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OMKAR SPECIALITY CHEMICALS LIMITED

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Tel. : +91 (0251) 2697340, 2690651, Fax : +91 (0251) 2697347, 2691572

Email : info@omkarchemicals.com Web. : www.omkarchemicals.com

CIN : L24110MH2005PLC151589

Ref. No.: OSCL/SE/2016-17/138

Date: February 16, 2017

To,

Corporate Services Department BSE LIMITED P.J. Towers, 1 st Floor, Dalal Street, Mumbai – 400001. BSE Code: 533317	Corporate Services Department NATIONAL STOCK EXCHANGE OF INDIA LIMITED Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400051. NSE Symbol: OMKARCHEM
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Dear Sir/Madam,

SUB: PRESS RELEASE AND PRESENTATION – REG. 30

Pursuant to Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with Para A of Part A of Schedule III thereto, please find enclosed herewith press release and presentation on the Quarterly financial performance of the Company for the Quarter and nine months ended December 31, 2016.

This is for your record and reference.

Thanking you,

Yours truly,

For **OMKAR SPECIALITY CHEMICALS LIMITED**

SUNNY PAGARE

COMPANY SECRETARY & COMPLIANCE OFFICER

M. NO.: F8896



W-92 (A), M.I.D.C., Badlapur (East), Thane - 421 503, Maharashtra, India. Tel. : +91 (0251) 2698840, Fax : +91 (0251) 2691662.

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Media Release

Strong Growth Across All Business Segments

Revenue at Rs. 126 Crore, YoY growth of 16%

EBITDA at Rs. 25 Crore, YoY growth of 41%

EBIDTA Margins at 20%, YoY growth of over 350 bps

PAT at Rs. 11 Crore, YoY growth of 12%

Mumbai, February 14, 2016: Omkar Speciality Chemicals Limited (BSE: 533317, NSE: OMKARCHEM), a leading player involved in the manufacturing of Speciality Chemicals and Veterinary APIs, announced its un-audited results for the quarter and nine months ended 31st December 2016.

Key Financials:

Particulars (Rs. Crs)	Q3 FY17	Q3 FY16	YoY	Q2 FY17	QoQ	9M FY17	9M FY16	YoY
Net Sales	125.7	108.3	16.0%	129.4	(2.9%)	367.8	300.1	22.6%
EBITDA	24.7	17.5	41.3%	25.3	(2.2%)	73.3	53.0	38.3%
PAT	10.5	9.4	12.0%	11.6	(9.0%)	33.0	26.6	24.3%

Management Comments:

Commenting on the results, Mr. Omkar Herlekar, 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”

Performance Highlights for the quarter and nine months ended December 31, 2016:

Q3 FY17

- **Revenue stood at Rs. 125.7 crore in Q3 FY17**, as against Rs. 108.3 crore in the corresponding period last year, a **YoY growth of 16%**
- **Breakup of revenue as per business segments:**
 - **API Segment** – 42% of total revenue
 - **Speciality Chemicals Segment** – 58% of total revenue
- **EBITDA stood at Rs. 24.7 crore in Q3 FY17** as against Rs. 17.5 crore in the corresponding period last year, growth of **41% YoY, mainly on account of higher operating efficiencies and better product mix**
- **EBITDA Margin at 19.7%**, an improvement of **over 352 bps YoY**
- **Profit After Tax at Rs. 10.5 crore in Q3 FY17** as against Rs. 9.4 crore in Q3 FY16 and **grew by 12%**

9M FY17

- **Revenue stood at Rs. 367.8 crore in 9M FY17**, as against Rs. 300.1 crore in the corresponding period last year, a **YoY growth of 23%**
- **Breakup of revenue as per business segments:**
 - **API Segment** – 37% of total revenue
 - **Speciality Chemicals Segment** – 63% of total revenue
- **EBITDA stood at Rs. 73.3 crore in 9M FY17** as against Rs. 53.0 crore in the corresponding period last year, growth of **38% YoY**
- **EBITDA Margin at 19.9%**, an improvement of **over 226 bps YoY**
- **Profit After Tax at Rs. 33.0 crore in 9M FY17** as against Rs. 26.6 crore in 9M FY16 and **grew by 24%**

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

About Omkar Speciality Chemicals Limited:

Omkar Speciality Chemicals Limited is amongst the leading manufacturers of Specialty Chemicals and Intermediates for Chemical and Allied Industries. The Company has total 8 Units, of which 4 Units are located at Badlapur, and the other 3 units are located at Chiplun, Ratnagiri and in Mahad.

