



RESPONSIBLE
CHEMISTRY

Deepak Nitrite Limited

[NSE - DEEPAKNTR, BSE - 506401]

Headquartered at Vadodara, Gujarat, DNL is a multi-division and multi-product, chemical intermediates company with manufacturing facilities at Nandesari & Dahej in Gujarat, Roha and Taloja in Maharashtra, and at Hyderabad; having product portfolio of Basic Chemicals (BC), Fine & Specialty Chemicals (FSC) & Performance Products (PP). Further, its mega greenfield - Phenol and Acetone - plant, through its wholly-owned subsidiary Deepak Phenolics, has commenced production. As a partner of choice for domestic and global chemical majors, DNL is one of the fastest growing company in India that adheres to Responsible Care.

Manufacturing Facilities

Fully-integrated infrastructure equipped to manage a product right from design to dispatch lends DNL a strong competitive advantage. Its state-of-the-art, environment compliant facilities located at Dahej, Nandesari, Roha, Taloja, Hyderabad and Dahej enjoy clear logistical advantages and are equipped to handle even bulk hazardous raw materials like Benzene, Toluene, Xylene, Ammonia, concentrated Nitric Acid, concentrated Sulphuric Acid, Chlorine and Sulphur Trioxide.

Cutting-edge IoT monitoring systems have been deployed in-house to study man and material movement and increase efficiency and productivity. The Phenol and Acetone state-of-the-art plant powered by KBR, Honeywell and Thyssen Krupp is second to none in India with the lowest thermal footprint.

Nandesari

Basic chemicals, Fine & Specialty chemicals
The first and flagship manufacturing facility



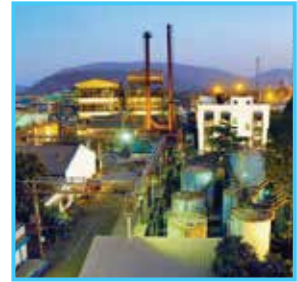
Roha

Intermediates for Agrochemicals, Dyes and Specialty Chemicals
Strategically connected to Nhava Sheva port



Taloja

Synthetic Organic chemicals
Hydrogenation



Hyderabad

DASDA
20% market share of global DASDA business
Zero discharge



Dahej

Basic chemicals, Fine and Specialty chemicals and Performance products
Fully automatic batch process with production capacity of 100 thousand tonnes



R&D and Patents

Innovation is embedded in the DNA of DNL. The company has a dedicated R&D facility which is recognized by Dept. of Science and Technology, Government of India. DNL has filed 17 patents.

- Government-recognised R&D facility at Nandesari
- Driven by a strong team of 45 qualified professionals including PhDs
- ~3% of annual revenues spent on R&D

Products and Services

DNL has a wide spectrum of products under its portfolio with diverse applications ranging from Agrochemicals, Rubber, Pharmaceuticals, Paper, Textile, Detergent, Colourants, Petrochemicals to Specialty and Fine Chemicals. The company also specialises in customized intermediates to suit specific client needs. The company's business is divided into the following Strategic Business Units:

- Basic Chemicals - Commodity chemicals which are supplied in bulk volumes – Key products include Nitro Toluenes, Fuel Additives, Sodium Nitrite
- Fine & Specialty Chemicals - Niche products which are required in low volumes – Key products include Specialty, Xylidines, Oximes, Cumidines
- Performance Products - DNL is the world's first fully integrated manufacturer of FWA (Toluene – PNT – DASDA – FWA) – Key products include DASDA / FWA

DNL has leveraged its technical expertise and process excellence to develop a diversified basket of products. It enjoys leadership position in several products – it is the leader in the Domestic Market for Sodium Nitrite, Sodium Nitrate and Nitro Toluenes. It is among the top 3 global players for Xylidines, Cumidines, Colour Intermediates and Oximes. DNL has evolved to be global competitive supplier and a partner of choice for several international chemical majors and has valued customers across the United States of America, the European Union, East European nations, Japan, ASEAN countries, South Korea and China. The company ventures into areas and chemistries which enjoy healthy demand after closely liaising with its customers.

DNL's product profile enjoys application diversity. Its products are used across varied industries namely Agrochemicals, Rubber, Pharmaceuticals, Paper, Textile, Detergent, Colourants, Petrochemicals, Fine & Specialty Chemicals, Pigment & Dyes and Explosives. All these industries are witnessing strong consumption trends which are contributing to growth in demand.

As the company ambitiously increases its footprint from its existing 5 plants, its growing family shares common traits: competence, concern for the company, and ethics.

Phenol & Acetone

In line with Make-in-India and to free the country of Phenol and Acetone imports, DNL's wholly-owned subsidiary - Deepak Phenolics with manufacturing capacity of 200,000 MTPA of Phenol and 120,000 MTPA of the co-product Acetone, supported by capacity to manufacture 260,000 MT of Cumene, commenced from July 2018. This project with INR 1400 Cr. investment is based at Dahej, Gujarat (spread over a total land area of 1,65,921 m² with built area of 1,16,144.8 m²), and is the largest, state-of-the-art and most efficient facility in India.

