNL state-of-the-art manufacturing facilities are equipped to handle even the bulk hazardous raw materials like Benzene, Toluene, Xylene, Ammonia, concentrated Nitric Acid, concentrated Sulphuric Acid, Chlorine and Sulphur Trioxide
- World-class facilities with clear logistic advantages at Dahej, Nandesri, Roha, Taloja and Hyderabad
- Innovation is embedded in the DNA of Deepak Nitrite. The Company has a dedicated R&D facility with 45 scientist, recognized by Dept. of Science and Technology, (DSIR) GoI – 16 patents applied/ filed.

Segmental Revenue Break-up for FY18

Key Customers

Upcoming Phenol & Acetone Project

- Mega Greenfield, largest, most efficient, state-of-the art, IoT enabled and lowest thermal footprint plant, powered by latest technology of KBR, US, Honeywell and Thyssenkrupp aligned with Make in India initiative, to manufacture 200,000 MTPA of Phenol and 120,000 MTPA of the co-product Acetone, supported by capacity to manufacture 260,000 MT of Cumene
- Overall CAPEX of Rs. 1,400 crore
- Project to be commissioned in July 2018

Value Prop.

- 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 revenue
- Largest Phenol- Acetone plant in India with increasing demand and supply constraint and abundance of raw materials

Key Management Personnel

Mr. Deepak C. Mehta – Chairman & Managing Director
 Mr. Umesh Asaikar - Executive Director & CEO
 Mr. Sanjay Upadhyay – Director, Finance & Chief Financial Officer
 Mr. Maulik Mehta - Whole time Director
 Mr. Sai Prasad Jadav- President (F&S)
 Mr. Girish Starkar- President (BCC)

Key Shareholders

| | |
|---------------------------------------|-------|
| Reliance Small Cap Fund | 4.65% |
| Franklin India Smaller Companies Fund | 4.12% |
| L&T Emerging Businesses Fund | 3.64% |
| ICICI Lombard General Insurance Co. | 2.93% |
| IDFC Sterling Equity Fund | 2.37% |

Financial Summary

| (Rs. Cr) | Q4 FY18 | Q4 FY17 | Y-o-Y (%) | FY18 |
|-------------|---------|---------|-----------|-------|
| Sales | 399 | 330 | 21 | 1,467 |
| EBITDA | 55 | 41 | 35 | 214 |
| Net Profit* | 20 | 17 | 20 | 83 |

Strong demand from major customers and key end user industries led to revenue growth across all the Strategic Business Units (SBUs).

Net Profit is before exceptional items

Awards

Tata -most collaborative partner **2017**

FGI -woman and child care **2018**

ICC- social responsibility **2017**

ET NoW CSR award **2018**

Gujarat best employer **2017**

Millennium Alliance recognition **2017**