Omkar Speciality Chemicals Limited exports to over 38 countries across Europe, Canada, Asia, South America & Australia. The Company's association with leading organizations in India and abroad has expanded their business, across different product lines and develop new molecules as per the specific requirements of their valued customers.

For more details please visit: www.omkarchemicals.com

For any Investor Relations query, please contact:

Omkar Herlekar Whole Time Director Omkar Speciality Chemicals Limited Email: omkar@omkarchemicals.com	Savli Mangle / Amit Sharma Bridge Investor Relations Pvt. Ltd. Phone: +91-22-26873003 Email: savli@bridge-ir.com / amit@bridge-ir.com
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Note: *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. Omkar Speciality Chemicals Ltd will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*



Omkar Speciality Chemicals Limited

Q3 & 9M FY17 Earnings Presentation

February 2017

Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Omkar Speciality Chemicals Limited (the “Company”) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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Director's Message

Director's Message



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Key Developments

Recent Developments

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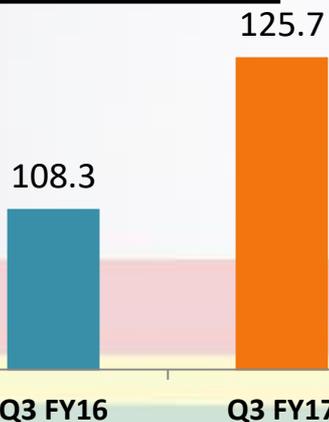


Financial Highlights

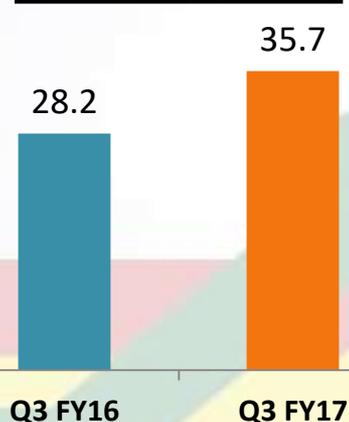


Consolidated Financial Highlights (Q3 FY17 v/s Q3 FY16)

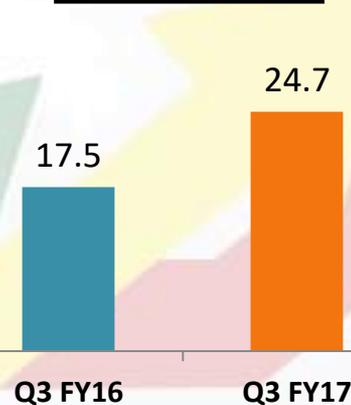
Total Inc. (Rs. Cr.)



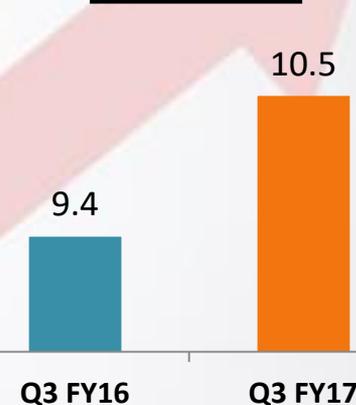
Gross Profit (Rs. Cr.)



EBITDA (Rs. Cr.)