Deepak Phenolics state-of-the-art, IoT-enabled plant powered by KBR and EMCm adheres to the strictest safety and environmental standards, and boasts of the lowest thermal footprint in India.

Deepak Phenolics will proudly cover 3000 chemical consumers fulfilling nearly 60% of the Indian market demand for Phenol and 67% for Acetone. Promoting the Make-In-India initiative, it is dedicated to minimising India's imports, decreasing our Nation's foreign trade risk and increasing the chemical security of India.

Financial Summary

(Rs. Cr)	FY18	FY17	Y-o-Y
Sales	1,467	1,242	18%
EBITDA	214	152	41%
PBT	122	74	65%
PAT	83	52	60%
EPS (Rs. Per Share)	6.32	4.43	43%

Board of Directors



SHRI D. C. MEHTA
Chairman & Managing Director



SHRI MAULIK D. MEHTA
Whole-time Director



DR. RICHARD H. RUPP
Independent Director



SHRI A. C. MEHTA
Non-Executive Director



SHRI NIMESH KAMPANI
Independent Director



SHRI S. K. ANAND
Independent Director



SHRI UMESH ASAIKAR
Executive Director & Chief
Executive Officer



SHRI SUDHIN CHOKSEY
Independent Director



DR. S. SIVARAM
Independent Director



SHRI SANJAY UPADHYAY
Director - Finance &
Chief Financial Officer



SHRI SUDHIR MANKAD
Independent Director



PROF. INDIRA PARIKH
Independent Director

Key Management Personnel

MR. DEEPAK C. MEHTA
Chairman & Managing Director

MR. UMESH ASAIKAR
Executive Director & CEO

MR. MAULIK MEHTA
Whole-time Director

MR. SANJAY UPADHYAY
Director - Finance & CFO

DNL is led by a competent and experienced management team with robust domain knowledge and a keen understanding of the trends and shifts in the industry landscape. Apart from possessing a proven track record in the chemical intermediates industry, team DNL has been instrumental in framing strategies to accelerate growth and improve market position. The company has inculcated best of talent from leading technical and management institutes as well as lateral hires from the best global and domestic firms in the industry. The senior management team has contributed to DNL's success, which has enabled the company to be recognised for the quality of its products, while adhering to the Code of Responsible Care and to ethical values while also enhancing stakeholder value. DNL continues to train employees across several functions connected to technical, behavioural and health, safety and general environment and ISO certification standards amongst others. All these efforts are concentrated on attracting and retaining the best talent in the industry as people are at the center of DNL's growth.

Awards

Tata - Most Collaborative Partner **2017**

ICC- Social Responsibility Award **2017**

Gujarat Best Employer **2017**

Millennium Alliance Recognition **2017**

ET Now CSR Award **2018**

FGI - Woman and Child
Care Recognition **2018**

Deepak Foundation

Deepak Foundation has been serving the country for more than 40 years, with special focus on maternal and neonatal care and livelihood projects designed to uplift underprivileged communities. More than 2 million people are regularly benefitted by the activities conducted by the foundation.

- Improving last mile reach of Govt. programmes through supportive supervision of anganwadis
- Improving availability & accessibility of quality occupational health services in GIDC
- Delivering quality care in tribal areas
- Providing quality woman and neonatal healthcare through doorstep delivery of services
- Saving lives by facilitating access to timely medical intervention & services
- Combating tobacco & alcohol dependency through de-addiction & counselling services
- Demonstration of water harvesting structures in three villages of Roha block of Raigad district
- Promoting learning through mobile library services
- Increasing employability through wage employment trainings

Responsible Chemistry



DNL adheres to Responsible Chemistry and is signatory to 'Responsible Care'. The company follows the highest standards of effluent treatment and ensures ZERO discharge. Responsible Care Guiding Principles are at the heart of the Responsible Care commitment - through these principles, members and partners pledge to improve environmental, health, safety and security (EHS&S) performance for facilities, processes and products throughout the operating system. DNL is one of the 40 companies to be RC compliant in India. Globally, there are 150 such companies.

Way Forward

DNL is positively placed to capture the growth opportunities arising in the end-user industries. All the Strategic Business Units (SBUs), i.e. Basic Chemicals, Fine & Specialty Chemicals, and Performance Products are expected to deliver accelerated growth in the forthcoming year owing to continued transformation in the product portfolio and steady recovery in demand.

The company was awaiting regulatory consent for its backward integration facility at Roha which has now been received and the current financial year expects to see full capacity utilisation in the FSC segment and this is expected to further improve margins. The profitability margin is expected to further improve in FY19 as the company has planned brownfield expansion projects across all business segments entailing capital expenditure of Rs. 60 crore to take advantage of the extant situation in the Chinese chemical industry. In addition to the above, normal, debottlenecking and cost leadership programmes are also regularly undertaken by the company. In view of the above, the company expects to see an even better performance in FY19.

DNL is well poised to pursue growth across multiple segments and product lines led by sizeable investments towards integration of existing products. This is further supported by the commencement of its Phenol and Acetone project - opening up new frontiers of growth.

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