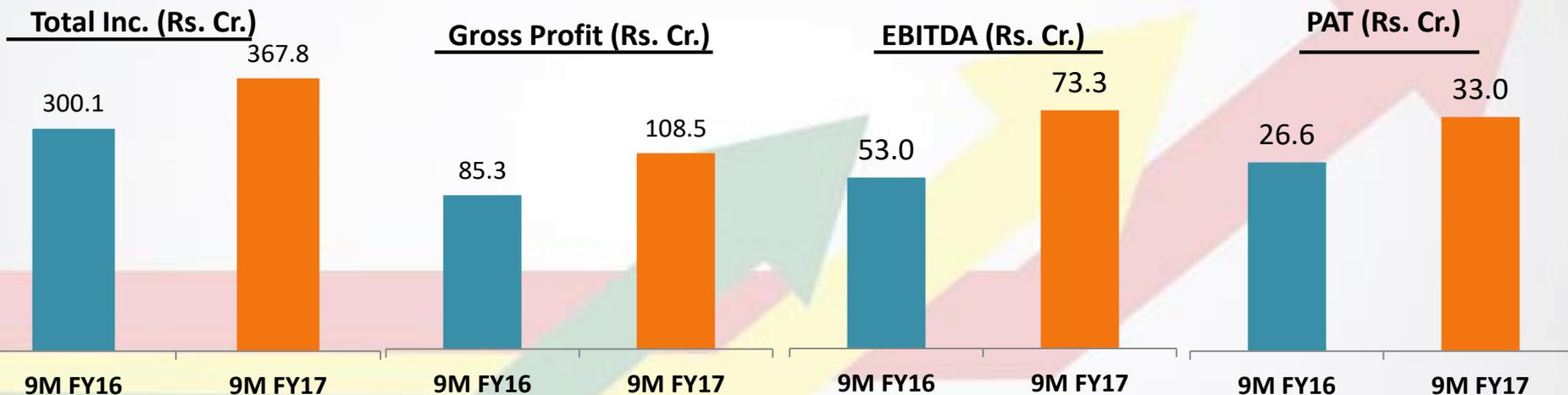
PAT (Rs. Cr.)



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



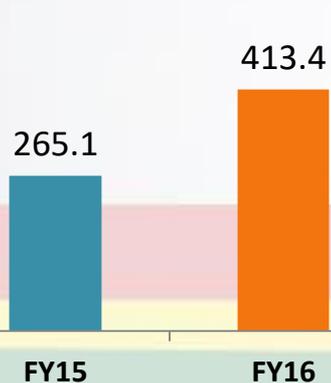
Consolidated Financial Highlights (9M FY17 v/s 9M FY16)



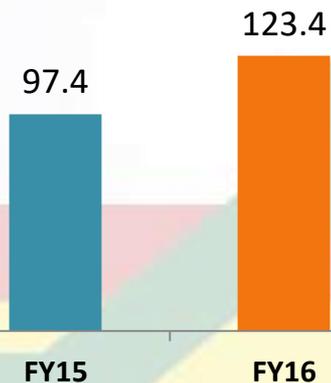
Key ratios (%)	9M FY17	9M FY16
Gross Margin	29.5	28.4
EBITDA Margin	19.9	17.7
PAT Margin on Net Sales	9.0	8.9
EBIT/Interest (x)	3.5	4.0
EPS (Rs.)	16.1	12.9

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

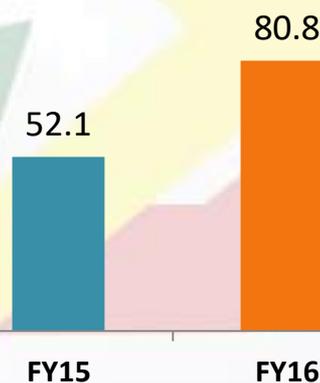
Total Inc. (Rs. Cr.)



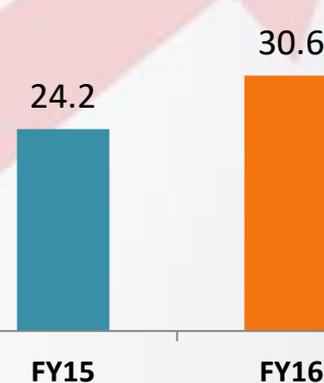
Gross Profit (Rs. Cr.)



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)

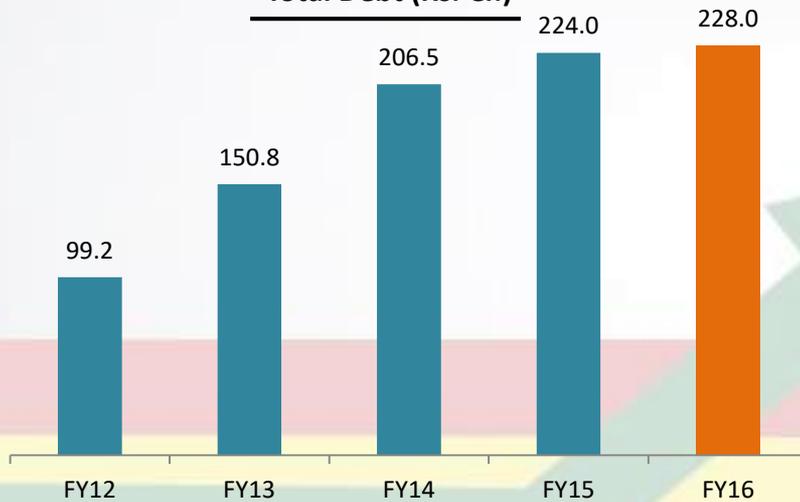
Annual Consolidated Balance Sheet Highlights

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

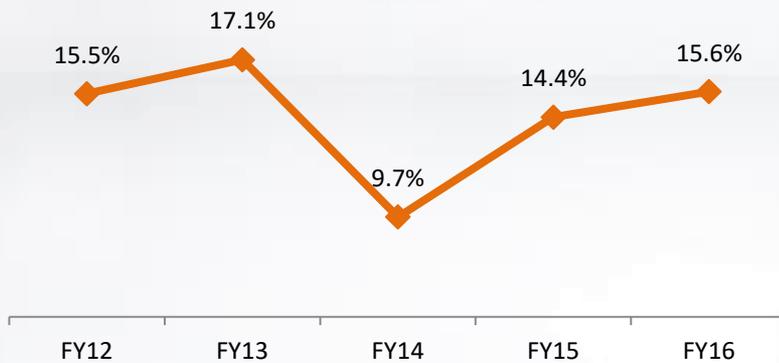
Total Debt (Rs. Cr.)



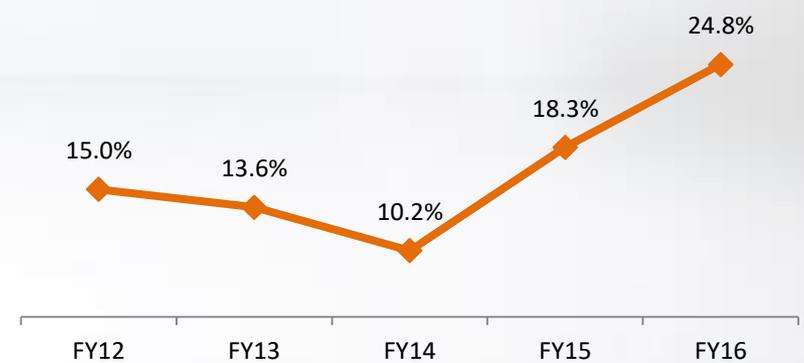
Net Working Capital Days



RoE (%)



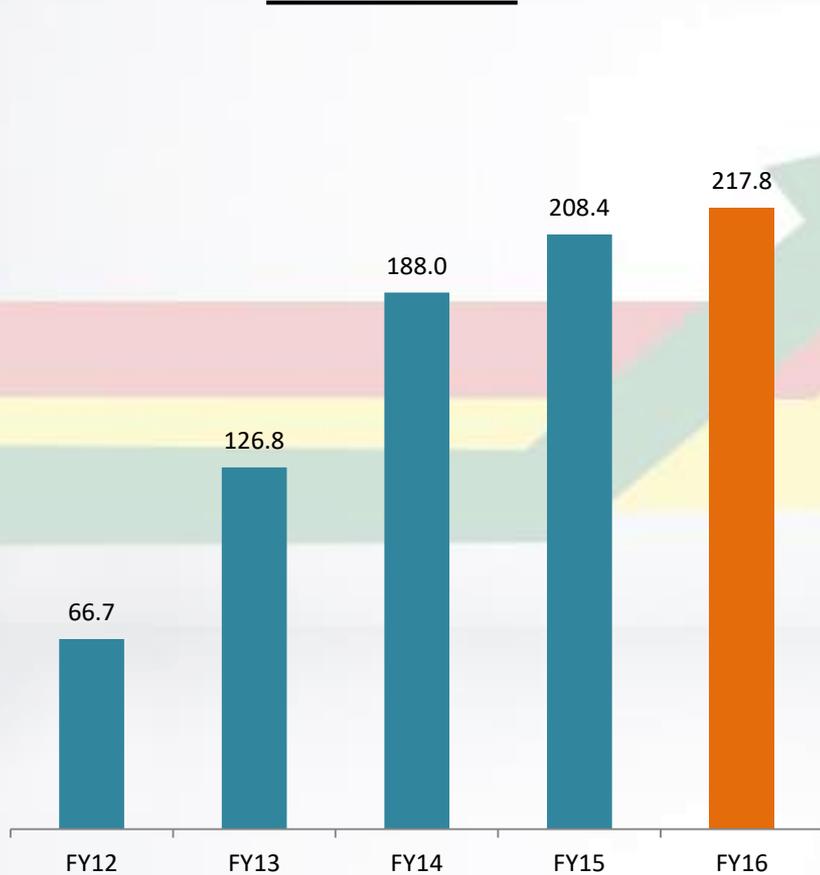
RoCE (%)



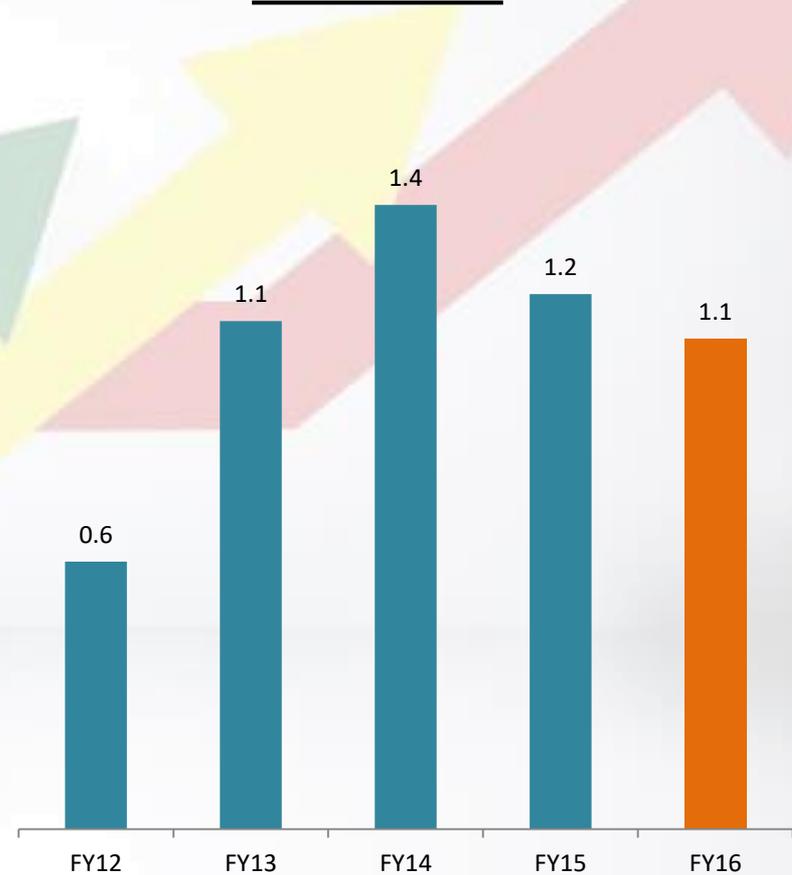
ROE = PAT / Networth; ROCE = EBIT / Capital Employed

Key Performance Indicators

Net Debt (Rs. Cr.)



Net Debt / Equity

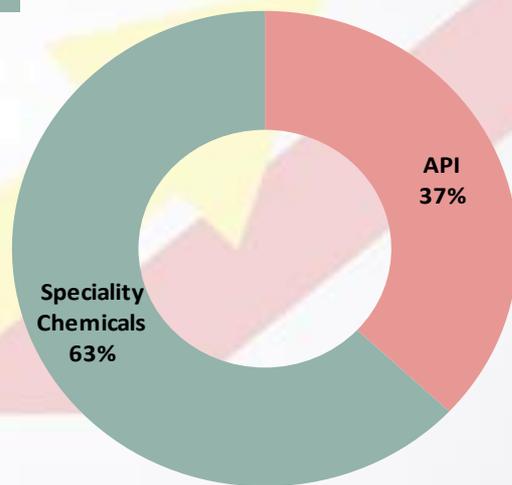
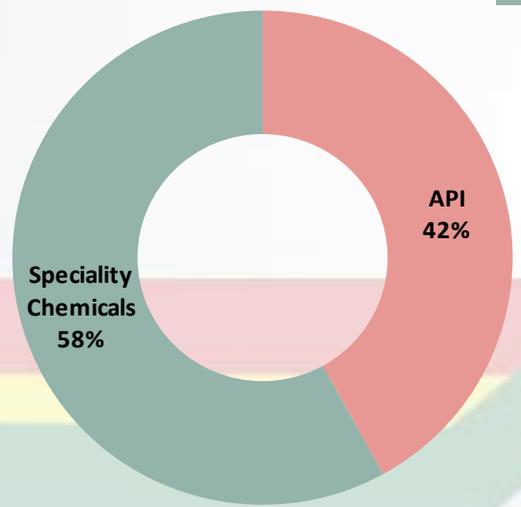


Segment & Geographical Revenue Split – Q3 & 9M FY17

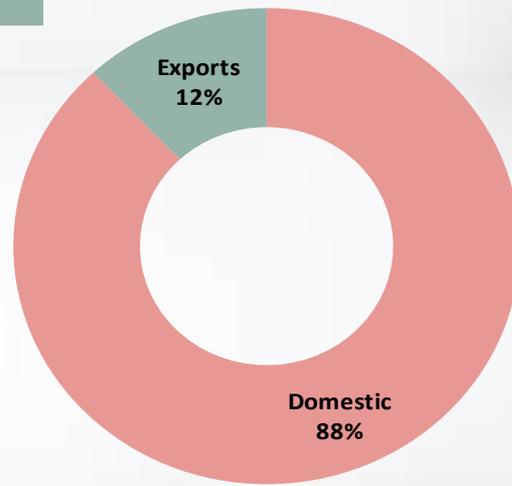
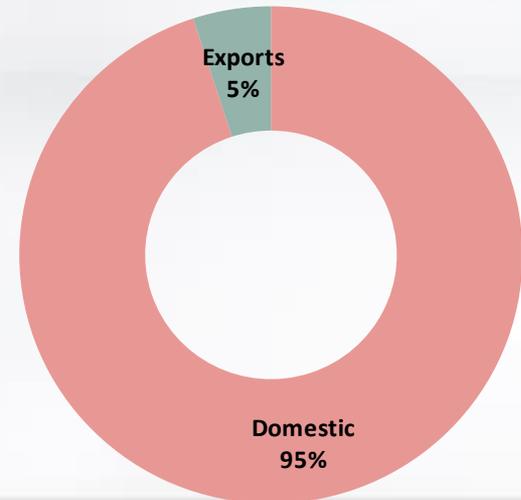
Q3 FY17

Segment break-up

9M FY17

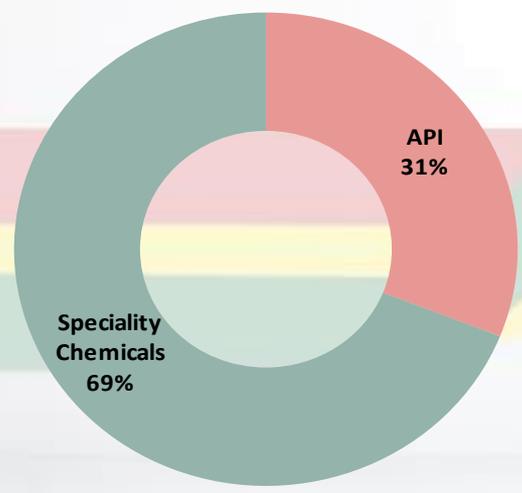


Geographical break-up

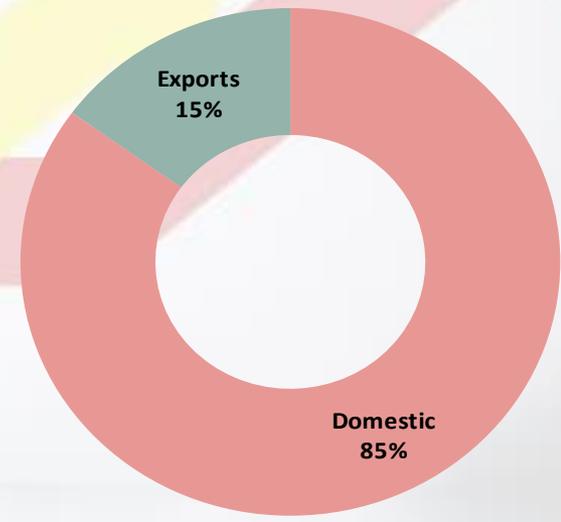


Segment & Geographical Revenue Split – FY16

Segment break-up



Geographical break-up



For further information, please contact-

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